



PROPERTY MANAGEMENT

your tailored guide



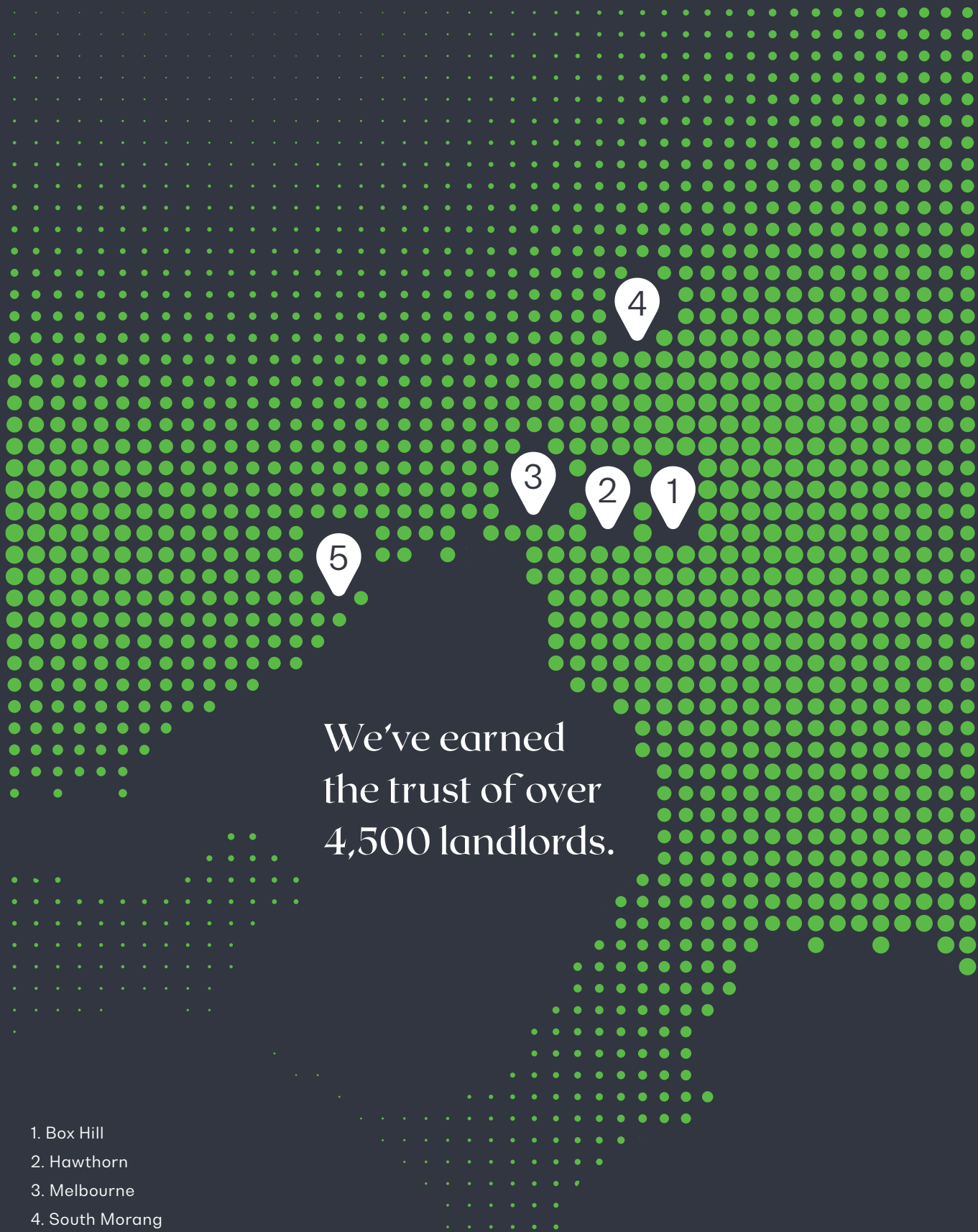


Property Management. *Perfected.*

At AReal, we understand that every property is unique, which is why we tailor our management services to meet your specific needs.

Our success is built on a foundation of exceptional personal service. With a dedicated team and a hands-on approach, we ensure a seamless experience for rental providers and renters alike.

From proactive communication to meticulous attention to detail, we take the stress out of property management, so you can enjoy peace of mind while maximising your investment.



- 1. Box Hill
- 2. Hawthorn
- 3. Melbourne
- 4. South Morang
- 5. Point Cook

Our Footprint. Office Locations.

With five strategically located offices across Melbourne, AReal provides vast coverage as your all-area property specialists. Each office is positioned to connect with key suburbs and communities, ensuring our network reaches buyers both locally and internationally. This structure enables us to service every corner of Melbourne with local insight and expertise, opening more doors and creating more opportunities for every client.



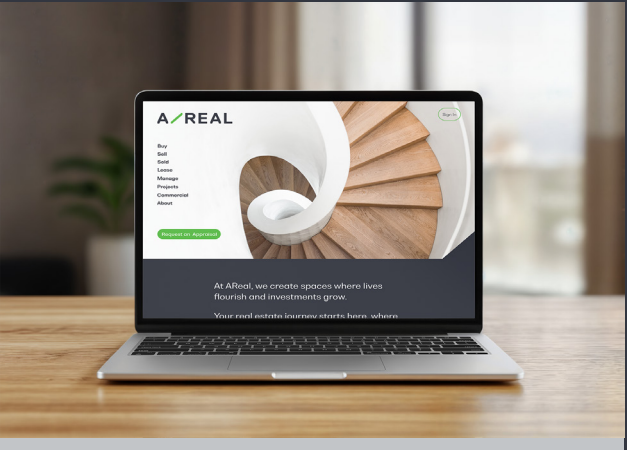
Marketing Plan. Curated.

At AReal, we craft strategic property marketing campaigns designed to showcase your property to the right audience, ensuring maximum exposure and reducing vacancy periods.

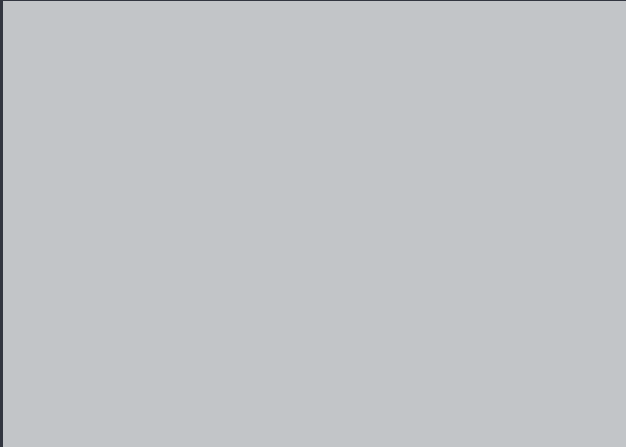
Extensive Database. Our database allows us to match your property with genuine renters, ensuring a seamless leasing process.



Internet Portals. Your property will be featured on areal.com.au, realestate.com.au, View and Domain, reaching a wide audience.



Signboards. With high-impact signage, we make sure your property stands out in its neighbourhood.



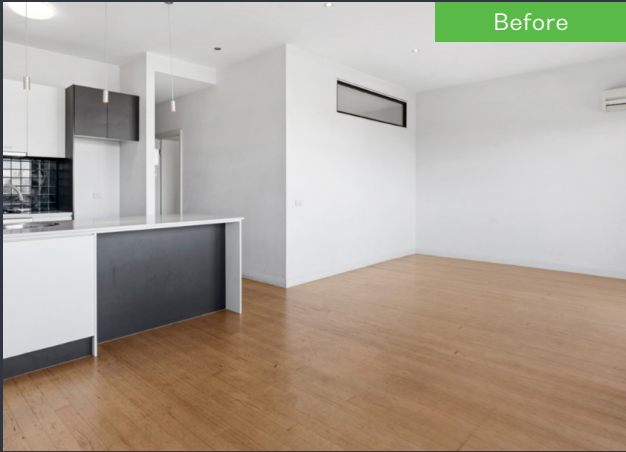
Social Media. Your expert Social Media Team utilises advanced advertising techniques ensuring your property captures attention and attracts the right renters.



Presentation. Optimised.

At AReal, we elevate property presentation with expert photography and virtual staging. By showcasing your home at its absolute best, we captivate buyers and renters, ensuring a lasting first impression that drives stronger results.

Virtual Staging. Digitally staging empty properties with stylish furniture and décor transforms them into warm, inviting spaces. This enhances appeal, attracts more interest, achieves higher rental returns, and reduces vacancy periods.



Photography. At AReal, we create property photography that combines elegant dusk exteriors with naturally lit interiors.



At AReal we offer tailored guidance and connect you with industry professionals to elevate your property’s appeal, ensuring maximum exposure and optimal returns.

“

Demi and her team are excellent. They have been very proactive in finding a renter for me and my wife’s investment property. They thoroughly reviewed each application and recommended the best option for us. Demi and her team are hardworking, friendly, prompt with communication, and dedicated to meeting clients’ needs. I highly recommend Demi and her team. They are excellent property managers.



Our Service. Experience Matters.

At AReal, our expertise goes beyond transactions, we provide guidance, market insights, and a seamless experience at every step. With a team of seasoned professionals, we ensure your property journey is stress-free and successful.

Renter Selection. Renter selection is key to protecting your investment and ensuring steady rental income. Our rigorous process includes online checks, detailed applications, and thorough vetting of rental history, employment, and references. This ensures we find financially stable, responsible renters for your approval.

Virtual Routine Inspection. Routine inspections are essential for maintaining your property and ensuring tenancy compliance. At AReal, we conduct regular 360-degree virtual condition reports, providing a comprehensive view that allows landlords to inspect their property remotely. These detailed reports help identify maintenance needs early, ensure compliance with legislation, and prevent end-of-tenancy disputes, giving you peace of mind that your investment is well cared for.

Real-Time Updates. Our online portal provides you with instant access to a comprehensive overview of your property, including inspection reports, financial details, and statements, all updated in real time.

Taking Care of the Details. Our Property Management team handles every detail with care, from urgent repairs to routine maintenance. Your property's upkeep is expertly managed to maintain its value and keep renters satisfied.

Compliance. AReal ensures your property meets all essential compliance regulations, including swimming pools, spas, gas and electrical safety checks, smoke alarms, and minimum standards. Our team oversees every requirement, delivering complete compliance.



Testimonials. Your Confidence.



Monica Rizzi

I wouldn't trust my properties to be managed by anyone else. Demi truly deserves the 5 star rating.

Kanchana Shamil

She handled every aspect of the rental process seamlessly, ensuring a hassle-free experience.

Linda Disco

They now manage all our properties and we couldn't be happier with their amazing service.

Angela Karlis

She went above and beyond, working tirelessly to get the result we wanted.

Nazeh Gerges

She is professional, knowledgeable, efficient and most of all quick at her job.

Allison Clarke

She has handled everything and always responds to my endless amounts of questions quickly.

Your Team. Our Expertise.

A dedicated team committed to delivering a world-class property management experience, backed by a wider team of 35 AReal experts.



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Results. Delivered.

At AReal, we focus on achieving outstanding outcomes for our clients. With strategic marketing, expert negotiation, and a results-driven approach, we maximise property value, minimise time on market, and ensure seamless transactions.

Wollert

This family home was on the market before we took charge, and implemented our rental strategy to maximise its potential. Previously listed at \$590 by another agent, we knew this property deserved more. With our expert knowledge of the market and a tailored approach, we leased this property for an impressive \$650 per week, showcasing the power of the right rental strategy. By understanding the unique features and benefits of this home and leveraging our comprehensive marketing techniques, we attracted the ideal renter and secured a higher rental price, exceeding expectations.

Lalor

After inheriting a property where renters had ceased rent payments and inflicted damage, we took over the management. Taking the matter to VCAT on behalf of the clients, we navigated the legal proceedings with diligence. Meanwhile, we efficiently managed to relist the property, showcasing its potential, and within a week of going online, secured new renters at a significantly higher rental rate of \$600 per week, a substantial increase from the previous \$450. Our proactive approach not only mitigated losses but also maximised returns, demonstrating our commitment to effective property management and client satisfaction.

Mill Park

8 Acmena Court, Mill Park had been on the market for six long months with another agent, listed at \$700. However, once it came under our management, the narrative swiftly changed. Within a mere 14 days of being listed with us, we secured a renter for this property at an impressive rental price of \$780. Our proactive approach and tailored marketing strategy breathed new life into the listing, capturing the attention of discerning renters and showcasing the true value of this exceptional property.

Essendon

1/179 Napier Street, Essendon, previously rented at \$900, this property experienced a remarkable turnaround under our management. Leased by us at an impressive \$1200 per week, this success story showcases the power of strategic management and effective marketing. Our team's dedication to understanding the unique value proposition of this property, coupled with our proactive approach to renter acquisition, resulted in a significant increase in rental income for our client.

Frequently Asked Questions

What is the appraised rent for the property?

The appraised rent is based on factors such as location (proximity to amenities, schools, and transport), property type and size, condition, recent renovations, and current market trends compared to similar rentals in the area.

How quickly can we find a renter?

Securing a renter depends on market demand, property condition, effective marketing with quality photos and descriptions, and flexible inspection scheduling. These factors help speed up the leasing process.

What improvements can maximise rental return?

To maximise rental return, ensure compliance with safety standards (smoke alarms, secure locks), maintain weatherproofing and structural integrity, and keep outdoor spaces well-presented. Professional cleaning, staging, and a regular maintenance plan can further enhance appeal and rental value.

Should gardening be included in the lease?

Including gardening services ensures consistent property upkeep, enhances curb appeal, and attracts renters. While renters benefit from the convenience, landlords should factor in costs, clearly outline the services in the lease, and ensure the provider is insured.

What fees apply when leasing out a property?

Common fees include:

Management fee: A percentage of the weekly rent, covering rent collection and maintenance coordination.

Letting/leasing fee: Equivalent to one to two weeks' rent, covering marketing and renter screening.

Advertising costs: For professional photography and rental listing platform fees.

Can rental providers attend rental inspections?

Yes, rental providers in Victoria are allowed to attend rental inspections.

How often can rent be increased?

In Victoria, rent increases are regulated by the Residential Tenancies Act and can only be increased once every 12 months for periodic (month-to-month) tenancies. For fixed-term leases, increases are allowed only if the agreement allows it. Landlords must provide 60 days' written notice, specifying the new rent amount and effective date. Any increase must be justified at fair market rates when compared with similar properties. Renters can dispute excessive increases through VCAT.

What is the standard lease term?

In Victoria, lease terms define the duration of a rental agreement between the rental provider and renter. There are two main types: fixed-term leases, which last for a specified period with set start and end dates, and periodic leases, which continue indefinitely until terminated by either party with appropriate notice.

What notice is required if I want to move into the property?

In Victoria, early termination of a fixed-term lease is generally not permitted. For periodic leases, landlords must provide at least 60 days' written notice, stating the reason for possession – such as personal use, accommodation for a family member, future sale, or planned renovations.

Does the property need to be professionally cleaned before a new renter moves in?

There is no legal requirement, but it is considered best practice to ensure the property and carpets are clean and move-in ready.

Can I refuse pets?

A rental provider cannot unreasonably refuse consent to a renter keeping a pet. If a rental provider wants to refuse, they have 14 days to apply for a VCAT order.

What happens if a renter stops paying rent?

If a renter is 14 days in arrears, the landlord can issue a notice to vacate. If the rent remains unpaid by the due date, the landlord can apply to VCAT for a possession order, also called an eviction notice.

What is the average time on market?

With our strategic rental approach, properties typically lease within 7-9 days.

When do you discuss lease renewal?

Lease renewals are typically discussed 2-3 months before the lease expires.

Are renters required to steam clean carpets and professionally clean the property?

Renters are only legally required to leave the property in a reasonably clean condition.





Please scan the QR code below to view
our properties for lease.



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or
southmorang@areal.com.au

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