

ADVICE TO LANDLORDS

Top 10 "LANDLORD" Questions, Answered by the Experts!

#1 I have a property to rent! What do I do?

We make it easy for you. We will view the property and do the Market Analysis research. We will offer suggestions to prepare your property to rent, and help you determine the best rental asking price. The Harriet Martin Team will list your property for rent on the MLS system available to all real estate agents. But unlike most Realtors... our rental marketing doesn't stop there! Our superior promotion bars none. Immediately we begin our Internet marketing to 15 of the top real estate websites plus print advertising, direct mailings and more. Price is important! Priced properly, and with our extensive marketing system, we find tenants quickly. Listen to us! We know the market!

#2 How do I prepare the property for rent?

We can guide you through the most strategic needed. We will "walk through" your home and make suggestions such as painting, carpet cleaning or replacement and general overall cleaning. Curb appeal is important. Check your mailbox, front door and landscaping to update if necessary. Renting property is a business. Every penny counts! We can guide you in making good business decisions... we know what it takes to find the best tenants!

#3 Who pays for your services?

The Landlord pays commission once the property is rented. Our services are free to the tenants, so naturally, we have tenants on waiting lists. We know your concerns and work quickly to find a tenant so your property does not remain vacant. Time is money!

#4 What do you do when a potential tenant makes an offer?

We will run a credit check on the tenants (at their expense) and ask them to supply references of work history, rental history, prior Landlord information and personal references. We will verify the information BEFORE presentation to you. This way we do not waste time and know the circumstances of the tenants to discuss with you.

#5 Who prepares the lease?

We can prepare the lease using our real estate lease contract, the owner may prepare their own lease, or we use our extensive management lease only available to our management clients. We can show these leases to you to review. You can be sure we will include all disclosures and documentation that is required by the State of Florida for all rentals.

THE HARRIET MARTIN TEAM



We are a team of Top Real Estate Professionals who have the most extensive knowledge of the current market. We Rent or Sell Every 2 Days!

- **Harriet Martin**
- **Director of Luxury Sales - Fortune**
- Multi-Lingual Team
- Tax-Deferred Specialists
- Extensive Marketing Services
- Quality Service Excellence
- Award-winning Website
- Free Brochures
- Relocation Experts
- Property Management
- Rentals, Investment



#6 What deposits do you collect with the lease?

We collect 1 month's rent plus 2 months of security deposit for greater protection for the Landlord. Our lease terms are for one year or longer. Short-term leases are possible under certain circumstances.

#7 How does property management work?

Once your property is rented, management will set up an account for you. You will receive statements noting rents collected and any repair costs needed. Management takes the worry from you. They work with the Landlord and Tenant to give good quality service. We want your tenants to renew and remain long term, ensuring the best return on your investment!

#8 What happens between tenancies?

Generally you should expect to do normal cosmetic updating such as painting, carpet cleaning or replacement and any overall cleaning & repairs. Our management tenants are responsible for general cleaning & carpet cleaning before move-out. We will help with anything needed & supply photographs of the condition of your home.

#9 May I see Landlord and Tenant References?

Yes, there are several testimonials on our web site. Please see what they have to say in their own words. We are a pinnacle quality service award winning office with Modern World Realty. Our reputation of 25 years is proven. You can count on us to make your transaction as easy as possible. We will take you through the process step by step.

#10 What do I do if I want to buy or sell property?

That's where The Harriet Martin Team' expertise is invaluable. We know the tax implications of selling an investment property and can guide you with our extensive knowledge regarding a new purchase. You can buy another property easily through us. Maybe you would like to purchase another of our management properties that is already rented. Less stress for you! We sell and buy many properties for landlords during the term they are with us. We have an extensive list of investors just like you who want to purchase with a tenant in place. Our proven results speak for themselves. Once you are a client of ours - you will remain our client for life.

**THE
HARRIET MARTIN
TEAM**

Harriet@HarrietMartin.com

305-528-5558

www.HarrietMartin.com



Satisfaction Guaranteed!



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