



"When you own rental properties, the same attitude of not settling for just one comes along" can pay off big for the discerning property owner.

Something every landlord has to deal with once in a while, but recently it's become more challenging. I'm very interested in renting a home. We are good, but I need to be posted for one of the rentals:

security deposit. Is there any flexibility with the security deposit? We could pay it in 3 months, if that's an option."

...e," but they don't have enough in savings for a \$900 security deposit? I does not have the first month's rent and the security deposit. If tenants are not responsible, then they are just one emergency (expensive car repair, car accident, rent at all."

Total Approximate Time 8-10 Months



This woman probably thinks she is 'responsible' too...

So I responded, as politely as I could -- something along the lines of:

Furthermore, the chances of my getting the security deposit a few hundred at a time over four to five months are slim to none. Believe me, I have been there. Who needs that?

**A Changing Dynamic**

These days, I am noticing a big difference when I interview tenants in comparison with years past. Now, not only am I interviewing them, but they are interviewing me back!

- Are you going to sell the house?

Prospective applicants now routinely ask me things that tenants have never asked before: