



CONDOMINIUM MANAGEMENT

SEATTLE, WA

Thank you very much for considering
**Quorum Real Estate Property
Management, Inc.**

In this packet you will find an outline of
our services available to Condominium
and Homeowner's Associations (HOA) as
well as a sample monthly statement,
testimonials, and more.

We look forward to hearing from you!

Empowering Your Association

With a commitment to exceptional customer service and attention to detail, Quorum is dedicated to ensuring the smooth operation of your community. Whether it's overseeing maintenance and repairs, collecting monthly dues, or managing vendor relationships, Quorum has you covered. Trust in our proven track record of success and let us help you manage a well-run and thriving community.



Lake Ballinger Estates HOA, 129 Units



45

*over 45 condominium associations
proudly managed by
Quorum Real Estate*

1,422

*over 1,422 condominium units
in our portfolio*



Quorum offers comprehensive, tailored services for your Association including:

- Budget preparation, collection of dues and assessments, and monthly financial reporting
- Maintenance and repair coordination
- Vendor management, including bidding and contracting
- Enforcement of community rules and regulations
- Preparation and attendance at board meetings
- Assessment of property insurance needs and coverage.



Boardwalk HOA, 86 Units

Specialists in Condominium Management

At Quorum, our management philosophy emphasizes **active management** and **clear communication**.

We believe in taking a proactive approach to managing your HOA, by anticipating and addressing potential issues before they become bigger problems. This not only ensures a well-run community, but also enhances the overall living experience for all homeowners.

Our management team stays in close contact with the board and regularly updates homeowners on important matters affecting the community.

Our experienced managers are empowered to blend creativity with time-tested management methods.
Customized service for each client is our priority.

Manage Association Finances

1. Maintain a payment account for each unit. Take action on delinquent accounts per the instructions of the Board and in accordance with Association policy and Condominium law.
2. Pay the Association's routine expenses in a timely manner and in accordance with Association policy.
3. Maintain financial records of receipts and disbursements. Provide the Board with copies of their monthly summary including original paid bills and bank statements, along with comparison to the approved budget.
4. At the request of the Board, provide financial data to the Association's outside auditor or corporate tax return preparer.
5. Supervise the payment of all payroll expenses incurred on behalf of the Association including salaries, payroll taxes, and the preparation and filing of all tax returns or other reports.
6. Provide estimates of future operating costs and assist in the preparation of the Association's annual budget.

Supervise Maintenance of the Property

1. Aid the Board in obtaining proposals from contractors for common area repairs, maintenance /replacement, or large scale jobs and support the Board in evaluating these proposals.
2. Assist the Board in contracting scheduled services such as trash removal, equipment maintenance, pest control, utilities, and landscaping.
3. Support the Board in tracking the progress of contractors to guarantee that the terms of agreements and all expectations are met before payment is sent.
4. Conduct periodic physical inspections of the property.
5. Insure homeowners are complying with HOA rules and regulations in regards to common areas and community guidelines for personal property.

Provide Administrative Services

1. Maintain Association records including current unit owner and emergency contact information, copies of contracts and other legal documents, financial statements, audit reports and Board minutes.
2. Participate in annual membership meetings and attend Board meetings as mutually agreed.
3. Prepare and serve notices of infractions of the Association's Declaration and Rules upon request of the Board.
4. Maintain appropriate insurance coverage and provide support for its renewal and handling of claims.
5. Provide owners with access to the Association's financial and insurance records, as requested.
6. Staff in office to answer questions or concerns during business hours. As well as an after-hours telephone for emergency matters.



Phesant Hill HOA, 92 Units



Noble Firs HOA, 78 Units

CUSTOMER TESTIMONIALS

"Quorum has managed our Condo HOA for several years, and has always gone above and beyond with their **attention to detail, insight, and responsiveness**. Jeremy Downey is a true gem and Felix is an owner who truly cares. We had a complicated issue with a horrible contractor that caused several issues in the building, and Quorum did a remarkable job working diligently between all parties for resolution. I say this all from experience having worked with a few different condo and property managers." - Mark

"Quorum Real Estate Property Management, **easy to work with. reliable** and the process was easy." - Frank M

"Can't say enough positive things about this management company. They stepped in after our prior management company dropped the ball badly on a few key items in our condo building. The difference has been night and day. **Great customer service. Great work product. Great teamwork** on their part to get the job done!"- Jennifer M



Make online payments, submit maintenance requests, and share HOA documents easily with **Appfolio!**

The following pages explains all the benefits of the online platform, Appfolio, that we utilize here at Quorum.





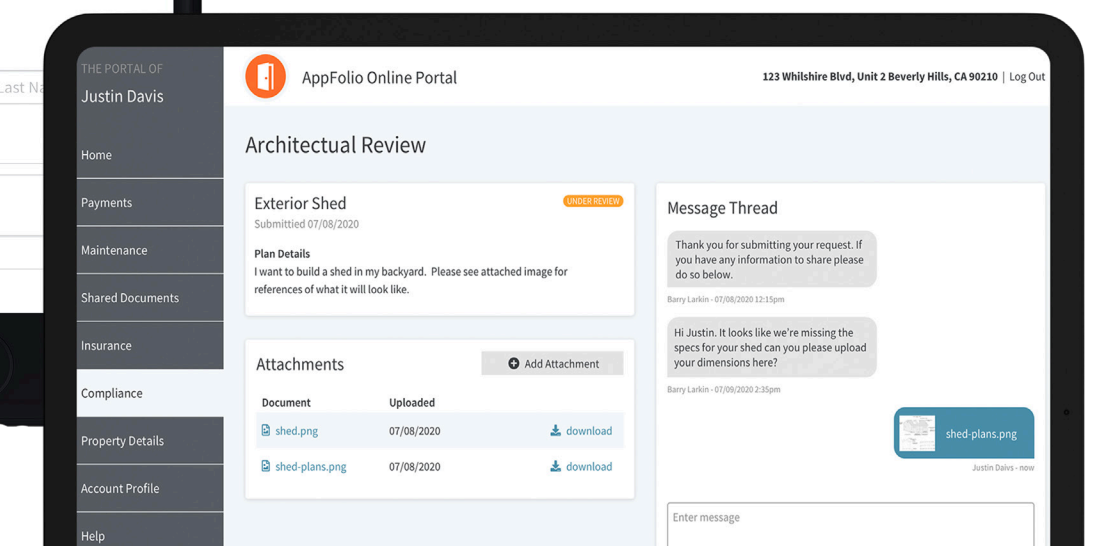
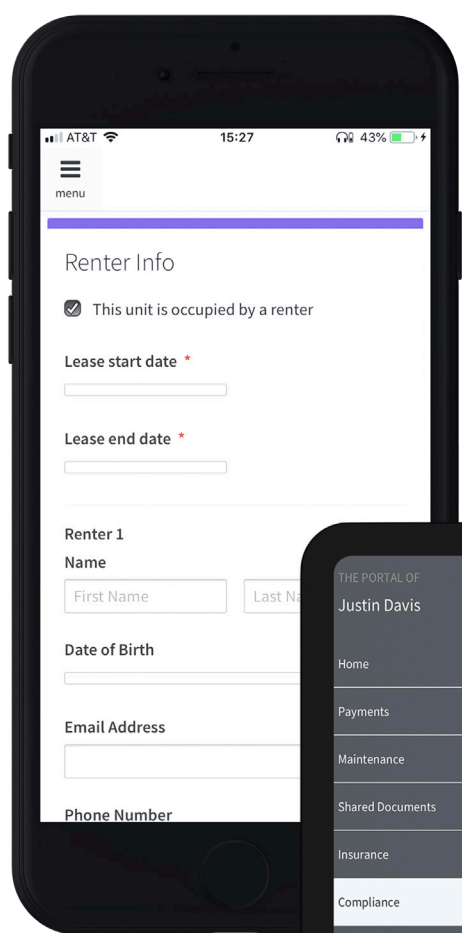
Enhanced Communication With Your Management Company

Communication Is Critical

It's important for you to always be connected to your community. AppFolio's built-in messaging tools and Online Portal make collaboration and receiving information from your community more convenient than ever.

Key Features:

- Access **invoices** and other items that require **board approval** directly from your portal, where you'll be able to **vote on invoices and share comments** with other board members.
- Connect with your management company easily via **email and SMS text messaging**. All communication history will be tracked and archived.
- Reduce delinquency with **automatic reminders** for dues and assessment payments.
- View **important documents** and **report packets** from your portal anytime.
- Keep your **contact preferences** up-to-date directly from within your portal.
- Easily share **renter information**, when applicable, with your community manager through your portal.
- Streamline the **architectural review process** by submitting requests directly from the online portal and use two-way communication to discuss any logistics with your community manager.





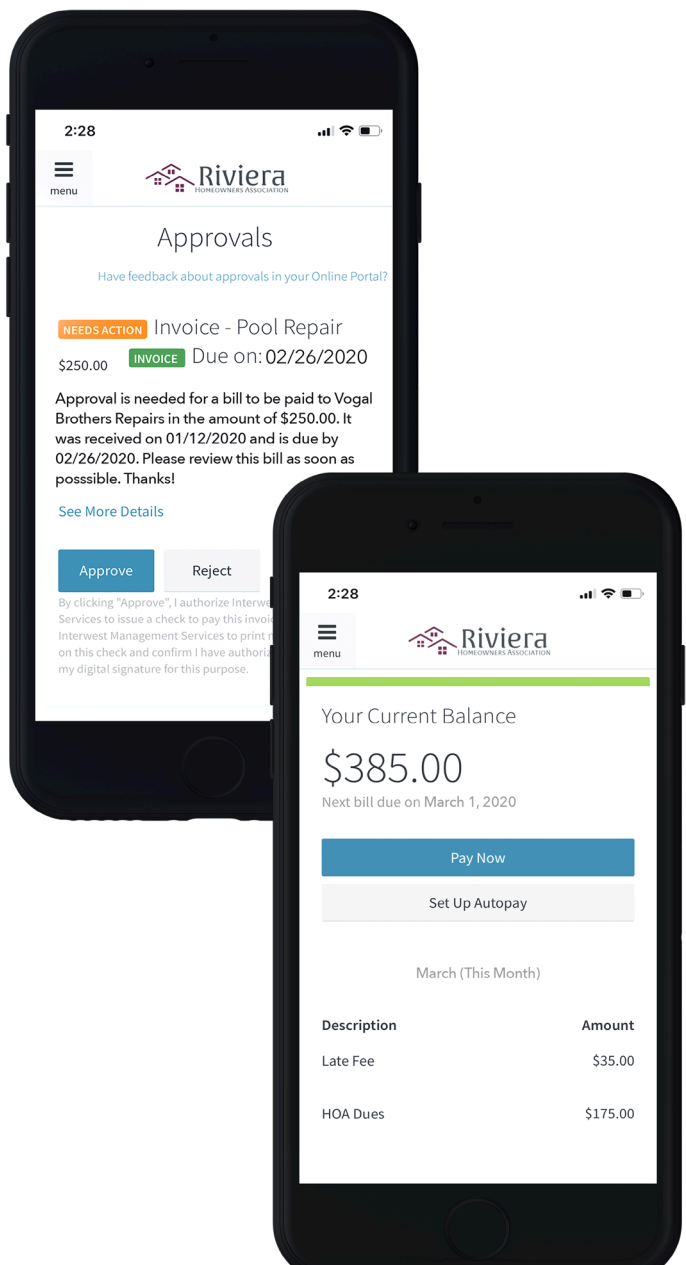
Stay Connected with Real-Time Access

Go Mobile!

Mobile functionality is a must – and increasingly a top priority for community managers and homeowners. AppFolio's robust Online Portal gives you on-demand access to important documents, pending approvals, and payment history.

Key Features:

- Download the free **Online Portal app** on any device for easy access.
- Board members can easily **approve and sign checks** from the mobile app.
- Make secure **dues and assessment payments** via eCheck or credit card, preventing mail delays or lost checks.
- Schedule **recurring payments** to avoid delinquency.
- Submit **maintenance requests** directly to your community manager and track the progress of your request.
- Submit **architectural reviews** directly to your community manager and stay updated on the status of the request.





Transitioning your Community and Board Governance with Ease

What You Can Expect

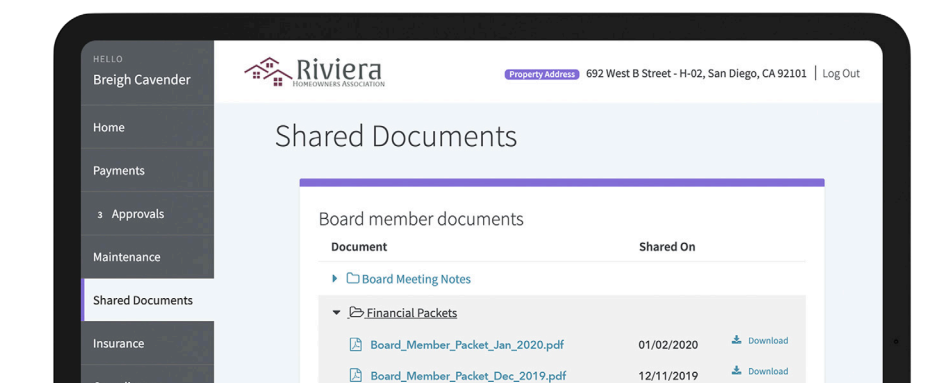
The AppFolio Property Manager Onboarding team will assist your community manager so that there is no disruption to you or your residents. In the meantime, here are some simple ways you can get started with AppFolio's exciting tools built for board members:

1. Optimized Payments

- AppFolio works with major association banks and will **support your existing lockbox process** if your association uses Lockbox receivable payments through your bank.
- Utilize AppFolio's simple **mobile payments platform** to set up recurring payments so you can help eliminate delinquency (and get rid of checks and lockbox all together).

2. Enhanced Reporting

- AppFolio's reports are **robust, easy-to-read**, and always **available at your fingertips**.
- Reach out to your manager and ask for **sample reports and statements**.
- Request your favorite reports to be included in your **monthly Board of Directors packet**.



3. A Connected Community

- Invite the community to your next **Board of Directors meeting** and **host an open forum** to discuss the software transition.
- Highlight key benefits including convenient **online payments, managing your contact information** with ease, uploading **leases for rented homes**, and submitting **architectural requests** from their mobile device or computer.
- Have your owners sign in with their email address when they arrive so they can **activate their online portals**.

An aerial photograph of a suburban neighborhood during the 'golden hour' of late afternoon. The scene shows a grid of streets with numerous two-story houses, many with dark roofs and light-colored siding. Lush green trees are scattered throughout the yards and along the streets. Several cars are parked on the roads and in driveways. The lighting is warm and soft, creating long shadows and a pleasant atmosphere. The Appfolio logo is centered over the middle of the image.

appfolio

PROPERTY MANAGER



The following pages represent what you can expect to see in a typical monthly financial statement including, balance sheet, dues roll, bank activity and annual budget.



Balance Sheet

Properties

As of: 09/30/2018

Accounting Basis: Cash

Account Number	Account Name	Balance
ASSETS		
Cash		
101.1	Operating Cash	7,697.60
	Total Cash	7,697.60
	TOTAL ASSETS	7,697.60
LIABILITIES & CAPITAL		
Liabilities		
240	Prepaid Rent	1,530.00
	Total Liabilities	1,530.00
Capital		
302	Opening Bal Equity	7,500.00
	Calculated Retained Earnings	-1,332.40
	Total Capital	6,167.60
	TOTAL LIABILITIES & CAPITAL	7,697.60

Dues Roll

Properties:

As of: 09/30/2018

Unit	Homeowner	Dues	Past Due	Late Count
West Coast Homeowners Association, Inc. - 692 West B Street San Diego, CA 92101				
A-01	Marcus Pinkett	110.00	-110.00	0
A-02	Dylan Tendler	110.00	-110.00	0
A-03	Bradley Shaw	110.00	0.00	0
A-04	Richard Ellison	110.00	220.00	0
B-01	Ronald White	110.00	-980.00	0
B-02	Cassandra Surchi	110.00	-110.00	0
B-03	Albert Shasta	110.00	0.00	0
B-04	Lisa Purdue	110.00	0.00	0
C-01	Sherman Moon	110.00	0.00	0
C-02	Francis Waddell	110.00	0.00	0
C-03	Justin Case	110.00	0.00	0
C-04	Sean Fleur	110.00	-110.00	0
D-01	Darryl Werther	110.00	0.00	0
D-02	Lionel Hunt	110.00	-110.00	0
D-03	Jennifer McGall	110.00	0.00	0
D-04	Sheila Compo	110.00	0.00	0
E-01	Morris Paddington	110.00	0.00	0
E-02	Mavis Teller	110.00	0.00	0
E-03	Allen Trust	110.00	0.00	0
E-04	Monica Disco	110.00	0.00	0
20 Units		2,200.00	-1,310.00	0
Total 20 Units		2,200.00	-1,310.00	0

Bank Account Activity

Bank Account: OP CK (9794)

Date Range: 09/01/2018 to 09/30/2018

Based On: General Ledger Beginning Balance

Date	Payee	Transaction Type	Check/Deposit #	Cleared	Cash In	Cash Out	Running Balance	Description
Starting Balance							9,706.21	
09/04/2018		Deposit	Automatic Deposit	Yes	220.00		9,926.21	
09/04/2018		Deposit	Automatic ACH Deposit	Yes	220.00		10,146.21	
09/04/2018	Quorum Real Estate Property Management Inc.	Check	10006	Yes		500.00	9,646.21	Management Fee
09/05/2018		Deposit	Automatic Deposit	Yes	110.00		9,756.21	
09/05/2018		Deposit	Automatic ACH Deposit	Yes	110.00		9,866.21	
09/06/2018		Deposit	Automatic Deposit	Yes	110.00		9,976.21	
09/07/2018		Deposit	6	Yes	110.00		10,086.21	
09/10/2018		Deposit	7	Yes	220.00		10,306.21	
09/11/2018		Deposit	Automatic ACH Deposit	Yes	110.00		10,416.21	
09/12/2018	Quorum Real Estate Property Management, Inc.	eCheck	D31F-5838	Yes		20.00	10,396.21	Bank Service Charge
09/12/2018	AFCO	Check	10007	Yes		2,187.47	8,208.74	03-06454178-06
09/12/2018	ThyssenKrupp Elevator Corporation	Check	10008	Yes		1,406.74	6,802.00	3004122135
09/12/2018	ThyssenKrupp Elevator Corporation	Check	10009	Yes		579.06	6,222.94	5000928116
09/14/2018	City of Seattle, Dept of Finance	Check	10010	Yes		3,892.76	2,330.18	1961840000
09/17/2018		Deposit	Automatic ACH Deposit	Yes	110.00		2,440.18	
09/20/2018	M & C Consulting	Check	10011	Yes		850.00	1,590.18	10480
09/20/2018		Deposit	8	Yes	8,066.03		9,656.21	
09/24/2018		Deposit	9	Yes	110.00		9,766.21	
09/27/2018	BDR LLC	Bill Pay Check	30000000003	No		2,280.00	7,486.21	3048.HOA
09/27/2018	Quorum Real Estate Property Management, Inc.	eCheck	D9DA-5C1E	Yes		0.61	7,485.60	Postage

Annual Budget Comparison

Properties:

As of: Sep 2018

Additional Account Types: Asset, Cash, Liability, Capital

Accounting Basis: Cash

Account Number	Account Name	MTD Actual	MTD Budget	MTD \$ Var.	YTD Actual	YTD Budget	YTD \$ Var.	Annual Budget
Income								
402	Dues	1,540.00	1,650.00	-110.00	3,080.00	14,850.00	-11,770.00	19,800.00
	Total Operating Income	1,540.00	1,650.00	-110.00	3,080.00	14,850.00	-11,770.00	19,800.00
Expense								
600	ADMINISTRATIVE							
601	Insurance	2,280.00	100.00	-2,180.00	2,280.00	900.00	-1,380.00	1,200.00
602	Legal	0.00	75.00	75.00	26.50	675.00	648.50	900.00
605	Licenses/Permits	0.00	0.83	0.83	0.00	7.51	7.51	10.00
607	Bank< Service Charges	28.00	20.00	-8.00	189.00	180.00	-9.00	240.00
610	Management Fee	500.00	500.00	0.00	1,000.00	4,500.00	3,500.00	6,000.00
615	Office Supplies/Postage	0.61	12.50	11.89	-174.22	112.50	286.72	150.00
635	Reserve Study	850.00	116.66	-733.34	850.00	1,050.02	200.02	1,400.00
	Total ADMINISTRATIVE	3,658.61	824.99	-2,833.62	4,171.28	7,425.03	3,253.75	9,900.00
700	MAINTENANCE & REPAIRS							
701	Repairs & Maintenance	0.00	416.66	416.66	241.12	3,750.02	3,508.90	5,000.00
	Total MAINTENANCE & REPAIRS	0.00	416.66	416.66	241.12	3,750.02	3,508.90	5,000.00
	Total Operating Expense	3,658.61	1,241.65	-2,416.96	4,412.40	11,175.05	6,762.65	14,900.00
	Total Operating Income	1,540.00	1,650.00	-110.00	3,080.00	14,850.00	-11,770.00	19,800.00
	Total Operating Expense	3,658.61	1,241.65	-2,416.96	4,412.40	11,175.05	6,762.65	14,900.00
	NOI - Net Operating Income	-2,118.61	408.35	-2,526.96	-1,332.40	3,674.95	-5,007.35	4,900.00
	Total Income	1,540.00	1,650.00	-110.00	3,080.00	14,850.00	-11,770.00	19,800.00
	Total Expense	3,658.61	1,241.65	-2,416.96	4,412.40	11,175.05	6,762.65	14,900.00
	Net Income	-2,118.61	408.35	-2,526.96	-1,332.40	3,674.95	-5,007.35	4,900.00

Annual Budget Comparison

Account Number	Account Name	MTD Actual	MTD Budget	MTD \$ Var.	YTD Actual	YTD Budget	YTD \$ Var.	Annual Budget
Cash								
101.1	Operating Cash	-2,008.61	0.00	2,008.61	7,697.60	0.00	-7,697.60	0.00
	Total Cash	-2,008.61	0.00	2,008.61	7,697.60	0.00	-7,697.60	0.00
Liability								
240	Prepaid Rent	110.00	0.00	110.00	1,530.00	0.00	1,530.00	0.00
	Total Liability	110.00	0.00	110.00	1,530.00	0.00	1,530.00	0.00
Capital								
302	Opening Bal Equity	0.00	0.00	0.00	7,500.00	0.00	7,500.00	0.00
	Total Capital	0.00	0.00	0.00	7,500.00	0.00	7,500.00	0.00



At Quorum we take an individualized approach to management. We will curate a management plan that works specifically for your association.

From full time management, to strictly accounting support, let our team of experts help you maintain a well-run and thriving community.

Contact us today to receive a quote for your personalized HOA management solution.



REFERENCES

Nancy Boesen - Board President of the Boardwalk Condominiums
86 units

Steve Calkins - Board President of the Noble Firs Condominiums
79 units

Amy Dennis - Board President of the Lake Ballinger Estates Condominiums
128 units

Margie Meyer - Board President of the Walnut Hills Condominium
43 units

Aaron Lum - Board President of the Meridian 106 Condominiums
27 units

Ethan Richards - Board President of the Greentree Village Condominiums
54 units

Mary Jaeger - Board President of the Magnolia Villager
22 units

Cameron Martin - Former Board President of the Pheasant Hill
Condominiums - 92 units

Stephen Smith - Managing Partner at Sound Legal Partners, Condo Attorney

Theresa Torgesen - Managing Partner at Sage Community Law, Condo
Attorney

-Reference Phone Numbers Available Upon Request-

FELIX RODRIGUEZ

PRESIDENT & CEO / REAL
ESTATE BROKER

FELIX IS A HIGHLY SKILLED
RESULTS-ORIENTED
PROFESSIONAL WITH AN INTENSE
WORK ETHIC AND PROVEN
ABILITY TO DEVELOP STRATEGIES
WHICH ATTAIN COMPANY
FINANCIAL GOALS.

HE HAS AN EXTENSIVE
SUPERVISORY HISTORY AND
UNIQUE ABILITY TO WORK
COMPLEX SITUATIONS.

LET'S WORK TOGETHER!

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FELIX IS THE OWNER OF
QUORUM REAL ESTATE AND
HAS BEEN EMPLOYED EITHER
AS A WASHINGTON STATE
LICENSED LOAN ORIGINATOR
OR LICENSED REAL ESTATE
AGENT SINCE 2002.

IN ADDITION TO PROPERTY
MANAGEMENT, HE HAS A
SUCCESSFUL SALES PORTFOLIO
AND IS HAPPY TO HELP SELL
YOUR CONDO WHEN THE TIME
COMES!



JAN BUNKER

PROPERTY MANAGER / REAL ESTATE
BROKER / RESIDENTIAL & COMMERCIAL
/ SALES & LEASING

JAN IS A LICENSED **PROPERTY
MANAGER AND REAL ESTATE
BROKER**. SHE HAS A PORTFOLIO OF
18 CONDOMINIUM ASSOCIATIONS
HERE AT QUORUM.

SHE HAS WORKED AT A SCHOOL
FOR THE DEAF IN SHORELINE AND
WAS A FREELANCE INTERPRETER
FOR THE DEAF WORKING
PREDOMINANTLY FOR THE
SHORELINE AND EDMONDS PARKS
DEPARTMENTS.

LET'S WORK TOGETHER!

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JAN IS THE **COMMUNITY
ASSOCIATIONS MANAGER** AT
QUORUM. SHE HAS BEEN A
FACILITY MANAGER FOR
SEVERAL YEARS.

JAN HAS BEEN ACTIVELY
INVOLVED ON THE BOARD OF
THE CONDOMINIUM
ASSOCIATION WHERE SHE
LIVES, AND HAS WORKED ON
WIDE VARIETY OF PROJECTS
OVER THE YEARS.



JEREMY DOWNEY

SPECIAL PROJECTS MANAGER / CONDO
MANAGER

JEREMY HAS AN EXTENSIVE
BACKGROUND IN REAL
ESTATE, MARKETING, TEAM
AND PROJECT MANAGEMENT,
BUSINESS MANAGEMENT
AND IS A CUSTOMER SERVICE
EXPERT. HE SPENT MANY
YEARS AS MANAGER AND
TRAINER FOR AT&T WIRELESS
AND AS A REALTOR IN MILL
CREEK AND SURROUNDING
AREAS.

LET'S WORK TOGETHER!

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AS OUR SPECIAL PROJECTS
COORDINATOR HE ACTS AS
THE DIRECT CONTACT FOR
OUR VENDORS INSURING
YOUR PROPERTIES HAVE THE
EYES AND EARS NEEDED ON
EACH PROJECT FROM START
TO FINISH AND ON BUDGET.

JEREMY WAS BORN AND
RAISED IN THE SEATTLE AREA
AND HAS LIVED IN THE
NORTHWEST HIS WHOLE LIFE.
HE ABSOLUTELY LOVES
EVERYTHING OUTDOORS
FROM SPORTS TO CAMPING,
HIKING TO RIVER RAFTING.



SAMSON RODRIGUEZ

ASSISTANT PROPERTY MANAGER /
FINANCIAL OFFICER

SAMSON GRADUATED
FROM WESTERN
WASHINGTON
UNIVERSITY MAGNA
CUM LAUDE WITH A
MAJOR IN BUSINESS
ADMINISTRATION WITH
A CONCENTRATION IN
FINANCE AND A MINOR
IN INTERNATIONAL
BUSINESS.

LET'S WORK TOGETHER!

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HE HAS BEEN WORKING
WITH QUORUM REAL ESTATE
FULL TIME SINCE
GRADUATION AND ASSISTS
IN THE MANAGEMENT OF
RENTAL PROPERTIES AS
WELL AS COMPANY-WIDE
STRATEGIC PLANNING.

WHEN HE IS NOT AT WORK,
SAMSON ENJOYS TRAVELING,
HIKING, EXERCISING, AND
WATCHING SPORTS.



MANAGING A BETTER SEATTLE



Spanish and Sign Language
Interpretation Available

