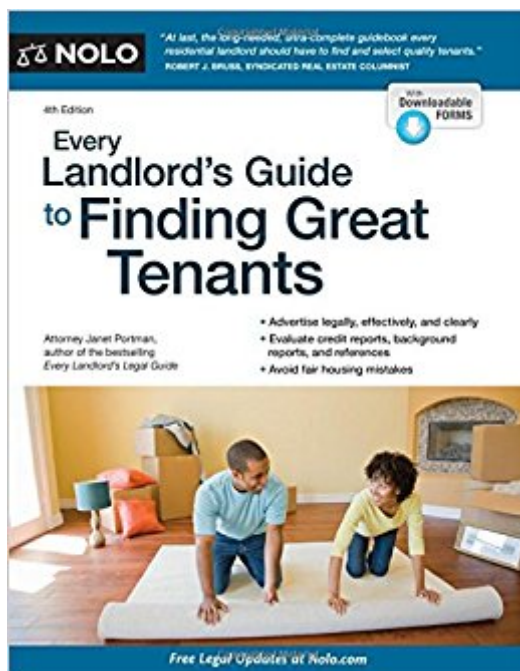


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# Every Landlord's Guide To Finding Great Tenants



## Synopsis

Protect your investment! Choosing new tenants who will pay on time, respect your property, and stay for an extended period, will make your life easier and your business more profitable. This book guides you through the process of attracting, screening, choosing, and getting the best renters possible. Just as important, it shows how to avoid problem tenants. You'll learn how to: avoid discrimination complaints advertise effectively screen tenants over the phone show the unit evaluate applications examine credit reports check references make a rental offer reject applicants and much more. Every Landlord's Guide to Finding Great Tenants provides dozens of forms and checklists for every step, with easy instructions to fill them out. This edition has been fully updated to reflect the latest changes in the law in your state.

## Book Information

Series: Every Landlord's Guide to Finding Great Tenants

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## Customer Reviews

"At last, the long-needed, ultra-complete guidebook every residential landlord should have to find and select quality tenants." Robert Bruss, syndicated real estate columnist "Pairs business and legal advice for those who own or manage rental property.... Helps readers with everything from conducting an open house to screening tenants without engaging in discrimination." Library Journal "Offers balanced advice on the topic, shedding light on both the legal and practical aspects of finding great tenants." Los Angeles Times "Covering all the angles, this book is a must read for landlords before handing out the keys to their investment." Helene Lesel, syndicated real estate columnist "Portman, an attorney and legal editor specializing in landlord-tenant law, offers a guide

for landlords to finding great tenants. She explains reasons to choose good tenants, complying with discrimination laws, dealing with current tenants before looking for new ones, advertising, showing the rental, preparing application and screening materials, fielding initial questions and phone screening, preparing the rental for an open house or showing, showing it and negotiating with prospective tenants, evaluating applications, checking credit scores and references, checking criminal backgrounds, selecting and working with a tenant-screening agency, choosing the new tenant, and rejecting applicants." Eithne O'Leyne, Editor Ringgold, Inc., ProtoView

No rental property can survive the ravages of a determined, bad tenant. Owners need to scrupulously screen applicants to make sure that their investment will be well-used and that the rent will be paid. Learn how to avoid poor risks, while avoiding fair housing claims.

If you are interested in becoming a landlord, then you must have this book in your reference library. There is lots of information that you can use and plenty of additional resources. Don't start a rental business without reading this book.

I've purchased five of these Nolo books that are helpful for Landlords and they are a wealth of information specific to the topic. They are great for resources because they are carefully indexed, so you can go right to the topic you need. But, they are not bad to just read and pick up on something that you missed - especially important with this topic because tenants are where the money comes from! They aren't dry, textbook reading. All have been well organized and very helpful. I'm a relatively new landlord - okay - brand new. I believe these books have given me the foundation and supplied the information that I need to manage my business well. I had given a little thought, but not enough, to this important aspect of being a landlord. I had a decent feel for the best type of tenants, but not a clue how to find them. Just as important, is how to get great tenants without getting into trouble with housing regulations. I'm not talking about "loopholes" and shady business. There are many legal issues clarified here, along with practical information about how to use those without abuse. This book has good references for both general regulations and state specific regulations for properly selecting and dealing with tenants. It's not JUST legal - it will improve your quality of service and professionalism.

"Finding Great Tenants" is a Fantastic crash course for the new Landlord out there. All you need to know to get great tenant is between the covers of this book! You get your moneys worth and more

here :)

Very good book in good shape.

Detailed by good writing and many facts necessary to carry on business as a successful landlord.

I suppose I'm one of the best persons to review this book because I've been a landlord for 30 years. I concur with the idea stated in this thorough, exhaustive book that the choice of your tenant is the most important one you'll make when you decide to rent out a house. I can tell you from first-hand experience that you will meet and do business with all kinds of people, from the woman who moved the bed into the living room for the space, and used the bedroom as a port-a-potty for her multiple cats, to the nice couple with two children who lived in your house for several years doing well, until the husband started using drugs, began beating his wife, keeping his kids in rags, getting fired from multiple jobs, and finally having to be evicted. Then there are the joyous tenants who work with you to keep the house in tip-top shape because, well, it's where they live and they like to live in a nice environment. And when they leave you are left with nothing to do but to change the locks and hang up the 'For Rent' sign up. (Sadly in the minority.) 'Every Landlord's Guide...' comes from the solid publishing house of Nolo Press, who has found a profitable niche in providing generalist legal guides on all subjects, including how to be a landlord, how to hire people, how to be a good neighbor and how to resolve disputes in a neighborly way. They even have a book on how to evict bad tenants, which I unfortunately had to purchase for my druggie tenant. Took a while to get him out, too. As it's written by a lawyer, the book could be faulted only in that it is depressingly complete. The author wants everything written down, including interview sheets, tenant evaluation sheets, tenant telephone call sheets, credit sheets, application checklist sheets, a rehearsed script for your answering machine, etc etc. I suppose this is what you want to have if you are unfortunate enough to go to court, but I don't think the average person is that obsessive. I will tell you that I am not, and I've done OK over the past 30 years. However, author and attorney Janet Portman probably loves clients who do all of the legwork to make her task of suing bad tenants easier. And she properly brings up the ridiculous folks who want to sue at the drop of a hat, claiming discrimination over everything. I don't mean racial and the like, I mean the number of people per bedroom (there are laws covering that) Americans with Disability Act modifications (who pays for what for modification) etc. These are called protected classes and unless you want to make your life miserable, you have to play by the rules. Not hard. But posting my non-discrimination poster at my home where I do my

work but tenant never see? A bit much. Appropriate for an apartment house, but not for the small-time landlord. Of course, you can just use what applies to you. Am I glad I got this book? Yes. I thought I knew everything about landlording, but I've learned a few things from the book, always the sign of a helpful tome, one worth buying. And if I was just starting out, I'd run out and get this book even before I bought my first rental property. Know what you are getting into! It's not always an easy business. (Did I tell you about the woman who wanted me to come out to her house to change every light bulb when it burned out???) Or the woman who stapled black construction paper on every wall and ceiling in the bedrooms? (I think I was pulling staples out of that house for years afterwards). Or the troubled 14 year-old girl who spray-painted obscenities all over the inside of the house she lives in with her grandmother? (Four coats of paint to hide all of that.) Highly recommended. This is a reference work that can be used in bits and pieces as needed, or read completely through, and then marked up with notes on the parts that seem most important to you. This one is a keeper!

In *Finding Great Tenants*, a knowledgeable landlord/tenant lawyer combines common sense business and legal advice for those who own or manage rental property. It helps readers with everything from conducting an open house to screening tenants without engaging in discrimination. The book covers the legalities involved in obtaining credit, criminal background, and Megan's Law reports. The advice on negotiating with tenants and evaluating applications and credit reports will be particularly useful to new landlords. Even more experienced landlords will find the forms and evaluation tools especially useful in the current economic conditions as it is often important to look at the totality of a situation rather than focus on any one aspect of the landlord-tenant process. This is especially important when job changes and other factors have caused you to become a landlord due to the inability to sell a property and renting it out is the only way to manage the situation.

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