

HAWAII PACIFIC REALTY GROUP
RB-19998

YOUR FULL SERVICE
PROPERTY
MANAGEMENT
TEAM



Alfonso Martinez

REALTOR RS-87143

CONGRATULATIONS ON ADDING TO YOUR INVESTMENT PORTFOLIO! I'M HONORED TO HELP MANAGE YOUR PROPERTY HERE.

Aloha!

Congratulations on taking the next step in turning your Hawaii home into a successful investment. Whether this is your first rental or one of many, owning property in Hawaii can be incredibly rewarding—but it also comes with its own unique set of challenges.

I'm Alfonso Martinez, a full-time property manager based here on Oahu. I'm a Veteran and have proudly called this island home for the past 8 years. My focus is 100% on property management—not sales—so my time and attention are dedicated entirely to supporting property owners and their investments. Backed by a brokerage that manages over 200 rental properties, I bring both local insight and a strong administrative background to the table. With proven systems in place, I'm able to streamline communication, handle issues efficiently, and deliver the kind of reliable, high-touch service that keeps both owners and tenants happy. Whether you're preparing to rent out your home soon or simply exploring your options, I'm here to guide you every step of the way. From tenant screening and lease management to maintenance coordination, compliance, and long-term planning, my goal is to protect your asset, maximize your rental income, and provide peace of mind.

Let's turn your home into a stress-free investment.

I'd love the opportunity to earn your trust and be a resource you can count on—for years to come.



Alfonso Martinez

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MEET THE TEAM

ALFONSO MARTINEZ

PROPERTY MANAGER

Your main point of contact,
overseeing property
management team and making
sure everything runs smoothly.



MARIAH MARIANO

MAINTENANCE MANAGER

Mariah oversees all
maintenance requests,
vendor coordination, and
property upkeep, ensuring
your home remains in top
condition.

*IF YOU EVER HAVE ANY QUESTIONS, WE'RE
ALWAYS HERE TO HELP!

THINGS TO CONSIDER IN HAWAII

You may be familiar with the ins and outs of having an investment property and what that means for your taxes:

01 HARPTA

➤ The withholding rate typically stands at 5% of the property's sale price, but it can vary depending on the specific circumstances and the amount of the seller's gain. Sellers can later file a tax return to reconcile the withholding amount with their actual tax liability.

02 GE TAX

➤ The state-level General Excise Tax is typically 4.5% of the monthly rent amount, paid quarterly to the state.

03 VA ENTITLEMENT

➤ What are your plans for your housing at your next location? Did you utilize a VA loan here, and do you know what entitlement you have left? Let me help you do the analysis!



WHAT'S INCLUDED

Full service PROPERTY MANAGEMENT?

PHOTOGRAPHY

PROPERTY ANALYSIS

MARKETING

MAINTENANCE & REPAIRS

TENANT SHOWINGS & SCREENINGS

RENT COLLECTION

FULL ACCOUNTING

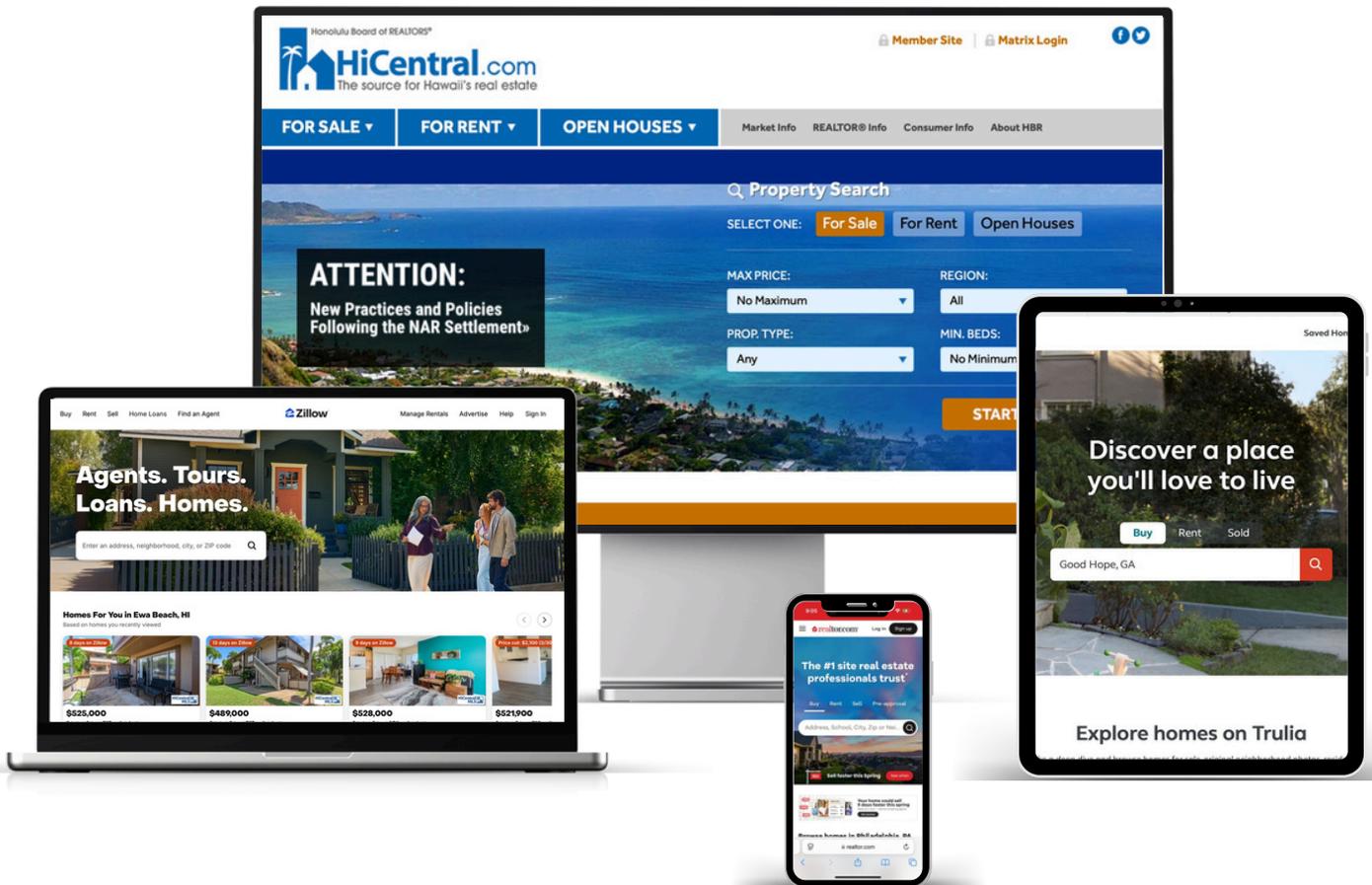
PROFESSIONAL PHOTOGRAPHY



*THIS IS MY EXPENSE AND INCLUDED IN MY FEE.

*FOR AN ADDITIONAL FEE, WE CAN PROVIDE VIRTUAL STAGING.

ONLINE ADVERTISING EXPOSURE



FEATURED WEBSITES:



MAINTENANCE AND REPAIR MANAGEMENT



HOW WE HANDLE MAINTENANCE

Proactive, Professional, Peace of Mind.

At Hawaii Pacific Realty Group, we believe maintenance shouldn't be reactive—it should be strategic. Our streamlined system is designed to minimize tenant disruption, protect your investment, and maintain long-term value for your property.

1) EASY, TRANSPARENT COMMUNICATION

- Tenants submit maintenance requests through our online portal.
- Our team acknowledges requests within 24 business hours.
- Owners are notified right away if the issue exceeds a certain threshold (usually \$500 or as set in your contract).

2) THOROUGH ISSUE ASSESSMENT

- Every request is reviewed to avoid unnecessary or repeat service calls.
- We may troubleshoot with the tenant first when appropriate (e.g., checking breaker switches or filter replacements).
- Our property manager or assistant may schedule an on-site check if the issue seems unclear.

3) RELIABLE VENDOR NETWORK

- We partner with licensed and insured vendors who know the properties and respect tenant time.
- Vendors are selected for responsiveness, fair pricing, and quality workmanship.
- Emergency vendors are on-call for after-hours needs, so your tenants always feel supported.

4) COST-CONSCIOUS APPROACH

- We always aim to protect your bottom line.
- For non-urgent repairs over your approval limit, we get quotes before proceeding.
- We balance speed and value, taking the extra time to find the right fix—not just the fastest.

TENANT SELECTION:

our screening process

GOOD TENANTS ARE THE MOST VALUABLE ASSET! LOOK FOR:

- ✓ Stable income
- ✓ Good credit history
- ✓ Positive landlord references
- ✓ Clean background check
- ✓ Stable rental history

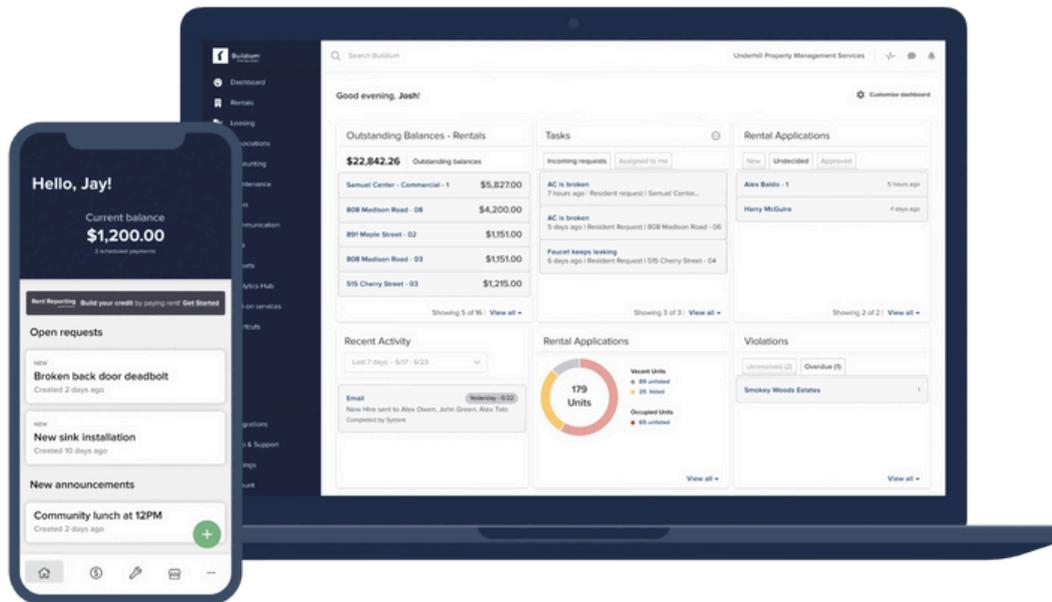
A PROFESSIONAL SCREENING SERVICE COSTS \$20-25 BUT CAN SAVE THOUSANDS IN POTENTIAL PROBLEMS

Red Flags In Tenant Applications:

- ▶ Inconsistencies in application information
- ▶ History of late payment evictions
- ▶ Insufficient income for rental amount
- ▶ Concerning background check results
- ▶ Poor references from previous landlords

OUR SOFTWARE

WE USE BUILDIUM, A TRUSTED PROPERTY MANAGEMENT PLATFORM THAT HELPS US HANDLE EVERYTHING EFFICIENTLY WHILE KEEPING YOU INFORMED.



PROPERTY ACCOUNT (CASH BASIS)	MAY 2024	JUNE 2024	JULY 1 TO DATE	TOTAL AS OF 7/19/2024
— Rivera/Sprague - Hakupokano Loop				
Income				+ Expand all rows
+ Rent Income	\$3,800.00	\$3,800.00	\$3,800.00	\$11,400.00
+ Total income	\$3,800.00	\$3,800.00	\$3,800.00	\$11,400.00
Expenses				+ Expand all rows
+ Cleaning and Maintenance	\$124.36	\$378.74	\$0.00	\$503.10
+ Management Fees	\$380.00	\$380.00	\$380.00	\$1,140.00
+ Total expenses	\$504.36	\$758.74	\$380.00	\$1,643.10
+ Net operating income	\$3,295.64	\$3,041.26	\$3,420.00	\$9,756.90
+ Net income	\$3,295.64	\$3,041.26	\$3,420.00	\$9,756.90

WHAT SETS US APART



CLEAR DOCUMENTATION & INVOICING

- All work orders, invoices, and photos are stored in your portal.
- Easy-to-read summaries
- ensure full transparency and trust.

PROACTIVE MAINTENANCE PLANS

- Seasonal checks and routine upkeep prevent costly breakdowns.
- We remind owners about long-term system lifespans (e.g., water heaters, roofs).
- Preventative action now = fewer surprises later.

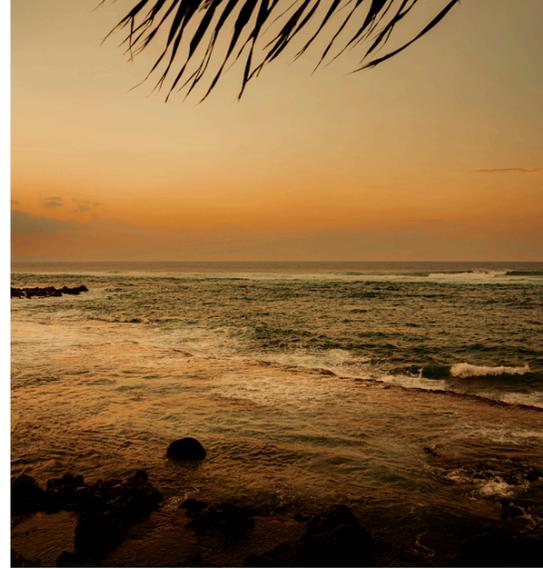
FAST-TRACK EMERGENCY PROTOCOL

- 24/7 emergency line for tenant issues.
- Immediate dispatch of vendors when safety or habitability is at risk.
- You're kept in the loop with post-resolution reporting.

TENANT HAPPINESS = OWNER SUCCESS

- Quick response = longer leases.
- Respectful, professional vendors reflect positively on you.
- Our maintenance support boosts retention and reputation.





Ready to Turn Your Home Into a Smart Investment?

Thank you for taking the time to review our property management services. Whether you're just starting to explore your options or you're ready to place your home on the rental market, I'm here to help every step of the way.

My goal is simple: to help you protect your property, maximize your rental income, and provide peace of mind throughout the process.

If you have any questions or would like to discuss the next steps, don't hesitate to reach out. I'm always just a call, text, or email away—and happy to be a resource whenever you need.

Let's make your investment work for you.

Alfonso Martinez

PROPERTY MANAGER

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