

managing your investment

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Since its conception in 2003, EnQuinta Property Management has understood that its role to the property owner exceeds the traditional remit of providing administration, housekeeping, garden, pool and technical services when a problem occurs.

Managing Director, Nick Austin says: “In order to differentiate ourselves from the huge selection of management companies in the Algarve, we approach the concept of being a property manager differently, reflecting the change in the type of investor to the Algarve. Of course EnQuinta offers

Text: Troy Redwood
Photos: courtesy EnQuinta

the full spectrum of administration and property services, but we also work hard to deliver 'value-added' services typical of a hotel concierge and also to develop key relationships with third parties who directly or indirectly impact the owners return on investment".

Today's investor in Algarve property is looking for a manager that understands the need to achieve a positive return on his/her investment. This may simply be driven from capital growth on the property itself, meaning EnQuinta brokers the most competitive rates and maintains all aspects of the property to the highest possible standards. But, more typically, investors are looking to see a return during the periods when they're not using the property themselves.

This is where Nick's previous experience with a leading US software company comes into play. As former Director of Business Development, he identified and established key

partnerships to ensure the product reached the target audience via partners who totally understood the product and services being offered. This approach has been adopted and deployed successfully by EnQuinta, which has established an extensive partner network in key European territories.

But this is only part of the role EnQuinta plays, as Nick Austin explains, "The agents we work with are the leaders in developing their chosen region or market. We then support our partners fully by ensuring that their clients' holiday experience exceeds expectations - from the moment of arrival to the point of departure. Our role isn't simply to be 'on-hand' if there's a problem with the property - we're there as property manager plus concierge desk for whatever the client needs, whenever it's needed. Looking after both the property and the rental clients ensures that the experience is

good for everyone involved - the agent, their client and the owner."

"Today's property manager needs to act as a dynamic hub for all aspects of the property and its owners' interests. EnQuinta not only fulfils this but also adds greater value, thus helping to deliver the best return on the owner's investment."

But the key partnership in all this is between EnQuinta and its owners, and again Nick Austin offers an innovative approach. "We recognise that our owners are very busy people and time dictates that they're not always able to speak to us directly - but that shouldn't mean they're not able to access information on their property anytime they want. So, in the very near future we'll be unveiling a dynamic new element to our administration service which will allow owners to do precisely that. All will be revealed soon - watch this space! But we're happy to take calls from owners who'd like to know more."



EnQuinta Property Management

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