



**SALES**

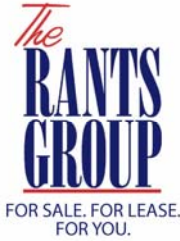
**LEASING**

**PROPERTY MANAGEMENT**

**DEVELOPMENT**

**RESIDENTIAL RENTALS**





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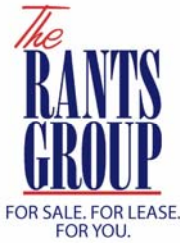
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# Company History

The Rants Group was formed in 1973 to serve the commercial real estate needs of the Thurston County market. We develop, manage, lease and sell commercial, single, and multi-family properties. We are the forerunners in residential property management.

Over the past 40 years, our firm has been guided by three basic principles. First, stay with what we know. Second, maximize real estate's value as an investment and third, support the local community. The result: client success.





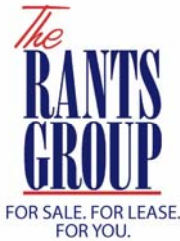
# Residential Division

Thank you for inquiring about The Rants Group's property management services. We are a family based company with a hands on approach to meeting each of our clients needs, focusing our targeted marketing in the Olympia, Lacey, and Tumwater areas. Our full service management is tailored to maximize your return, assist you with analysis of market trends, and consistently manage the daily needs of your investment.

Our management fees are based on a percentage of the gross monthly property income. This includes providing you with monthly statements, account collections, vendor referrals, tenant screening and approval process along with a hands on relationship between resident manager and the property manager. We would be happy to provide you with a quote after we've fully analyzed your property management needs.

The Rants Group has been providing professional property management services in Thurston County for 40 years. We have made it our business to know Thurston County's market demands, zoning and use regulations. We are knowledgeable in real estate related legislation and rulings as well as our client's individual needs and goals. This focus has paid off, and we are widely recognized as the leading local authority in real estate investment.

We are proud of our reputation in this community, we have many out of state owners and would like to act as your agent. Through hard work and dedication to our profession, our name has become synonymous with quality and service. We would appreciate the opportunity to show you why so many local and out of state investors have chosen The Rants Group for their Thurston County property management needs.



# Services

## ◆ **Tenant screening**

We thoroughly screen our prospective tenants. This includes verifying employment/income, contacting previous landlords, and running a credit and criminal background check. The cost of the credit check is included in the management fee.

## ◆ **Attracting tenants**

We attract tenants by using multiple marketing tools including, The Rants Group website, advertising in The Olympian, and displaying a sign on the property. The Rants Group's reputable name generates numerous calls to the rental office. Our entire staff concentrates on tenant satisfaction to reduce turnover. The Rants group pays for the cost of advertising your home.

## ◆ **Vendor network**

We have developed good ongoing relationships with local vendors, enabling us to save the owner money by getting the best price on goods and services. Working with local vendors also allows for quick and easy occupancy of the unit, therefore cutting down on vacancy time and costs.

## ◆ **In-house maintenance**

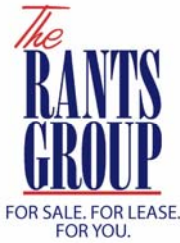
We have staffed maintenance personnel, which is more cost effective to owners by avoiding the use of costly contractors to take care of small jobs. This also helps keep tenants happy by having problems taken care of quickly.

## ◆ **Monthly reporting/budgeting**

Each month we produce and provide to the owner an operating statement for each property. Our goal is to achieve the maximum cash flow, balanced against maintaining the condition and value of the property.

## ◆ **Full bookkeeping**

We provide full service accounting, including rent receipting, handling late fees, monthly utility billing, and budgeting so you are always up-to-date on the financial status of your property.



# Management/Leasing Fee Schedule

## ◆ Full Service Property Management

- We will manage your property, including, but not limited to all advertising, tenant screening, lease signing, bookkeeping, monitoring your property, move outs, etc.
- Ten (10) percent of the Gross Monthly Receipts from the operation of the premises. Plus (50) percent of the 1st month's rent on all new leases.

## ◆ Leasing Services - One Time Showings

- We will lend you our leasing expertise. We will market your property, screen tenants, and complete the lease signing. The rest is up to you!
- Seventy-five (75) percent of the first month's rent will be charged to the owner for a lease fee of the premise.

# Residential Managers



Since bringing her previous real estate experience to The Rants Group in 2004, Teri has gone on to complete her education and training with IREM and has received her designation as an ARM, Accredited Residential Manager. Teri's commitment to customer service allows her to oversee more than 250 of The Rants Group residential, single-family and multi-family homes. Some of her responsibilities include: acquisition of new properties in need of professional management, showing properties to prospective tenants, tenant screening, overseeing all financial aspects of her assigned properties as well as the sales of multi-family units. Teri also contributed her time and effort to Junior Achievement, AWANA and to Toastmasters International. Teri has two children.

[teri@rants-group.com](mailto:teri@rants-group.com)



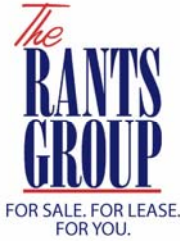
Darrell has been involved with residential sales and management of homes and vacant land for more than 20 years. He has also managed apartment complexes and single family homes in the Seattle Metro Area. Since joining The Rants Group in 2009, Darrell's property management portfolio includes over 250 residential single family dwellings and multi-family properties located throughout Thurston County. He is also a commercial sales and leasing broker that manages and leases several commercial buildings.

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Danielle joined The Rants Group in 2013 after graduating from Western Washington University with a degree in Financial Economics. She was born and raised in Olympia and is the third generation to join the company. After spending four years earning her undergraduate degree, Danielle uses knowledge she has gained from studying financial markets, investments, and accounting every-day in her tasks as a property manager.

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# Reasons To Hire The Rants Group

## **There are many things to take into consideration when choosing your residential property manager...**

- ◆ We have been in business since 1973 and plan to be in business for many more years.
- ◆ We concentrate our efforts in The South Puget Sound. We know the market.
- ◆ Property management is the foundation of our business, not just a sideline to selling real estate. We provide full computerized accounting so you are always up-to-date on the status of your property.
- ◆ We are experienced property managers. This assures property owners that their assets are managed efficiently and properly.
- ◆ We are property owners ourselves so we understand the owner's need to maintain the value of their asset while keeping expenses under control.
- ◆ We are capable of renting to the best possible tenants by working with resident managers and using established screening techniques.
- ◆ We have maintenance personnel on staff. This saves the owner money by avoiding using costly contractors to take care of small jobs. This also helps keep tenants happy by having problems taken care of quickly.
- ◆ We have developed a good relationship with local vendors. This saves the owner money by getting the best price on goods and services. Working with local vendors also allows units to be turned over quickly so there is less vacant time.

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## Residential Properties

- ♦ Antler Cove Apartments - 2323 Burbank Ave, Olympia
- ♦ Creekwood Court Apartments - Creekwood Ct SE, Olympia
- ♦ Cunningham Apartments - 325 4th Ave E, Downtown Olympia
- ♦ Legion Square Apartments - 404 & 406 Legion Way SE, Downtown Olympia
- ♦ Rex Apartments - 410 Franklin St SE, Downtown Olympia
- ♦ Thompson Apartments - 208 Legion Way, Downtown Olympia
- ♦ Yelm Creek Apartments - 16516 Creek Lane, Yelm
- ♦ Single family homes in Stonegate, Avonlea, Kensington, Evergreen Heights, Whisper Ridge communities, along with Indian Summer, Cooper Point, South Olympia, Tumwater and Lacey.

The Rants Group manages over 340 single family homes, combined with over 160 multifamily units, creating more than 500 managed properties.



## Things an owner needs to consider

- Who pays the utilities and or who is checking to make sure they are paid?
- Who is the best carpet cleaner and can I get the best price for replacement?
- What does normal wear and tear look like?
- How do I collect unpaid rent?
- When can I go on the property once it is occupied?
- What emergency number should the tenants use?