



# My East Bay Agent Leasing

*A full service property management company*

## **Applicant Screening**

Attracting good qualified tenants is the name of the game! It is our goal to create a good tenant/landlord relationship. This will help you to both receive rent on-time and encourages the tenant to keep the property in a well maintained condition. Moreover, if we find a good tenant, and they like living in the home, they become a long term tenant. Long term tenancy reduces the vacancy rate, which in turn increases your profit.

There are two types of tenants out there. We call them Type A and Type B tenants. Type A tenants are similar to a real estate buyer: they are highly motivated tenant; they are educated on the market; and, they know that a property management company will have many more options to choose from. These tenants expect to pay for a property management company.

Type B tenants have less than perfect credit; they rarely have enough money for their 1<sup>st</sup> month's rent plus security deposits; they may want to negotiate shorter leases; and, sometimes they don't take good care of the property. These types of tenants will often move other tenants in; they may have criminal backgrounds; and, past evictions.

Type B tenants won't normally call a property management company because they know how hard we will scrutinize their file, their credit, and their background. At My East Bay Agent Leasing, we only present you Type A tenants.

When a prospective tenant is interested in your property, we require an application from each adult over 18-years of age that will be living at the property. We then screen each application for:

- ❖ Credit history from top credit agencies
- ❖ Bad check search
- ❖ Credit summary
- ❖ Megan's Law
- ❖ Risk score model
- ❖ Fraud search
- ❖ FICO score
- ❖ Bankruptcies
- ❖ Driver's license verification
- ❖ Eviction search
- ❖ Employment verification
- ❖ Income verification