

Finding Tenants for Your Property



Solutions Property Management employs specialist Leasing Consultants whose task is to find the best tenants for your property for the best possible rent with the least possible vacancy time.

Our Leasing Consultants are constantly out in the field, talking to prospective tenants and finding out what they want. They are in the best position to advise you on any improvements you can make to encourage quality tenants.

Advertising Your Property

All our properties are listed on Australia's 5 largest real estate portals:

- Realestate.com.au
- Rent.com.au
- Rentfind.com.au
- Realestateview.com.au

Solutions Property Management employs a cutting-edge approach to advertising Rental properties, with one main philosophy:

A Quality Advertisement will attract a Quality Tenant

Remember this: we are not just looking for ANY tenant - we are looking for GOOD QUALITY tenants who will pay the rent on time and look after your property.

And what are these tenants looking for? The best-presented property with the most features they need that fits within their budget.

Therefore, to attract these quality tenants, we need to present your property in its best possible light.

Every one of our properties is advertised with absolute quality in mind - from professional photos, to enticing advertising texts, to detailed information that all tenants want to know before looking at a property.

We feel so strongly about maintaining this high standard that we employ a specialist Marketing and Communications Officer whose role is to list all our properties online and making any necessary adjustments to maximise exposure.

Handling Enquiries and Open for Inspections

Solutions Property Management uses state-of-the-art Leasing software called **InspectRealEstate**. This program captures all enquiries that come through the internet listing portals and allows prospective tenants to book viewings online.

Through this program, we maintain an extensive database of tenants searching for rental properties and send alerts to those searching for properties such as yours.

The system also sends automatic updates and reminders to prospects, allowing us to maximise communication and bring more prospects to your property.

Reporting & Communication

During the leasing process, regular updates and feedback is provided to you as follows:

- **Inspection Reports** sent directly following every viewing.
- **Weekly Leasing Activity Reports** providing a summary of enquiries, viewings, applications, and other statistics. We also add recommendations for improvements or price adjustments which will assist in reducing vacancy time.

Tenant Selection Procedure

As an investor, a VACANT property is concerning - but a BAD tenant can be DISASTROUS. The trick is - how can we tell who is going to be a good tenant??

The truth is that we can't be 100% sure. Even tenants who start out well can get into financial difficulties, or their circumstances can change. Therefore, it is imperative that we utilise all our resources to minimise the risk of placing a substandard tenant.

Every application received into our office undergoes a thorough processing procedure.. We employ strict tenant selection standards and do not present an application to you if we believe it to be high risk or detrimental to your investment.

Tenant Sign-up

Once approved, your tenants are invited to our office where the Leasing Consultant conducts the sign-up appointment. This can take up to one hour and includes the signing of the Tenancy Agreement and Bond paperwork, plus the tenant is advised of their responsibilities and what they should expect when renting through us.

This meeting sets the foundation for a professional Agent/Tenant relationship which continues for the duration of the tenancy. When the tenant knows that they are dealing with a professional agency which knows the legislation and provides outstanding service, they are more likely to enjoy their tenancy, do the right thing, and stay longer.

All very positive results for you as the property owner.