



## TOP 10 WAYS TO INCREASE PROPERTY VALUES THROUGH EFFECTIVE MANAGEMENT

1. **Property Tax Appeals**  
Vacancy = Appeal  
Careful review of annual assessment notices
2. **Improve Net Operating Income (NOI)**  
Increase Revenue/Decrease Expenses  
Careful Budget Analysis and Implementation  
  
Other Income Opportunities: 2-5% potential income increase!
  - \*Tenant Services
  - \*Bad Debt Collections/Late fees/NSF fees
  - \*Parking Income
3. **Pass-Through Divisions**  
How each lease is written can seriously affect the Landlord's ability to pass-on operating expenses. Properly written leases pass-through the management fee!
4. **Bidding-Out Services**  
Building vendor relationships through strong purchasing power
5. **Energy Management**  
As energy prices rise, this issue becomes increasingly more important.
6. **Capital Expense Recapturing**  
Capital costs should result in savings elsewhere to be reclaimed
7. **Managing Rooftops (Telecommunications)**  
Rooftops and storage areas have become the "unseen" tenants  
Ground leases for drive-through espresso stands or other vendors
8. **Real Estate Knowledge**  
Know the competition...other properties...to compete effectively
9. **Leasing and Marketing**  
Effective marketing and lease negotiation reduces vacancy
10. **Improve Tenant Quality, Mix and Retention**  
It is more costly to find new tenants than retain old ones. However, it is even more costly to retain the bad tenants!
11. **Bonus Item...Provide Quality Maintenance, Repair and Landscaping**  
Good care and preventative maintenance reduces capital expenditures while reflecting positively on the property.