

# RENTAL HISTORY REPEATS

By Mr.Landlord

## RENTAL HISTORY MOST OFTEN REPEATS ITSELF

One landlord recently shared his frustration on the MrLandlord.com Q&A regarding renting to unmarried couples, and the fact that they often move within 6 months. He also wanted to know how can he legally discriminate against unmarried couples.

One of several landlords offered great advice by suggesting that the landlord analyze his past tenants. You will find the ones who stayed a short time also stayed a short time at their prior place. Make it part of your written criteria that applicants must have stayed with their prior landlord at least x number of months. Some people do move from one eviction to another, or every year if they make it that long. You can predict who these people are. Ask for their two previous landlords. If they had more in the past five years, get them all. The sheer number of moves will tell you all you need to know and give you a firm legal reason not to rent to them as it is the turnover costs that kill us. Plus, as you will require a good prior landlord reference, a quick mover isn't going to have a good reference. It all comes down to good screening based on good written criteria.

The above suggestion really hit the nail on the head in regard to RENTAL HISTORY as the specific criteria the landlord should focus on as he seeks to improve his screening. With my point-based screening criteria, I give one point if the parties have been at their last residence for at least one year, two points for two years and 3 points for three years or longer. Please note, one other big KEY to my criteria is that if more than one adult is applying, and they have both not been at the SAME prior residence for at least one year they do not qualify for any points in regard to my rental history criteria. And this criteria has nothing to do with whether they are married or not, they are all screened the same. Using this criteria has helped me have far better success than I used to have when trying to identify applicants who are far more likely to stay beyond one year.

*These tips are shared on MrLandlord.com website and in the Mr. Landlord newsletter from website contributors, Jeffrey Taylor (founder) and real estate authors featured on the site. To receive a free sample of the Mr. Landlord newsletter, call 1-800-950-2250 or visit their informative website at MrLandlord.com, and learn how you can receive a free landlording book.*

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**Chris Anderson**  
503-783-2442  
chrisanderson@johnlscott.com  
www.johnlscott.com/  
chrisanderson



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