Management

Northpoint’s hands-on management style is ideal for clients who prefer a hands-off approach to interactions with their property or tenants directly.

We provide regular supervision of property managers and their activities to ensure consistent quality. We pay close attention to financial and operating performance and creatively alter ineffective practices and the inefficient use of personnel, capital, or material resources. We are adept in assembling on-site management teams, recommending reputable maintenance vendors, and advising on policies and procedures for specific properties. Because we are dedicated to performance-based management, Northpoint has competitive and reasonable management fees and avoids fees for vacant units. Included in our management fee is maintenance coordination, tenant complaints, evictions, rent collection, accounting, and a variety of other issues the property encounters while under our management.

Northpoint also has web-enabled technology to accept tenant applications and even rent payments online through our website. An online owner portal is also available to owners who want real-time access to monthly statements and property financials. These web-based systems drive efficiency and transparency.

Maintenance

Northpoint ensures that all properties are in good working order and physical condition. Any maintenance that requires permits is only handled by contractors that hold proper licenses and insurance. Northpoint uses maintenance technicians who are licensed and insured and whose billing rates are lower than typical maintenance vendors. We monitor the quality of our technicians’ work and guarantee it against defects in installation or workmanship.

Whether maintenance is performed by a Northpoint maintenance technician or a 3rd-party vendor, Northpoint obtains competitive quotes, works quickly and efficiently to complete the work, and ensures that all vendor receipts are provided to the client in monthly accounting statements. Northpoint can accommodate client requests for specific vendors if needed.

Accounting

Northpoint has a central accounting department that receives, monitors, and conducts financial transactions on behalf of property owners. Whether its receiving rents, paying bills, or forwarding owner proceeds, we aim to provide consistent, high-quality bookkeeping services.

Professional and comprehensive accounting statements are provided monthly and at year-end for taxes to allow the owner full and constant awareness of all financial matters pertaining to their properties. Copies of all maintenance and utility invoices or receipts are included in monthly statements to provide a clear understanding of the exact operating costs. Funds are collected into trust accounts and managed according to state regulation. Depending on the owner’s preference, rent proceeds are sent by check or ACH direct deposit. Northpoint is licensed, bonded, and insured.

Reporting

In addition to property statements, Northpoint also provides detailed financial reports through the online owner portal. Northpoint can also provide reporting and analysis functions to support investment decisions at competitive rates. This analysis may include profit and loss forecasting, equity valuations, current and projected capitalization rate calculations, sale/lease comparisons, investment proformas, and property tax analysis.

In addition to financial reporting, Northpoint can also provide detailed property reports through our highly skilled and experienced senior managers as needed. These property reports may include property inspections and assessments, rental rate evaluations, tenant demographics, and market occupancy rates.

Leasing

Northpoint’s typical occupancy rate for all properties under management is approximately 95%.

High Advertising Exposure

Northpoint utilizes effective online websites that provide the highest exposure and traffic for vacancies.

Competitive Management Compensation

Northpoint is able to attract the best talent and motivate managers to adhere to high industry standards.

Our leasing service includes:

- Implementing marketing and advertising campaign
- Placing calls from prospective tenants
- Showning available units
- Performing tenant screenings (credit, income, references, criminal, eviction history)
- Providing walk-through inspections upon move-in/ou
- Executing lease agreements per local laws and owner directives

Sales:

Northpoint’s focus is management, however, we are equipped to provide sales services, client representation, and transaction coordination in select situations.

At Northpoint, our client relationships are of greatest importance. We strive to build and foster positive, lasting relationships through a culture of competence, team work, professionalism and best-in-class services. We are performance driven.

For more information please visit our website at http://www.northpointam.com.