

# Bay Shore Property Management

The Professional Alternative For Your Property  
Management Needs

# Experience and Qualifications

- ▶ MBA from USD
- ▶ B.S. in Finance from SDSU
- ▶ Over 20 Years of Real Estate Experience in San Diego
  - Property Management
  - Real Estate
  - Appraisal
  - Mortgage
- ▶ Serving all of San Diego County
- ▶ Ethical, Fair, Long Term Relationships
- ▶ Strong Customer Service Philosophy

# The Bay Shore Difference

In addition to maximizing rents and minimizing vacancies, our differentiator is that we are a sophisticated and professional company that can do more than take on the day to day headaches of property management - which we also do very well. We have the expertise to provide true asset management services including market analytics, cash flow analysis, annual performance reviews, risk management and much more - all for the same cost that others charge to simply collect rents and respond to repair requests.

John McNulty, President

# Our Services

- ▶ Leasing
- ▶ Management
- ▶ Maintenance
- ▶ Reporting/Accounting
- ▶ Asset Management

# Leasing Services

- ▶ Marketing the Property
- ▶ Showing the Property
- ▶ Taking Applications
- ▶ Screening Tenants
- ▶ Signing Leases
- ▶ Taking Deposits
- ▶ Arranging Move-In

# Management Services Overview

- ▶ Tenant Management
  - Screening, communication, rent collection
- ▶ Property Management
  - Maintenance, Community
- ▶ Asset Management
  - Review of Financials
    - ▶ Breakeven, Cash Flow, Projections
- ▶ Loss Management / Prevention
  - Review Insurance, mortgage etc.

# Maintenance Services

- ▶ Tenant Call Response (24/7)
- ▶ Coordinate Maintenance / Repairs
- ▶ Property Turns (Inspection, cleaning etc.)
- ▶ Annual Property Inspections
- ▶ On-call Handyman

# Reporting / Accounting

- ▶ Monthly accounting reports
- ▶ Annual accounting reports
- ▶ Itemized expense tracking
- ▶ Projection vs. actual performance analysis

# Asset Management

- ▶ The “Big Picture”
- ▶ Goals
- ▶ Progress
- ▶ Financial Aspects
  - Projections
  - Insurance
  - Debt Management
- ▶ Market Analytics

# Thank You For Your Consideration!

John McNulty

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MANAGEMENT

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