



By Lalaena Gonzalez-Figueroa

Pauline Kemp and Jennette Properties:
Sarasota's Leasing and Property Management Resource

explains Pauline. "That's huge, and has allowed us to become incredibly successful in our field of expertise."

Property management and leasing, adds Pauline, is an industry that requires commitment and dedication. "I can't imagine trying to manage a business that includes working with buyers and sellers, as well as property management," she asserts. "This is a demanding business, and we're dedicated to ensuring that renters and property owners enjoy the best experiences possible."

Pauline's comprehensive menu of services includes a concierge-level of individualized care. She previews properties and advises owners on updates and cosmetic improvements that may add appeal to dwellings. The New York native, who studied interior decorating and design, has an innate sense of how to enhance a space by utilizing furnishings, accessories and colors. This, she notes, is particularly important for out-of-town clients who frequently lease properties off of professionally-created website photos and virtual tours. Pauline is also well-versed in the local rental market, and assists property owners in effectively pricing their homes and condos.

Prospective renters are thoroughly vetted, with qualifications presented to property owners. "We complete background checks on everyone, including those who come highly recommended by local agents or past clients," says Pauline. "Property owners then have confidence in knowing that they're able to make educated decisions when they select their residents."

Jennette Properties is well-connected with a host of local vendors and contractors. As such, the company is able to handle maintenance issues on behalf of property owners. "Many of our owners don't live hear year-round," she says. "With our

great database of local professionals, we can quickly hire specialists like plumbers, contractors and a/c technicians to address issues that may arise. These people understand our expectations and are prompt and reliable in their work."

Pauline's clients know that, beyond the typical rent collection and detailed transaction information, they'll receive specialized attention from a team of professionals. "We're intimately familiar with local condominium HOAs, and work to ensure that owners and rentals are in compliance with association rules and regulations."

Her community connections allow Pauline to also assist renters in finding the properties that will best suit their wants and needs. An aficionado of the region's ample cultural offerings, she works closely with individuals and families to help them find places that feel like home, and that have convenient access to the local amenities and businesses that will complement their lifestyles. "I've never moved anybody into a dwelling that I wouldn't live in myself," she asserts. "Our residences are spotless, with everything in working order. We bend over backward to ensure that renters have a great experience when they move into one of our properties."

Pauline looks forward to continuing to work with property owners and residents, and to further expanding her network of trusted real estate partners. "We have the pleasure of meeting great people from all over the world," she smiles. "It's such a wonderful opportunity and I love helping them discover the treasures that abound here in Sarasota."

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For nearly fifteen years, Pauline Kemp has offered exceptional leasing and property management services for a wealth of local and out-of-town clients. Specializing in high-end properties, Pauline has established an outstanding reputation with consumers and real estate professionals alike.

She launched her career in real estate sales, and Pauline's strong work ethic and relationship-centered approach proved a solid foundation upon which to build a thriving business. Though she became a million dollar producer, there were elements of the industry that didn't appeal to her. "I loved working with my clients, but wanted a new setting," Pauline reveals. That opportunity arose when her former colleague Richard Jennette asked her to join his property management firm.

Jennette Properties was founded as a unique business model: the company works exclusively in property management and leasing, partnering with local real estate agents who retain their clients' business when they purchase or sell.

"Agents who refer their tenants and property owners to us know that they are not giving up their future business,"



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