

Landlord Questions

Name of landlord: _____ Date: _____

Name of tenant: _____

Primary questions:

1. What were the dates when the tenant lived in your building? _____
2. What was their rent rate at that time? _____
3. Did they make all rent payments? _____
4. Did they ever pay late? (How many times and how late?) _____
5. Did you have to serve them with any notices? _____
6. Did you have to evict them? _____
7. Did you offer them a lease renewal? (Note: do not ask if the landlord was "planning to offer a renewal.") _____
8. Has the tenant given notice of their move? If they are breaking a lease, what sort of penalty will be assessed? _____
9. Did tenant observe all rules of the property? _____

If the tenant has already moved out, you can also ask:

- Did tenant incur any deductions for damages when/if they have moved out? _____
 - How much did it cost you to restore the unit upon the departure of the tenant? _____
- Did tenant keep any pets? _____
- Did tenant have any houseguests that stayed for more than 2 weeks on a regular basis? _____
- Did tenant smoke in the property? _____

Notes: _____

Script: My name is __ (Your name) __ and I'm a local real estate investor in the area. You do not know me but I was calling because I am working with a __ (Applicant's name) __ who claims to be a past tenant of yours at __ (Address of rental property owned by this landlord. This address is listed on the *Release of Rental Information* form.) __. I was calling to hopefully get a reference from you concerning this past renter. If you do not feel comfortable answering a few simple questions I would happy to send you over a *Release of Rental Information* form first. Either way I just had a couple questions for you. (wait for landlord to reply)