

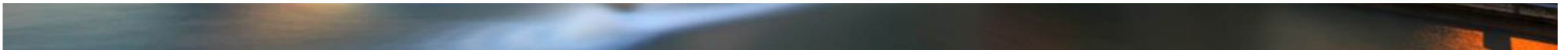


**PROPERTY
WEALTH PLANNING**

A Road Map To Systematic Wealth
Building Through Property Investment



5 Tips To Negotiating Rents for Landlord





RESEARCH RENTAL PRICE & TREND

- View past rental transactions on SRX, PropertyGuru, 99.co or HDB website
- Cross referencing gives good indication of the market rate
- Rental rates are always negotiable, nothing is cast in stone
- Research on the existing stocks and understand their asking
- To be more knowledgeable than the house hunting prospects
- To have information at the finger tips to path for negotiation



SHOW PROOFS OF VIEWINGS

- With property hotly contested by prospects, owners have the power to play tenants out against each other and request for the best possible offer.
- Place a few agents' namecards on the table to show the popularity of the unit
- To arrange back-to-back viewings so that prospects know they face competition for the same unit
- Reveal some message exchanges to the prospects to show there is keen interest from others



PLAY HARD TO GET

- Do not give away your anxious feeling in getting your unit rented out
- Have the mentality that it is the prospect's loss for not choosing your unit
- Not to reveal the minimum rental price to prospective tenants as often the offer will be lower than it
- Mention later xxx date time have xxx groups coming to view (*if applicable*)
- Mention there are some arranging 2nd viewings before making official offers (*if applicable*)



GET INTO TENANTS' GOOD BOOKS

- During viewings, good to engage the tenants into conversation
- Drop hints that:
 - eg. you give privacy and quiet enjoyment to tenants*
 - eg. previous tenants stay for more than 2 – 3 years*
 - eg. you often find time to drink and chill when there is free time to build long lasting relationship*
 - eg. you do not mind any minor request / not narrow minded on small issues*
- Considering there are competing units in the market, good to swing the tenants to your unit if the tenant profile is very good
- Have some topics on common interest and to show interest in the prospects
- At the end of viewing, mention you welcome the prospects to be the tenants and you can make the stay as pleasant as possible



PLAY AROUND WITH VARIABLES

- Renting a house is not always all about money
- Suggest to play around variable eg.
furniture, white goods, utilities, earlier move in date, longer lease period, carpark, free wifi, maintenance fee, free quarterly aircon servicing etc.
- Unless got a fantastic deal, you can take some time to mull over the offer with the proposed variables *(with good faith deposit secured)*
- If the offer is not within expectation, just mention you are undecided between a few offers *(official / verbal)* while counter-offering the price in mind



CONSUMER EMPOWERMENT INITIATIVE

- An Education Series on Real Estate Matter -

We can work hand-in-hand together! I'm always on the ground and always on the negotiation table with tenants. With some techniques in the sleeve, I always bring good offer to owners.





5 Star Service

Property Wealth Planner

Graduated from NUS with major in Economics and certified with CEA, JJ is a dedicated and responsible realtor who always put his clients' interest first.

Honesty, integrity and professionalism are his core principles at work and your needs will always be the top of JJ's concern. Many clients have testified for his service and maybe one day you can testify for him too.

He can help you to choose the "right" property in Singapore - whether you are an experienced investor, a first time buyer or a foreigner looking to migrate into Singapore. His services cover finding the property, doing financial calculation, negotiating the best price, making an offer and sealing the deal. He believes in no hard selling but meeting the clients' needs and requirements. He is here to help you in everything to make the best real estate decision.

For HDB / condo owners who wish to restructure their portfolio, he can assist and provide advice based on his experience dealing with clients from all walks of life. His services cover sourcing the right buyers, doing financial calculation, getting the best possible market price and ensuring smooth timeline. He believes that every house is marketable. He is here to help you to get the best possible deal.

[5-Star Services](#) | [Website Profile](#) | [SRX Profile](#)

More Info About JJ →



JJ Wong - Real Estate Asset Property Wealth Planner added
2 new photos.

26 November at 22:39 · 🌐

💖 TESTIMONIAL 27 💖

He is very professional, service oriented, reliable and willing to go the extra mile. Photos taken for my condo are comprehensively covered n well taken. He took them a day ahead so that the handover is smooth & fast. Would recommend him to friends n relatives!"

-Ms Ng (Residential Landlord - Lakeville) 🌸

#HappyClientHappyDeal



JJ Wong - Real Estate Asset Property Wealth Planner added
2 new photos from 9 October.

9 October · 🕒 · 🌐

👏 TESTIMONIAL 25 👏

An offer was made to rent out my flat to the 1st family who viewed it within a week. JJ was able to shortlist the type of tenants I wanted well and was patient to answer all my questions as this is my first rental. I am very pleased with his job ethics and will definately recommend him to others looking for a property agent.

-Felicia (Residential Landlord - 504A Montreal Drive) 🌸

#HappyClientHappyDeal



JJ Wong - Real Estate Asset Property Wealth Planner added
2 new photos from 6 October.

6 October · 🕒 · 🌐

❤️ TESTIMONIAL 24 ❤️

JJ is professional and is experienced in securing rentals for his clients. He follows up closely with potential tenants and provides regular updates. He is organised and systematic when processing the lease. Highly recommended!

- Darrell (Residential Landlord - Fulcrum) 🌸

#HappyClientHappyDeal



JJ Wong - Real Estate Asset Property Wealth Planner added
2 new photos from 5 October.

5 October · 🕒 · 🌐

💬 TESTIMONIAL 23 💬

Absolutely professional and knowledgeable. Definitely one of the most impressive real estate agents I've had the opportunity to get to know. Will definitely approach him again for future transactions. Highly recommended!!

👍👍👍👍👍"

-Tony (Residential Landlord - 101 Beach Road) 🌐

#HappyClientHappyDeal





JJ Wong - Real Estate Asset Property Wealth Planner added

2 new photos from 2 October.

2 October · 🌐 · 🌐

♥️ TESTIMONIAL 22 ♥️

I'm very impressed with JJ's very professional and prompt service as my agent. He is very responsive to my queries either via messaging or email even during weekends or late in the evenings. He is also very proactive in helping me to screen my prospective tenants and secure a good tenant that best cater to my requests. In fact, JJ is able to help me secure a good tenant for my main unit (one room with living rm) within a month even though he is given 3 months to do so. Well done and thank you, JJ!

-Patrick (Residential Landlord - Trilive) ⚙️

#HappyClientHappyDeal



JJ Wong - Real Estate Asset Property Wealth Planner added

2 new photos from 30 September.

30 September · 🌐 · 🌐

👉 TESTIMONIAL 21 👉

I contacted Mr Wong on 31 Jul 2018. The following day, he WhatsApp informing me of potential tenants viewing my unit in the evening. As the market was relatively quiet, I did not have much hope in renting out my unit. Surprisingly, Mr Wong managed to close the deal after the first viewing. The tenancy agreement commenced wef 9 Aug 2018.

-Mr Leong (Residential Landlord - 510A Wellington Circle) 🦄



JJ Wong - Real Estate Asset Property Wealth Planner added

4 new photos.

11 March 2017 · 🌐

♥️ TESTIMONIAL #8 ♥️

I am writing to you to provide feedback on the agent services of Marketing Manager Jun Jie. Put simply, he is the best agent I have ever come across. He was very dedicated to finding the most suitable tenants in the shortest amount of time. When I told him that I would need tenants for said amount of rent within a month or two, he went and researched and managed to pull out various profiles immediately for me to consider. Staying overseas, it was hard for us to coordinate with the tenants requirements since we weren't physically there. I tried to ask a few friends to help, but JJ was the one who responded in the end. He even helped to buy things requested by the tenants and helped to book contractors to fix minor repairs in the house. He was really helpful and I'm grateful for his help. He also keeps me updated on the status of the tenants and any requests they might have. I have also requested him to help me sell the unit as I'm looking to sell it off somewhere next month. All in all, he was really friendly and really helpful. I am very pleased by his work ethics and attitude.

Regards,

Sree (Residential Landlord - 441 Ang Mo Kio) ✨

#HappyClientHappyDeal! # www.wongjj.com



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OrangeTee.



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Kenneth (Residential Seller)

Oct 4, 2016

JJ has shown that he worked very hard on every buyers' lead and provided extremely dedicated service to his client. I will be giving exclusivity to him to sell my father's HDB flat unit in the coming year 2017.



Mr & Mrs Lai (Residential Seller)

Jul 27, 2016

JJ had helped us to market the HDB house and he is able to sell at record high price. We would like to thanks for his effort on this!



Derek & Hui Shan (Residential Buyer)

Apr 21, 2016

We will highly recommend you to our friends looking for properties and I am sure we will come to you when we are ready to purchase our next apartment!



Daniel & Feng Ling (Project Buyer)

Dec 11, 2015

We would like to thank Jun Jie and your team for the quality service and we look forward to the same standard of service when we are ready to sell our existing BTO!



Collected over 100 testimonials. Customers' Satisfaction are my Personal Achievements!

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