

SULTHAR PROPERTIES

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QUOTES:

Abraham Lincoln: "And in the end, it's not the years in your life that count. It's the life in your years."

Dorothy Thompson: "Only when we are no longer afraid do we begin to live."



ULTIMATE 7-LAYER DIP

What You Need!

1 can (16 oz.) refried beans
1 Tbsp. taco seasoning mix
1 cup sour cream
1 cup salsa
1 cup shredded lettuce
1 cup shredded cheese
1/2 cup sliced green onions
2 Tbsp. sliced pitted ripe olives
Baked snack crackers

Make It!

MIX beans and taco seasoning mix. Spread onto bottom of 9-inch pie plate or quiche dish. LAYER all remaining ingredients except chips over bean mixture; cover. Refrigerate several hours or until chilled. SERVE with chips.

The Sulthar Scoop

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Home Improvements That Make a Difference

Investment properties come in all shapes and sizes—from run-down mobile homes to palatial estates overlooking the ocean. But with foreclosures, they all have at least one thing in common: their owner was in some state of financial difficulty. Generally, this means that a property in foreclosure may not have been kept up as well as a home buyer might like. It's nearly a certainty that the typical foreclosure property hasn't benefited from the type of pre-sales "fix-ups" that many homeowners perform to increase the sales price of their homes. And, as a rule, most foreclosure properties are offered "as is," leaving it up to the buyer to find anything

physically wrong with the property.

Repairs and improvements to a property's kitchen and



bathrooms will provide the best return on investment. While repairs to other rooms are often necessary and warranted, those rooms should not be the focus of your repair efforts.

The kitchen is the most

important room in the house. When a couple walks into a house to possibly lease it, watch how fast they make their way to the kitchen. That tells you all you need to know about paying special attention to this area of the house.

In the world of home improvement, old is often considered bad. When it comes to repairing an investment property, that motto certainly rings true for cosmetic features such as paint, carpeting and light fixtures. But many investors make the mistake of applying that same thinking to items such as heating and air conditioning, which most potential renters won't care about as long as they're in working order.

Benefits of a Good Local Leasing Agent

Using a professional, local leasing agent is the single biggest step toward maximizing profit. They will help you make the most profit from your property, advise you about the inevitable issues that will arise and minimize the problems and hassle for you.

The agent must be available on the phone and on-line to actually receive those tenant enquiries, must handle them in a polite friendly manner and must

arrange viewings to suit prospective tenants. They must carry out viewings with trained negotiators (and not just semi-retired 'open the door and just let them in' type persons that some agents employ to save money).

One agent may be 1% more or less than another and that's not much difference per month when you look at the big picture...

One month of unnecessary void

could be a whole month's rent or more that is lost - that's where the real damage to the landlord's profits lie. Voids and rent arrears will kill an investment faster than anything else.

Choose a professional, local property leasing agent carefully, making sure you check how and where they advertise their properties as well as any additional costs that this might be for you.



Sulthar Properties LLC
Sulthar, Service and Satisfaction

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Sulthar, Service and Satisfaction

Our motto is Sulthar, Service and Satisfaction. Our commitment to service is engrained in every facet of our business including our logo.

Top Class Personalized Service

We offer top of the line service that is professional and personal to meet your real estate investment needs.

Guaranteed Satisfaction

Our goal is your satisfaction and we will strive to ensure that you are satisfied with our property management services.

Assured Peace of Mind

We are your property managers. We do the work for you, whether it is leasing your rental house, collecting rents or making repairs. Your peace of mind is our business.

Your Trusted Partner

We are you trusted partner in property management and real estate investment. We are deeply committed to making your investment a true asset.

Win-Win Relationship

Our association with you is a win-win relationship. The commitment to excellence in property management service that we provide you and your tenant combined with your smart investment creates a winning team.

Do You Need a Property Manager?

Ask yourself the following questions

- Do you have experience managing rental property yourself?
- Are you familiar with fair housing and landlord/tenant laws in the jurisdiction(s) where your property is located?
- Do you have relationships with contractors that ensure you can get 24 hour service at reasonable prices?
- Do you have a reliable means to determine fair market rent and returns on your investment property?
- Do you know and have the proper notices and legal process

to deal with non-paying tenants?

- Do you have a current, professionally crafted lease and related agreements/forms to minimize your exposure to liability should a tenant sue?

If you answered "no" to any of the above questions, it might be prudent to hire a professional management team. The cost of one bad decision could more than offset the cost of hiring a professional manager to help you avoid the pitfalls of rental property ownership.

