Click Here to Watch Our Video!

- Managing Single Family Homes since 2004
- Currently managing 400+/- Single Family Homes
- Average rental home is worth $1,500 +/- per month
- Average days on market is consistently near 30 days
- SIX full time staff members – In House Maintenance
- Accredited Member of Better Business Bureau (BBB)
- Accredited Member of Angie’s List
- Member of NARPM – www.NARPM.org

What Is Property Management? What do you do? – Click Here to Watch Video
Brad Larsen, Broker and Owner

- Managing Single Family Homes since 2004
- 10 Year Army Veteran – Army Infantry Officer, Captain
- Real Estate Broker since 2005, Licensed since 2003
- Founder and Owner of Larsen Properties

Professional Designations:
- Accredited Member of the BBB (Better Business Bureau)
- Buyers Representation Designation (ABR)
- Council of Residential Specialist Designation (CRS)
- Graduate of Realtor Institute Designation (GRI)
- Member of National Association of Residential Property Managers (NARPM)
- NARPM Designation – RMP®

EDUCATION:
- MBA, University of Phoenix, San Antonio, TX, 2011
- BS, Morningside College, Sioux City, IA, 1998
- AA, New Mexico Military Institute, Roswell, NM, 1996

Other Points of Interest:
- Former College Athlete (NCAA Div II Baseball)
- Life Member of the National Rifle Association
- Married to Leah, Father to Drake (6) and Corah (5)
Stephen Schumacher – Realtor®, General Manager
Stephen is our senior staff member in the office acting as second in charge. He handles all upcoming renewals by tracking dates, coordinating inspections and conducting walk-thrus.

Karen Cook – Director of Maintenance
Karen brings over eight years of property management experience to us from California and is a Navy spouse. Karen handles all of the maintenance calls and scheduling.

Veronica Ybarra – Front Desk
She is responsible for the front desk operations in our office to include handling inspections, rental payments, and assisting with leasing. She brings 10 years of experience to the company.

Krista Flores – Client Care Coordinator and Accounting
Krista works directly with the owners for accounting concerns. She is available by direct line to her desk and via email to go over any owner concerns about their homes or their monthly statements.

Ruby Rowan – Leasing Specialist
Ruby brings to us over seven years of experience in the Apartment Industry. She is a military spouse with two young boys. Ruby holds a BS Degree from the University of Phoenix and handles our leasing.
Dan Ortiz – Investor – Worked with since 2004 – 4 Homes  
818.231.0198  
dortizcpa@hotmail.com

Jennifer Smith – Military – Recent New Agreement  
307.274.2457  
jennifersmith70@hotmail.com

Erin & Lamont Hicks – Military – Worked with since 2010  
210.792.7872  
erin.l.hicks@us.army.mil

Heath Werner – Military – Worked with since 2006  
210.867.8403  
heathwerner@yahoo.com

Chris & Julie Johnston – Worked with since 2007  
972.832.6099  
johnstonchris10@yahoo.com

Adam & Wendy McGraw - Worked with since 2009 – 3 Homes  
210.863.6178  
wendy5979@yahoo.com

Liz & Kalin Cloyd – Military – Worked with since 2006  
210.218.6952  
kalin.d.cloyd@boeing.com

COL (Ret) Sam Mack – Worked with since 2008  
706.332.7726  
sgraymack1@aol.com

Mandy Haskell – Managed and Sold Home  
832.499.6898  
mandy_h2000@yahoo.com
Tarek Hassan, Client  “We had the pleasure to come across Brad’s company recently after trying another agent/property manager and Brad and his company do a 100% better job in communication, taking ownership over the property, giving much needed advice on how to move forward, and making sure to treat our home as if it was their very own. From the beginning Brad has made our life simpler and he has made it more feasible to have a rental property. He is very detail oriented and makes sure to take care of all necessary steps in finding the right tenants, doing the diligence behind the entire process, and making sure our home is taken care of on every level. It's been great working with him and his friendly and helpful staff, and I look forward to working together more in the future. I would definitely recommend Brad and his company if you're looking for a great quality and very credible property management company.”

Steve Menczer, Client  “I have known Brad for several years and found him to be very knowledgeable and helpful in providing market information and insight. He is an aggressive negotiator who will work diligently for his clients best interests.”

Lee Lytton, Client  “Brad's a great guy, and I highly recommend him.”

Jessica Hernandez, Client  “Brad is very knowledgeable in his field, as well as helpful, and available when you need his expertise. I would recommend him to anyone I know or come across that is in the market of purchasing a home. I look forward to working with him in the future.”

Ruby J. Massey, Client  “I am highly satisfied with the property management staff and services of Brad Larsen's Real Property Management Company. It's not easy leaving your valuable assets in someone else's hands, but without hesitation, I immediately felt comfortable and assured with his approach and technological efficiency. Everything he promised was delivered above my expectations. The staff were equally efficient and professional each time I needed their assistance. Thanks again for alleviating apprehensions and delivering these services with your unique style. Highly recommended for anyone who needs a 21st century property management company.”
Krysta Alongi, Client “This was our first landlord experience so we were a little nervous, especially because we were handling everything from out of state. Brad was very helpful with easing our minds and taking care of everything that needed to be handled. The transactions all went very smoothly and we couldn't be happier. We look forward to working with Brad again this summer when we put our house on the market.”

Charlie Hansen, Client “If you plan on dipping a toe into the turbulent real estate market you want a guy like Brad on your side. His knowledge of the industry is par none, his sound integrity and professionalism create lasting trust and understanding, and his character shines as he goes above and beyond measurable goals to ensure clients are completely satisfied with what is often a very difficult and complex process.”

Lance Bryce, Mortgage Broker “I have known Brad a number of years, and we have worked together on several transactions. I have always found him to be an aggressive negotiator, setting the highest expectations for himself and for his clients. I recommend Brad without hesitation.”

Keri Yuretich, Escrow Office – Independence Title “One of the BEST IN THE BUSINESS. A true professional throughout every transaction!!”

Derek Groniger, Client “Brad is a consummate professional of the highest integrity achieving results that exceed expectations. I have trusted Brad for years on different real estate transactions. His experience and insights are valuable to getting the most value possible. Brad is wonderful to get along with in a stressful real estate situation. I highly recommend Brad to anyone that needs a great property management company or real estate broker.”

Ray Daily, Home Inspector “Brad exemplifies the REALTOR everyone wants to have. He listens to his clients...both buyers and sellers. With his experience, he is able to assist his client in making an educated decision that is best for them. Brad is a family man and knows the importance of a home for family. Ray Daily, Owner, Daily Inspections, Inc.”
POINTS OF DIFFERENCE
Click on any of these below to watch the video!

1) Flat rate fee structure – easy to understand

2) State of the art video marketing and video walk-thrus

3) Electronic payments with email statements

4) Owners and tenants provided their own website portal

5) Members of NARPM, the BBB, and Angie’s List

6) In house maintenance services and 24/7 capabilities

7) We use 3rd party inspections and staff walk-thrus
Why Should I Hire a Property Manager?

1) **Marketing** — By using Larsen Properties, you get the most exposure to potential tenants through the San Antonio MLS and literally thousands of websites. [Video Marketing!](#)

2) **Screening** — By using Larsen Properties, you get the most qualified and best suited tenants possible to rent your home. Our screening process is the most advanced in this market.

3) **Repairs** — By using Larsen Properties, you get to tap into industry leading technology that will assist in keeping you informed about all matters going on with your home.

4) **Rent Accountability** — By using Larsen Properties, we take the burden of rent collection off your shoulders – then forward rent directly to your bank account!

5) **Tax Accountability** — By using Larsen Properties, we provide you with a year end compiled statement of your account, and an IRS required 1099 that will provide you all tax information needed.
Marketing Your Home

- San Antonio MLS
- www.SATXPM.com
- www.AHRN.com
- **Click Here to see VIDEO MARKETING**
  *Reduces Wasted Showings  *Rents Faster
  *Shows what the home looks like today!

We rent over 200 homes every year!
Not allowing pets removes over 2/3 of potential renters from considering your home.

We Recommend:

PETS - “NEGOTIABLE”
PET DEPOSITS OF $300 - $1000

*Pet Agreement Added into Lease –
*Strong Penalties for Pet Violation
APPLIANCES

REFRIGERATORS
* Good Idea – Adds Value to Rental
* Non-Warrantable Item in Home
* Potential Tax Deduction

WASHER – DRYER
* Good Idea – Adds Value to Rental
* Non-Warrantable Item in Home
* San Antonio Market – “Extra” like Fridge
* Potential Tax Deduction
* Tenants Often Do Not Need and Remove or Put in Garage

Include these items as Non-Real Property in Agreement and Lease!
SHOWINGS

Centralized Showing Service
Click here for link to CSS
CSS – 210.222.2227

*GO

*Courtesy Call

*Appointment Only

Potential Tenants are Always with a Licensed Realtor.

Showings can be approved even by text message!
THE FUNNEL EFFECT

Click Here to Watch the Video

By using a property management company, a natural filter is put in to place when marketing your home.

• Agents show homes for very little money – average $250 commission in San Antonio.

• Agents only show homes as almost a favor to tenants – hoping for future referrals and future business.

• Agents spend a great amount of time in pre-screening their applicants prior to showing them any homes. This is where the tough questions come out – Income, Credit, Pets, Etc….

• Tenants pay an application fee to apply for your home – if they don’t feel they can qualify, they don’t waste their money.

• This eliminates the “Craigslist” tenants showing up with a handful of cash and a sob story trying to rent your home.
Tenant Screening

Click Here to Watch Video on Tenant Screening

• Review of Complete On-Line Application for Credit History, Family Size, Pets, Employment and Income.
• Employment and Income Verification
• National Criminal History and Sex Offender Check
• Credit Check – Trans Union
• Rental History Verification – Past TWO Landlords
• Social Media – Facebook, Twitter, LinkedIn, Instagram, and Google Search

Our System Discovers an Average of 30% in Tenant Omissions or False Information
Repsirs

---CLICK HERE TO WATCH VIDEO ON REPAIRS---

- **Zero Surprise Policy** – We want owners to know and understand what is going on with all repairs, and any costs involved in completing in fixing those issues.

- **OWNERS NOTIFIED VIA EMAIL AND PHONE!**

- **Larsen Properties Maintenance** – Immediate response, controllable costs, 100% accountability, 24/7 on call.

- **Owners Approve Repairs Larger Than $250.**
  
  ***Unless Immediate Response Is Mandatory (water leak)***

Rudy Garcia – Head Maintenance
24 Hour Maintenance

--Click Here to Watch our Video on 24/7 Maint--

Larsen Properties uses the best vendor in the industry to assist with after hours and weekend maintenance calls. This service is sponsored and approved from the National Association of Residential Property Managers (NARPM).

www.NightTenders.com

• 24 Hours a Day – 7 Days a Week
• Property Management Repair Call Center
• Diagnose and Assess Problems
• Determine if Immediate Action Is Needed
• Dispatch First Responder Vendors (water leak)
• Free to Larsen Properties Owners
Yard Service

* Tenant Usually Responsible for Own Yard Service

* Owner Option to Include Yard Service – Compensate in Rental Amount

* HOA Letter and Notifications

Pool Service

* Owner Responsibility – Contract with Pool Cleaner

* Include cost into asking price of rental home

* Maintain a professional pool service throughout lease
Home Owners Association

TENANTS – Click Here to Watch HOA Tenant Video
*Normally responsible for their own Yard Service

*Common Violations: Yard, Trash Cans, Basketball Goals, and Boats / Trailers parked in driveway.

*Tenants Responsible for Knowing HOA Rules and Regulations – Any Imposed Fines will be Responsibility of the Tenant.

OWNERS – Click Here to Watch HOA Owner Video
*Common Violations: Yard, Trash Cans, Basketball Goals, and Boats / Trailers parked in driveway.

*Put Larsen Properties as additional Point of Contact for your HOA. Any violations being sent via letter will reach both owner and Larsen Properties.
RENTAL PAYMENTS

Click Here to Watch Video on Owner Payments

Tenant ACH must clear Larsen Properties account. 7th to 9th of month

Tenant’s Account

Tenant Payments
*ACH
*Automated ACH
*Credit Card
*7-11 Cash Center
*24/7 Drop Slot
*Mail
*In Person

ACH to Owner

Owner draw via ACH will “Settle” between the 10th – 12th of the month. Owner has immediate access to funds.

Owner’s Account

*Owner is sent owner draw initiated around the 7th to the 9th of the month. Owner should receive payment 2-3 business days later arriving around the 10th to the 12th of the month.
Rental Payments

ZERO TOLERANCE POLICY

Failing to pay rent is not a money problem, it’s a **priority** problem!

1\(^{st}\) of the Month = Rent is Due
2\(^{nd}\) of the Month = Email Reminders Sent
4\(^{th}\) of the Month = Rent is LATE, Fees Applied
5\(^{th}\) of the Month = Notice Posted – Front Door
7\(^{th}\) of the Month = Eviction Ready to File

This is a regimented and routine process.
Rent Collection **IS** what we do!
OWNER PORTAL

Click HERE to Watch Video on Owner’s Portal

24 Hour Access to Website Information:
• Documents and Leases
• Owner Statements – Year End Statements
• Tax Information - 1099
• Video Links / Pictures
• Invoices and Receipts

www.LarsenPropertyManagement.com
YOUR HOME IS A BUSINESS!

TAX ADVANTAGES AND DEDUCTIONS

- Appliances Left Behind
- Repairs and Improvements
- Expenses to Visit the Home
- Mortgage Interest
- Property Taxes
- Home Owners Association Fees
- Property Management Fees

TAX PREPARATION

- Owners Receive Monthly Email Statements
- Owners Receive Year End Email Statements
- Owners Receive 1099 for Filing Taxes with IRS
- Annual Technology Fee - $25.00 Per Home
Property Management Fees

--LEGACY PROGRAM--
Click Here to Watch Video

**NO MONTHLY PERCENTAGE!**

One Months Rent Equivalent for 12 Months of Management

Example: $1400 lease = $1400 in management fees

*Fees Pro-Rated for Shorter Leases

*Owner Pays Leasing Commission - $200
(Only if another Realtor Brings the Approved Tenant)
Property Management Fees

ALL-INCLUSIVE PROGRAM

Click Here to Watch Video

Flat Monthly Fee of $195.00

No Charge for Leasing Commission
No Charge for Eviction Assurance
No Charge for Annual Inspection Report

ALL-INCLUSIVE FEATURES

• Larsen Properties pays for $200 Leasing Fee
• Larsen Properties pays for Eviction Assurance - $72 Per Year
• Larsen Properties pays for $65 annual assessment through PROS Inspections. www.onsightpros.com

Click Here to Watch Video on PROS Assessments
PROPERTY MANAGEMENT PLANS

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<th>Management Program:</th>
<th>LEGACY PLAN</th>
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<td>Leasing Commission - New Tenants</td>
<td>$200 commission</td>
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<td>PROS End of Lease Inspection</td>
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<tr>
<td>Video Walk Thru - Renewals</td>
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<tr>
<td>PROS Lease Renewal Assessment</td>
<td>$65 per inspection</td>
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<td>PROS Move Out Assessment</td>
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<td>Owner Home Improvement Projects</td>
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<td>Routine Repairs – Home Warranty</td>
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<td>$100 per occurrence</td>
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<td>Court Appearance</td>
<td>$75 per hour</td>
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<tr>
<td>Eviction Assurance (optional)</td>
<td>$6 per month</td>
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<tr>
<td>Annual Technology Fee</td>
<td>$25 per home</td>
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</tr>
<tr>
<td>Rental Protection (optional)</td>
<td>$9 per month</td>
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</tr>
<tr>
<td>Damage Assurance (optional)</td>
<td>$5 per month</td>
<td>$5 per month</td>
</tr>
</tbody>
</table>

KEY DIFFERENCES BETWEEN PLANS:

1) **All-Inclusive Plan** designed to offer a flat monthly charge with no surprises with the intent to limit the up front expenses. This program offers the most bang for the buck.

2) **Legacy Plan** designed to offer flat fee pricing with a-la-carte extras. This plan has been our hallmark plan for over 10 years!
CODE COMPLIANCE

All Homes Must Be In Compliance With the Texas Property Code – IT’S THE LAW!

Click HERE to Watch Video - Why We Use Texas Re-Key

CHANGE LOCKS AND ADD KEYLESS DEADBOLTS

DOOR VIEWERS

SMOKE DETECTORS

OWNER EXPENSE $200+/-
LEASE RENEWAL

STEP ONE:
- Does the Owner wish to renew?
- Does the Tenant wish to renew?

STEP TWO:
- Walk Thru Assessment – PROS
- Larsen Properties Staff Walk Thru
- Video Walk Thru (Optional) - $75

STEP THREE:
- Potential Rent Raise
- Extension Signed
- Management Fee Charged (With Legacy Plan)

CLICK HERE TO WATCH VIDEO
END OF LEASE

STEP 1:
- 30 Day Notification in Writing (Either Party)
- Tenant Vacates Completely – Turns in Keys

STEP 2:
- Larsen Properties takes Pictures and Video
- PROS Assessment [www.onsightpros.com](http://www.onsightpros.com)
- Example Video Walk Thru: [CLICK HERE](http://www.onsightpros.com)

***We always get THREE methods of proof to illustrate the condition of the home!***

STEP 3:
- Make Ready Items Repaired
- Security Deposit Refunded within 30 days
- All deductions Itemized and Defended!

[Click Here to Watch Video](http://www.onsightpros.com)
For a flat fee of $495, Larsen Properties will provide:

1) Top to bottom – “hotel ready” maid service
   • Clean all bathrooms, kitchen, stove, microwave, counters, refrigerator
   • Wipe down all blinds, ceiling fans, bannisters, light fixtures
   • Sweep and mop all hard surfaces and remove minor trash
   • (Excessive trash removal will incur additional fees)
   • Sweep off any exterior living spaces – front and back porches

2) Professional Carpet Cleaning – Entire Home
   • Spot stain treatment
   • Pet treatment where needed
   • Steam Clean all carpets in the home
   • (Excessive stain removal or carpet work will incur additional fees)

OWNERS: We need the home “HOTEL READY” clean and the carpets to be professionally cleaned prior to turn over. The same expectation is put on to the tenant when they vacate!
EVICION ASSURANCE (optional)

CLICK HERE TO WATCH THE EVICTION ASSURANCE VIDEO

With the cost of an eviction at an extremely high rate, Larsen Properties has come up with a solution to further protect unexpected costs incurred in removing a tenant from a home.

If an eviction becomes necessary at your property, Larsen Properties will cover all costs incurred in removing a tenant from your home for an annual fee of $72 – or $6 a month. Without such coverage, Larsen Properties charges $75 per hour for the eviction process. In comparison, this is very inexpensive when compared to an attorney who would charge $300 an hour.

A typical eviction in the San Antonio market would run these costs:

**Without Eviction Assurance:** | **Eviction Assurance:**
--- | ---
*Initial Notice to Vacate:* | $150 | Covered
*Eviction Filing Justice of the Peace:* | $150 | Covered
*Court Fees for Justice of the Peace:* | $106 – No Limit | Covered
*Court Appearance for Owner:* | $150 – No Limit ($75 per hour) | Covered
*Writ Of Possession (Sheriff Fee):* | $192 | Covered
*Tenant Move Out Fee (Meeting Sheriff):* | $150 | Covered
*Remove All Tenant Possessions:* | $500 – No Limit | Covered
*Lock Change Required by Law:* | $100 - $300 | Covered
*Move Out and Cleaning:* | $475 | Covered

**TOTAL:** $2,073 - $10,000 | NO CHARGE

With **EVICTION ASSURANCE** – Larsen Properties will cover ALL of the above costs incurred from an eviction on your behalf. For $72 a year ($6 a month) – owners can assure they will not be hit with an unexpected cost of $2,000 or more!

$6 (SIX) PER MONTH FOR EVICTION ASSURANCE
If an eviction becomes necessary at your property, and the tenant refuses to leave the home after a late notice, and court order for an eviction hearing have been served – Larsen Properties offers a program that will guarantee a continued 30 days of income to the owner. Given that most evictions take around 30 - 45 days – this will further prevent unforeseen losses to an owner should an eviction be necessary. Every effort will be made to mitigate losses by working with a bad tenant – but this program will ensure owners will receive One Month’s worth of rental compensation while a tenant is being removed.

Larsen Properties will pay the owner One Month’s rental income if a tenant is evicted by the courts and forced to vacate with a writ of possession being executed by law enforcement.

Example: A tenant stops paying rent and is late after the 3rd of the month, Larsen Properties will post notice to vacate, file an eviction, the constable will serve the tenant papers at their home, we will attend eviction court, file for a writ of possession, and meet the Sheriff Deputy to execute the writ of possession by moving all of the tenant’s possessions off the property. If a tenant refuses to leave and is forced to vacate by law enforcement – Larsen Properties will reimburse owner the equivalent of One Month’s rent.

Scenario: Home rents for $1,500 per month - Tenant is removed via Writ of Possession.

*** WITH Rent Protection – Owner is reimbursed $1,500 in lost rental income

$9 (NINE) PER MONTH FOR RENT PROTECTION
One of the biggest fears of all rental property owners is renting to a tenant that will cause significant damage to their property, costing them thousands of dollars in unexpected repairs. Many of our owners have expressed concern over the horror stories they hear about tenants destroying homes they rent. This is a real possibility and we have addressed this issue by offering our owners Damage Assurance to cover these potential unexpected repair costs caused by an outgoing tenant that exceed their security deposit.

This program is designed to cover damages exceeding the Security Deposits caused by a tenant that fall outside of the Home Owners Insurance policy, and excludes fair wear and tear. These fair wear and tear standards are in accordance with the Texas State Property Code chapter 92. [www.texaspropertycode.org](http://www.texaspropertycode.org) (Maximum Amount of Claim will not exceed $10,000.00)

**Example:** Homeowner rents their home for $1,500 per month. The security deposit for this home is $1,500, but there is $3,000 in damages to the interior of the home, excluding fair wear and tear, caused from negligence by the tenant and occupants. Larsen Properties will cover the expenses to complete these repairs that total more than the security deposits in order to bring the home back to a rentable condition.

With **Damage Assurance** – Larsen Properties will cover ALL of the above costs caused by a tenant above normal wear and tear that exceed the security deposit for **$5 per month**.
NEXT STEPS

Choose one of our two management programs below:

Click HERE to sign the **Legacy Program Property Management Agreement – Larsen Properties**

---OR---

Click HERE to sign the **All Inclusive Program Property Management Agreement – Larsen Properties**

Let us clean your home for you!

Click Here to sign our **$495 Cleaning Service Form**

Questions? Email: **info@satxpm.com**

Call: **210.497.8686**