

TOP AGENT

MAGAZINE



CHRISTOPHER P.
DESANTIS

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As a child, Christopher DeSantis loved watching his father invest in and manage properties. “I remember him taking me to see properties, and I even assisted him with helping tenants and organizing the leases,” Chris explains. It was clear to Chris how powerful real estate could be, and it felt natural for him to enter this industry during college. He purchased his first condo then, and after growing out of it, he decided to turn it into a rental unit. Since then, he’s continued to invest in real estate and manage his own properties as well as others. Today his company, DeSantis Property Management, manages around 600 properties. This high level of success was achieved in just a few years, as Chris has dedicated himself to reaching great heights. His talent is undoubtable, as he treats each property and tenant as if they were his own. With a team of portfolio managers, assistant property managers, leasing managers, and his wife Nikki DeSantis running the office and books, Chris’ business is truly thriving.

Serving the greater Pittsburgh area, many of their clients find them through referrals. And once they do find DeSantis Property Management, they never hesitate to have them manage their entire portfolio. “They usually start with one or two properties to get a feel for us,” Chris explains. “Then they let us manage their other properties, and also refer us to friends that are either self-managing or managing under another company.” Chris recognizes the difficulty in finding high quality property managers, with many companies being unresponsive or slow to act on problems. “I get calls every day from people telling me their property management company isn’t getting back to people, and we let them know that we always answer our calls and get things done quickly.” The focus of Chris’ business is communication. By frequently taking the time to talk with tenants and clients, issues are handled promptly and everything goes smoothly. They’re also always looking for ways to maximize the quality of the properties





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they manage, helping their owners earn more rent income. “We will go through and discuss things that could be improved, like putting in new flooring or painting the walls,” Chris says. “We’ll show them that not only will it look nicer, but it will give them X amount more in rent.”

When a unit is listed, Chris and his team give owners weekly updates, and send out reports indicating how many tenants visited the property and applied. Some potential renters will provide feedback after they’ve seen it, and Chris will share that with the owners. Tenants are screened thoroughly, with DeSantis Property Management only selecting those with the best financials, credit histories, and positive rental backgrounds. Once the unit is rented out,

the communication doesn’t stop, with Chris and his team sending out reports demonstrating how much has been spent on repairs and other miscellaneous costs. “A lot of our owners are out of state or even out of the country, so at a minimum we’re calling them regularly to talk about where things stand.”

Chris understands that his owners lead busy lives, and want a property management company to take the reins on their units. As he looks towards the future, he hopes to continue spreading the word about the value of property managers. “My goal as a person in this industry is to help build the awareness about what a high quality property management company looks like, and how much relief it can provide owners.”





For More information about
DESANTIS PROPERTY MANAGEMENT,
visit DeSantisPM.com, or call 412-631-3100

Christopher DeSantis photos by Trista Gehrlein