

## Keeping the 'BAD' Tenants Out of Your Property

It's every property owner's nightmare - a tenant who falls behind in rent and causes damage.

Part of the reason that owners hire a professional Property Manager is that we have the expertise and resources to look into a tenant's history and make an objective appraisal.

All rental applications that come into our office are put through a very stringent procedure, which has been developed and streamlined over the past decade. We have formulated a 2-page checklist which is completed by the Leasing Department and approved by the Property Manager - even before it is presented to our owners.

In fact, many applications don't even make it to the owner. Our philosophy is this: If we think the applicant is a high-risk tenant and would not put them in our own property, why would we offer them to our Client?

There are plenty of good, decent tenants who do the right thing, and these are the tenants that we are focused on attracting.

So what constitutes a high risk tenant? We consider any tenant who is likely to cost the owner financially, as a high risk. This could include a tenant with insufficient income to support the weekly rent, or a tenant with a poor rental history.

But here is the tricky part - often a high-risk tenant is not always obvious. Bad tenants with poor rental histories often lie on their application. They put down fake referees, supply forged documents... and if the agent is not on their toes, they can slip through.

The important thing to remember is; no matter how much you want your vacant property filled so that you start earning rent, it is a catastrophic mistake to accept a below-standard tenant and 'hope for the best'. You may feel temporarily relieved (for about one week) but as time goes by and the rent falls behind and the property starts looking like a dump - you will regret that you didn't wait just another week to put a decent tenant in your property.

While there are never any guarantees, our highly trained team following a tried and tested procedure will offer you the best chance for a low-risk tenant.

### Property Manager vs. Self-Manage

I have an interesting story to share about one of our new clients who decided to increase his chances of finding a tenant by advertising online on 'Gumtree'. He included his phone number and referred all who called him to apply to our office.

He was inundated with calls from eager tenants - who all seemed to have a story of a recent eviction or inability to pay a rental bond. Our office ended up receiving only two applications through Gumtree - and both of those were listed on a Tenant Default Database. It appears that tenants with poor rental histories tend to apply to these kinds of ads because typically, the ads are listed by owners who self-manage, do not have access to tenant databases and are not trained to identify inconsistencies in an application. Self-managing owners are therefore more prone to end up with a below-standard tenant.

Our client decided to remove the ad after two days.

# LEASED IN MAY

Judtih St, Morayfield	4 Bed House	\$300 (new)
Peachfield Dve, Morayfield	3 Bed House, Carport	\$320 (new)
Silky Oak Dve, Morayfield	4 Bed House, ens, DLUG	\$320 (dec \$10)
Broadway Ct, Caboolture	4 Bed House, ens, DLUG	\$320 (new)
Newmarket Dve, Morayfield	4 Bed House, ens, DLUG	\$340 (same)
Racemosa St, Caboolture	4 Bed House, ens, DLUG	\$350 (same)
Wombat Pl, Morayfield	4 Bed House, ens, DLUG	\$360 (same)
Bilby Dve, Morayfield	4 Bed House, ens, DLUG	\$360 (same)
Neitz St, Morayfield	4 Bed House, ens, DLUG	\$360 (same)
Brushbox Pl, Upper Caboolture	4 Bed House, ens, DLUG	\$370 (new)
Lloyd St, Caboolture	4 Bed House, ens, DLUG	\$375 (same)
Turina Pl, Burpengary	4 Bed House, ens, DLUG	\$375 (same)
Grange Ct, Narangba	4 Bed House, ens, DLUG	\$390 (same)
Thorpe St, Burpengary	Brand New 4 Bed House, ens, DLUG	\$420 (new)
Janet Ct, Narangba	4 Bed House, ens, DLUG	\$440 (same)
Fountain Rd, Burpengary	5 Bed House on 10 acres, 3x Bath, DLUG, Shed	\$670 (new)
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River Hills Rd, Eagleby	3 bed Townhouse, ens, SLUG	\$320 (new)
Jellicoe Street, Loganlea	3 bed Townhouse, ens SLUG	\$335 (new)

## CALENDAR DATES FOR JUNE

Wed 3rd June  
Wed 10th June  
Wed 17th June  
Wed 24th June  
Wed 1st July

Monthly Statement  
and  
End of Financial  
Year Statement  
Issued

Wed 1st July

DISBURSEMENTS

OFFICE HOLIDAYS

Queen's Birthday  
Holiday  
Mon 8th June

## North Harbour - Site Visit

Last month, Michelle and Laura were treated to a site visit of the North Harbour Estate in Burpengary.

This much-anticipated residential development includes plans for a proposed Marina which is yet to be approved, but is the hottest talking point in the area.

Although road base is yet to be laid, stages 1-3 have been sold out. If you are looking at buying a new build as an investment, contact Michelle who will put you in touch with someone who can assist you.

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