



## A Message from Julie Menas

**M**enas Realty Company is looking forward to a productive year as we enter into 2018.

Economists in the building industry are projecting that there will be an increase in the number of building permits this year, almost double the amount compared to 2017. Not only does Menas Realty Company specialize in managing established communities, but we also take pride in our new development management services as well. Currently, fifty percent of our business comes from Private and Public Home Builders. Menas Realty Company strives to build long, lasting relationships with all of our clients and we are looking forward to creating new relationships in 2018.

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## PROMOTIONS



Samantha Emig has been promoted from Director of Community Management to Director of Operations. Samantha will continue to oversee the Community Management Department and the

Administrative Department, while assisting in the implementation of business policies, procedures, and strategies. Samantha will also continue to work with the executive team to ensure the staff has the tools and the knowledge base to exceed company standards and seek out avenues to improve and implement the strategic growth plan to expand and position Menas Realty Company as a leader in the HOA management industry. Samantha is an expert at balancing internal management with external leadership, business development, and visibility to support the growth goals of the company.

## ABOUT ROOF LEAKS

As we enter the time of year where Southern California normally experiences rain, it is important to be well informed on the responsibilities of your Association regarding roof leaks and subsequent water damage. Although associations are typically responsible for exterior repairs in a condominium or attached townhome community, it doesn't necessarily mean that the association is responsible for interior repairs as well. It is important to review the governing documents for your Association to understand the maintenance responsibilities of both parties as it pertains to regular maintenance and insurance claims. If you are

unsure, your Community Manager is a great resource to help you develop a more thorough understanding regarding responsibility.

## FEATURED: SAN DIEGO TRIBUNE

Menas Realty Company was recently featured in an article from the San Diego Union Tribune outlining what an overfunded reserve account can mean for an association. The article outlines why an overfunded reserve account could have a negative effect on an association, and what to do about it. You may view the whole article at <http://www.sandiegouniontribune.com/sponsored/real-estate/sd-sponsored-menas-realty-company-20171006-story.html>.

## REFERRALS!

Menas Realty Company is a pioneer in the homeowners association management industry, and most of our business comes from referrals. Give us a call or Email us if you hear of someone interested in our services. If Menas Realty Company acquires a new account because of your recommendation, a nice referral gift will come your way!

**As a reminder, if ever you or your homeowners are not receiving the best possible customer service, as the CEO of Menas Realty Company, I want to know about it. I work alongside my employees, all day, every day. We are a very tight-knit group and they know I expect each of us, including myself, to provide the best possible service we can. Please either call or email me directly.**

**-Julie Menas, President and CEO**