

# Tonight's Topics

- Advertising Properties for Rent
- Showing Properties
- Screening Tenants
- Leases & Security Deposits
- Moving Tenants In
- During The Lease
- Moving Tenants Out
- Tips, Tricks, & Recommendations
- Self Manage or Property Management?
- Q & A

# Advertising Properties for Rent

- Photos Matter - Exterior only isn't good enough
- 3D Virtual Tours - Expensive but could save you hundreds down the road
- Yard Signs
- Post Online
  - Craigslist
  - Zillow / Trulia
  - Hot Pads
  - Apartment.com
  - Apartmentlist.com
  - Livelovely.com

# Showing Properties

- Don't show the home to everyone - get them pre-qualified
- Confirm Appointments - They don't confirm, you don't go
- Let someone know you're showing
- Existing Tenants need to know you're coming
- Group showings to save time

# Screening Tenants (18+)

- 600 Credit Score
  - Background Check
  - Eviction Check
  - 3x's Monthly Rent in Gross Income
  - Call Previous Landlords (Current & Previous)
  - Call Their Employer
  - Know the Fair Housing Laws - treat every tenant equally
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- [www.rentprep.com](http://www.rentprep.com)
  - Property Manager Tenant Placement (Typically 1 Month Rent)

# Leases & Security Deposits

- You Need a Bulletproof Lease
    - [www.biggerpockets.com](http://www.biggerpockets.com)
    - Talk to an Attorney - Make sure it's valid for Colorado
  - Make it Clear & Concise
  - Everything needs to be written out - no assumptions
  - Avoid Month-to-Month - Renew Leases
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- Security Deposits = 1 Months Rent

# Moving Tenants In

- 2 Week deposit to hold in writing
- What you need before handing the keys over
  - Renters Insurance with your property listed
  - Proof of utilities in their name
  - Security deposit and first month's rent
  - Signed lease
  - Move In / Move Out Condition Form

# During The Lease

- Respond to tenant needs quickly
- Don't let maintenance problems wait to long
- Make sure your tenants know when you are coming by - surprise visits are not allowed
- Be careful who you give keys to
- Try your best to find insured handyman - hard to do and cost extra
- Don't bother your tenants if they don't need to be
- Make rent easy to pay
- Check in the mail will always be late
- Minimum 4 Inspections during the year - beginning,  $\frac{1}{3}$ ,  $\frac{2}{3}$ , 1 year

# Moving Tenants Out

- Move out inspections should be done after the tenants are 100% out
- Inspect properties carefully
- Don't hand back security deposits early or till you have to (30 days in Colorado unless lease specifies otherwise, maximum 60 days)
- Use your Move In / Move Out Condition Form

# Tips, Tricks, & Recommendations

- Never use your Tenants as your handyman
- Don't let late rent slide - post the eviction notice right away
- Don't ask for too much rent - stay at market rate - keep Vacancy low
- Allow dogs
- You won't be able to avoid the emotional support animals - be ready for it but verify documents
- Late Rent - If your tenants are working with you, you should work with them, but don't let late rent go to long
- Never commingle your tenants security deposits with your own - Its still their money and you can't use it for other investment purposes
- Be ready for season maintenance
- The Lease is the enemy, not you the Property Manager

# Self Manage or Property Manager

- Time - Do you have it?
- Are you local?
- Can you be a bulldog or are you too nice?
  - “Nice” investors often give their properties to fix and flip investors down the road
- Do you have the systems in place?
- Are the hard decisions going to keep you up at night?
- Are you ready for midnight calls?
- Do you have a good accountant? - Don't forget about taxes!

## Q & A



### Solid Rock Realty Property Management Cost

- 10% of RENT **COLLECTED**
- No hidden fees or expenses
- Assuming 8% Vacancy, Property Management Fee is actually **9.2%**
- Free 3D Virtual Tours



***Moving you forward***