

Developing Your “Gut Feeling” for Selecting Tenants



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Brent Davies
REAL ESTATE

YOUR IDEAL TENANT



3 Qualities you are looking for:

1 _____

2 _____

3 _____

Neighbourhood and Property Profile

Type of Property: _____

Socio-Economic Level (circle one): Tough Low Medium High

Neighbourhood Police Station: Yes No

Pawn shops\payday loans with 800 M

Tenant Profile

Good tenant history

Long term tenant or Short term tenant

Payment history: good fair poor

Credit report: good minor defect major defect

of Cars: _____

of Adults: _____

Pets\Smoking: _____

Interview Questions

When are looking to move?

What do you for a living?

Where do you live now?

Why are you moving?

Who will be living in the suite?

5 HOT BUTTONS

I need a place right now!

My landlord is a jerk

Looking on behalf of a friend

I will take the property sight unseen

Why do need my personal information?

MY NEW TENANT PROFILE





Brent Davies
REAL ESTATE

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- Multi Family Consulting
- Multi Family Buyer's Agent
- Edmonton Discovery Tours for New Investors (every second Wednesday night, check www.brentdavies.com for updates).

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