SAULS
COMMERCIAL REAL ESTATE

WWW.SAULSCRE.COM
770-841-4591

# NOI
## *Not only Income*

Have ECRI's stopped working?

Have move-ins slowed down?

Are rental rates stagnant?

Are you struggling to increase your NOI?

## HERE ARE SOME STRATEGIES TO INCREASE YOUR NOI THAT DO NOT FOCUS ON REVENUE.

### BUDGET

- Expense Ratios
- Creating and following a budget
- Reviewing utility cost
- Reviewing and renegotiating contracts with service providers
  - Is your current contract out of date
  - Are they providing the services stated in the contract
- Allocating reserves for maintenance and CapEx

### PROPERTY MANAGEMENT

- Proactive vs. Reactive
- Third party vs. in-house
- 1099 vs. W-2
- Routine maintenance schedule
- Curb appeal

### TECHNOLOGY

- Is your system updated and efficient
  - LED lights
  - Motion sensor lighting and cameras
  - Smart thermostats
- Systems integration
  - Correct infrastructure for efficient system integration
- Property management software
  - Up to date to streamline operations and reduce admin cost
- Website
  - Online rentals/customer portal

**WE'RE HERE TO HELP!**

## MARKETING

- Tracking cost per move-in
- Move-in survey
  - Do you know where your customers are coming from
- Utilizing free marketing tools
  - Google My Business
  - Google Maps Information
- Online aggregators
  - Negotiate lead pricing
  - Reconciling your rentals vs. leads
  - Profile settings, discounts and specials
- Reputation management
  - Are you monitoring it
  - Are you listening and responding to your customers' concerns
  - Is it damaging your brand

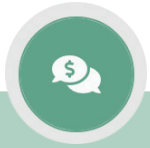
## AUDITS

- Tracking KPI's
  - Cost per square foot
  - Utility cost per unit
  - Move-ins, Move-out, etc.
  - Delinquency percentage

## TAXES + INSURANCE

- Renegotiate property insurance rates
- Appeal taxes

Built on values. Sold by results. We help storage owners buy, sell, and succeed - leaving every deal better than we found it.

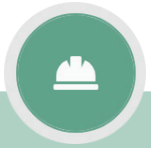


## BROKERAGE

Whether you are thinking about selling or buying a commercial property, Sauls Commercial Real Estate is uniquely positioned to help you maximize the return on your investment. We provide exposure that leverages relationships on both the local and national level.

## CONSULTING

Sauls offers expert consulting in operations, development, and marketing, specializing in property assessments. Services include third-party property management audits, evaluations of signage, branding, access, customer interactions, and curb appeal to enhance property value.



## CONSTRUCTION

Sauls & their construction team have constructed more than 20 million square feet of commercial buildings, exceeding $2 billion in commerctial construction projects.

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