

2020 HOUSING PROVIDER SYMPOSIUM

# How do WE make this work? Property Management with a P.O.P.™

Sherkica Miller-McIntyre

Carod Properties

Maximizing Opportunities | Navigating New Landscapes





# Sherkica Miller-McIntyre

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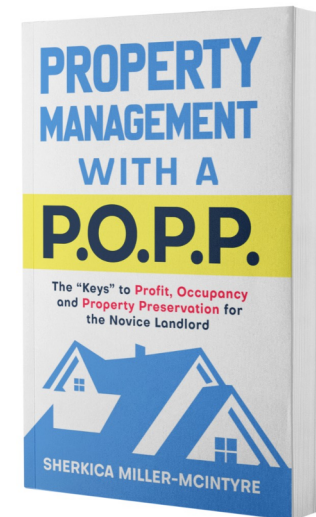
NARPM<sup>®</sup> CHARLOTTE CHAPTER PRESIDENT

● **BROKER - OWNER**

● **LANDLORD**

● **INVESTOR**

● **CONSULTANT**





# What Do These Numbers Represent?

3,160

\$1,423

3-5



## WIN-WIN SCENARIO

As a property manager YOU can effect change in the mindsets, behaviors and help increase the probability of ownership amongst residents, all while making a lucrative income and serving yourself and/or owner-clients effectively.

-Sherkica



# WHY PARTNERING WITH INLIVIAN MATTERS

The HCV program's goals are to increase low-income households' access to safe, affordable housing in a wide range of neighborhoods.

# ASK THE HARD QUESTIONS

- AM I BIASED? DISPELLING THE MYTHS ABOUT  
“SECTION 8”
- CAN I EXPLAIN THE PROGRAM TO OTHERS?
- DO I UNDERSTAND THE CLIENT BASE
- CAN I OPERATE PROFITABLY UNDER THE PROGRAM  
WITHIN CURRENT PROCESSES AND PROCEDURES?
- DO I PROVIDE SAFE, SANITARY & SECURE HOUSING



# How does partnering with the HVP affect your PROFITS?

- Long Term Tenancy
- Consistent Payments from a SOLID Payer
- Less Turnkey Services
- Lower Eviction Costs
- Low Risk for Unpaid Rent
- Continuity Bonuses
- Managing Fees (specific to PM's)
- Possibility of recouped damage fees
- Rental increases

## How partnering with the HCVP impacts OCCUPANCY?

- **MARKETING FOR HCVP RESIDENTS**
- **APPLICATION PROCESS**
- **DOCUMENTATION TO GET STARTED**
- **INITIAL INSPECTION**
- **MOVE IN PROCESS**
- **RENEWALS - Longevity**
- **MOVE OUTS - Notice Requirement & Approval**





## **Locations**

Mecklenburg County

## **Property Sizes**

**1 - 5 Bedrooms**

## **Property types**

SFR, TH, Condos and Apartments

# Demographics



# Property Preservation with the HCVP

- Move-In Inspection
- Biennial Routine Inspections
- Tenant caused damages
- Owner required maintenance & repairs
- Move out challenges





# Participation with INLIVIAN is Business as Usual

**01**

Prepare the home as usual

**02**

Screen As Usual

**04**

Move In

**03**

Lease and Supporting  
Documentation (Addendum)

**05**

Day to Day Operations .



**Screening**

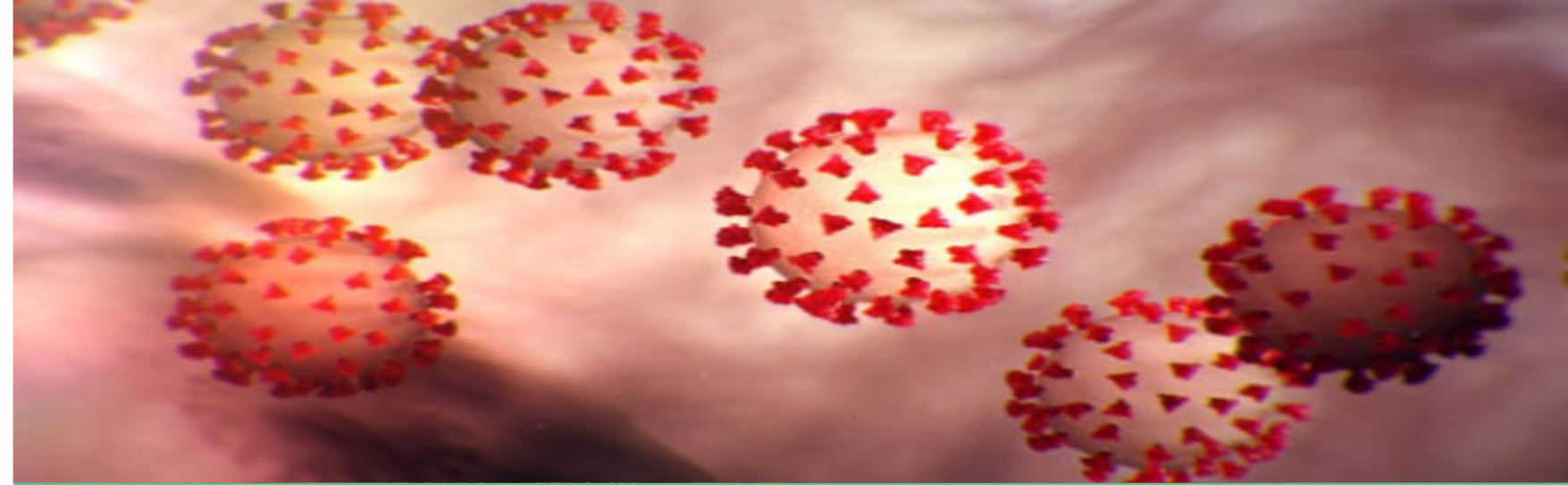
**Lease**

**Policies and Procedures**



Property Management  
in a Crisis:

Relationships and  
Partnerships Matter



## What to Know ABOUT COVID-19 AND HCVP

- Rental Payments
- (CARES ACT, CDC Halts, NC Order 172)
- Late Fees
- Evictions (MECKLENBURG COUNTY)
- Lease Renewals/Notices
- Handling Maintenance
- Communications with Residents
- STAYING SAFE, SANE and SECURE



Upward Mobility...

the final reason why your participation in the HCVP program is so important.

\*Secure, affordable housing in diverse communities.\*

➤ QUESTIONS

➤ CONCERNS

➤ COMMENTS



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**Let's Stay  
Connected**