

LANDLORDING 101

ESSENTIAL TIPS FOR SUCCESS

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AGENDA



RENTAL TIPS



TOP 10 RENTAL LAWS



RESOURCES

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- IT Consultant, DoD
- Founder,
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The Best Tools and Resources for Independent Landlords.



STATE LAWS & REGULATIONS

State-specific laws and regulations for independent landlords



SERVICES DIRECTORY

Our list of the best on and offline tools for independent landlords.



THE LANDLORD GUIDES

The definitive step-by-step guides for independent landlords.



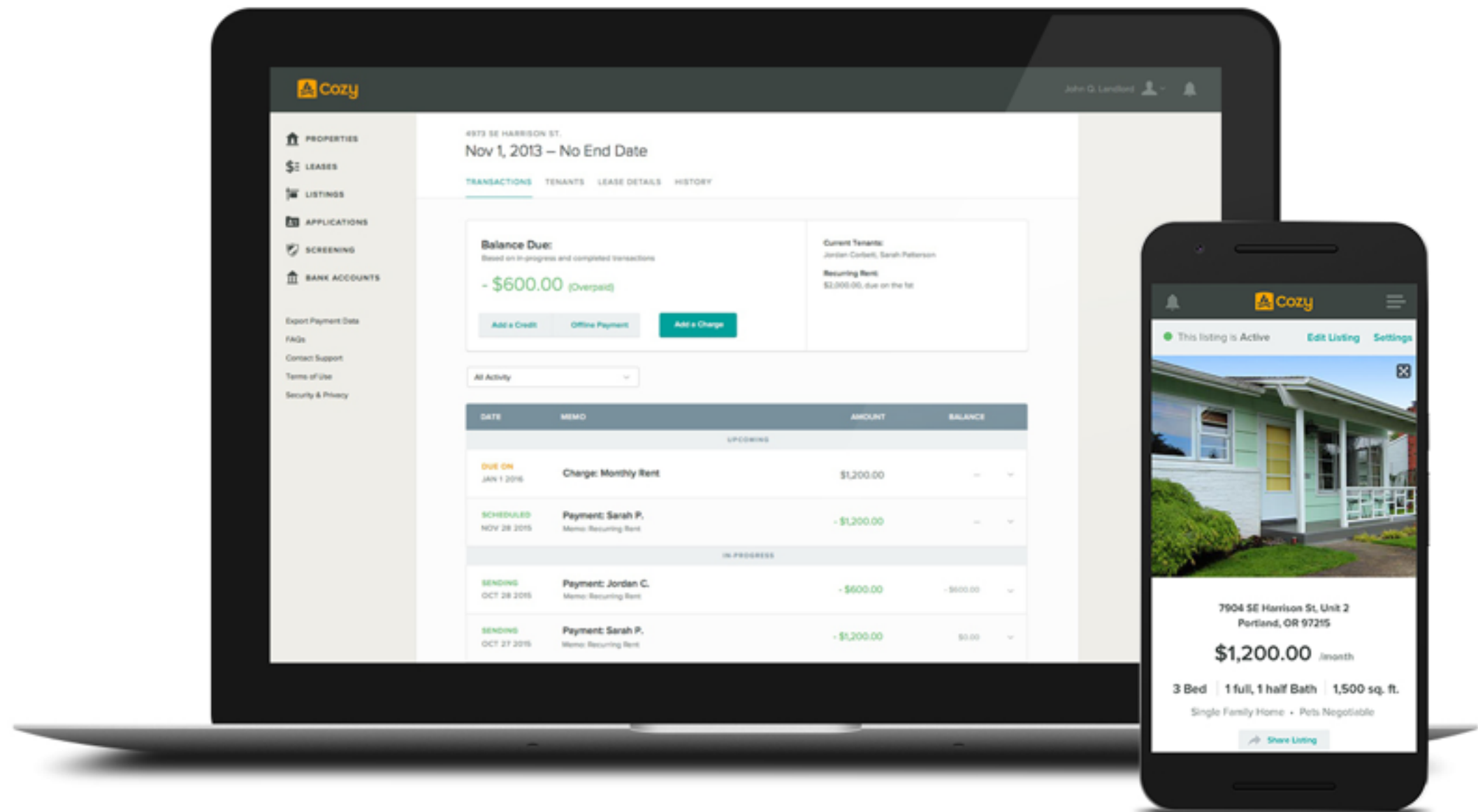
THE LANDLORD LIFECYCLE

The complete guide to the phases of renting a property and related resources

www.landlordology.com



Modern Property Management Software



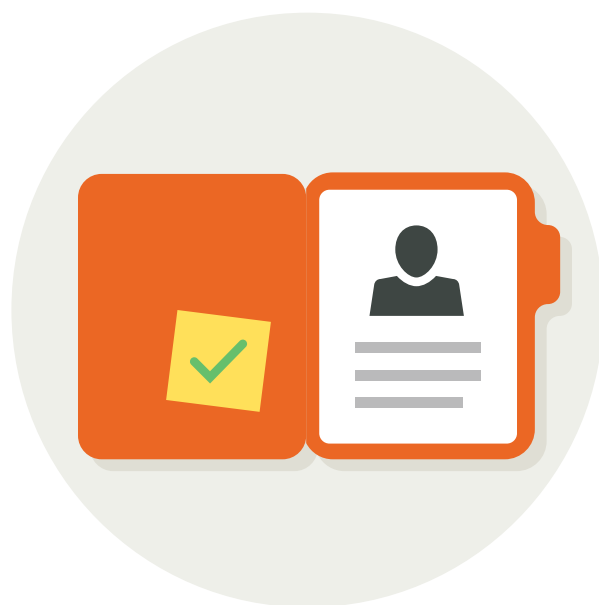
www.cozy.co



100% Free



Marketing



Screening



Payments



Education

www.cozy.co



RENTAL TIPS

ADS / LISTINGS / SHOWINGS

1. **Craigslist** is still #1
2. Use syndicators, like Cozy & Zillow
3. Pictures... Ohhh, Pretty!
4. Host a “Landlord’s Open House”

APPLICATIONS

1. Use online applications
2. SSN#, **not** required
3. Collect applications from **all adult occupants**

SCREENING TENANTS

1. **Able** and **willing** to pay rent?
2. Ask landlords; “would you rent to them again?”
3. Race, Color, Religion, Sex, National Origin, Familial Status, Disability
4. Sex Offender is **not** a protected class;
www.nsopw.gov

INDUSTRY STANDARDS

1. Income = 2-3x rent
2. **No evictions, ever**
3. Consider convictions last 2 years
4. No violent / armed crimes, ever
5. No or low credit card debt

DEPOSITS

1. Collect a deposit **before or at** lease signings
2. Useful as compensation for damages; material or financial
3. **Don't commingle funds**

LEASES

1. Use a rock-solid lease, stick to it
2. **Every** adult occupant signs the lease with joint & several liability
3. Review entire lease w/ applicants & use e-signature tools:
HelloSign, SignNow, DocuSign

MOVE-IN

1. Specify **move-in/move-out times**
2. Keys; no earlier than Day 1 of lease
3. Allow tenant to document condition and perform inspection
4. \$10 welcome gift w/ essential bathroom items

COLLECTING RENT

1. Make it **online & automatic**
2. Charge one-time & daily late fees
3. Set up an operating bank account
4. Don't collect last month's rent

REPAIRS

1. Acknowledge requests within hours
2. “Call anytime”; be available **via SMS**
3. Give proper notice every time
4. Use a lockbox or keypad deadbolts for trusted contractors

RENEWAL / MOVE-OUT

1. Require **60 day notice of non-renewal** on fixed-term leases
2. Don't always raise the rent
3. Host showings **4-6 weeks** out
4. Provide a instructions / cleaning list



IOWA RENTAL LAWS

TOP 10 RENTAL LAWS

1. **Deposit Max: 2 mo. rent** (§§ 562A.12(1))
2. **Return Deposit: 30 days** (§§ 562A.12(3)(a))
3. **Wrongful Withholding:** (§§ 562A.12(4) & (7))
 - **After 30 days: Forfeits claim**
 - **Bad-faith: liable for 2x rent**

TOP 10 RENTAL LAWS

4. **Non-Refundable Fees:** No statute
5. **Rent Grace Period:** No statute
6. **Late Fees:** (§§ 562A.9(4))
 - \leq \$700, up to \$12/day or \$60/mo
 - \geq \$700, up to \$20/day or \$100/mo

TOP 10 RENTAL LAWS

7. **Notice to Enter: 24 hours** (§§ 562A.19(3))
8. **Discrimination: Race, Color, Religion, Sex, Familial status, Origin, or Disability. Creed, sexual orientation, sexual identity.** (Ch 216, Iowa Civil Rights Commission)

TOP 10 RENTAL LAWS

9. **Non-Payment:** 3 days to remedy or quit (§§ 562A.27(2))
10. **Lease Violation:** 7 days to remedy or quit (§§ 562A.27(1))

BEST PRACTICES

1. **Heating:** At least 68 degrees
2. **Bedrooms:** Need two exits
3. **Smoke Detectors:** In each bdrm, CO detectors within 15 ft of bdrm
4. **Nuisance:** Trash, Noise, Weeds
5. **Check In:** Once a month



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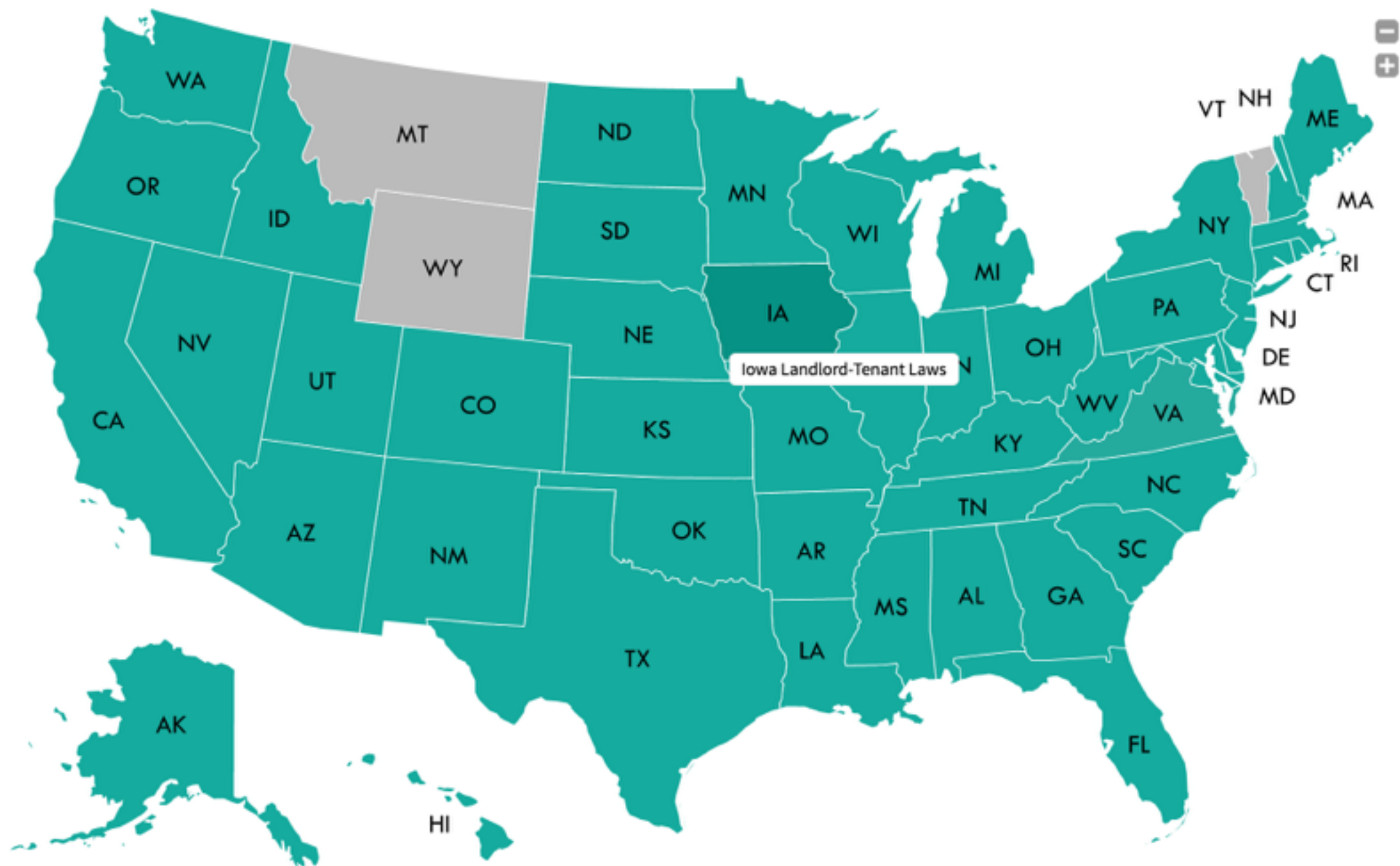
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STATE LAWS

landlordology.com/state-laws



Iowa Rental Laws

Last updated on August 24, 2016 by [Lucas Hall](#) [Edit This](#)

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This article summarizes some key Iowa landlord-tenant laws applicable to residential rental units.

The [Official State Statutes](#) and other reputable municipal sources were used to research this information. All sources are cited appropriately.

With that said, landlord-tenant laws are always changing, and may even vary from county to county. **You have a responsibility to perform your own research and cautiously apply the laws to your unique situation.**



Free tools for
Property
Managers



IOWA GUIDES

1. Iowa Landlord Tenant Laws

<http://www.landlordology.com/iowa-landlord-tenant-laws/>

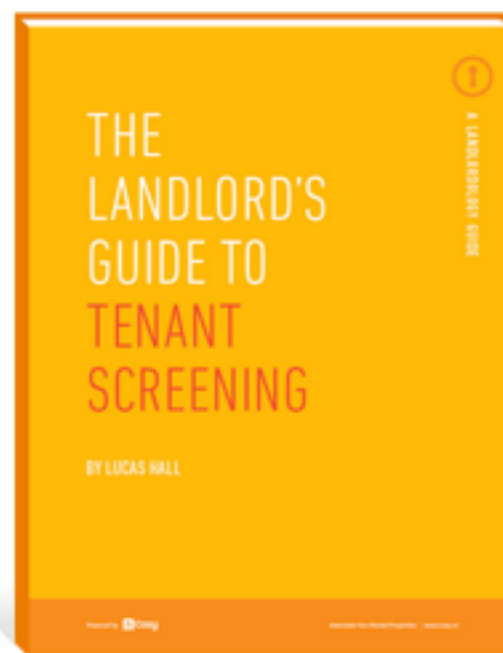
2. Cedar Rapids Rental Services

http://www.cedar-rapids.org/residents/rental_services/

LANDLORD GUIDES

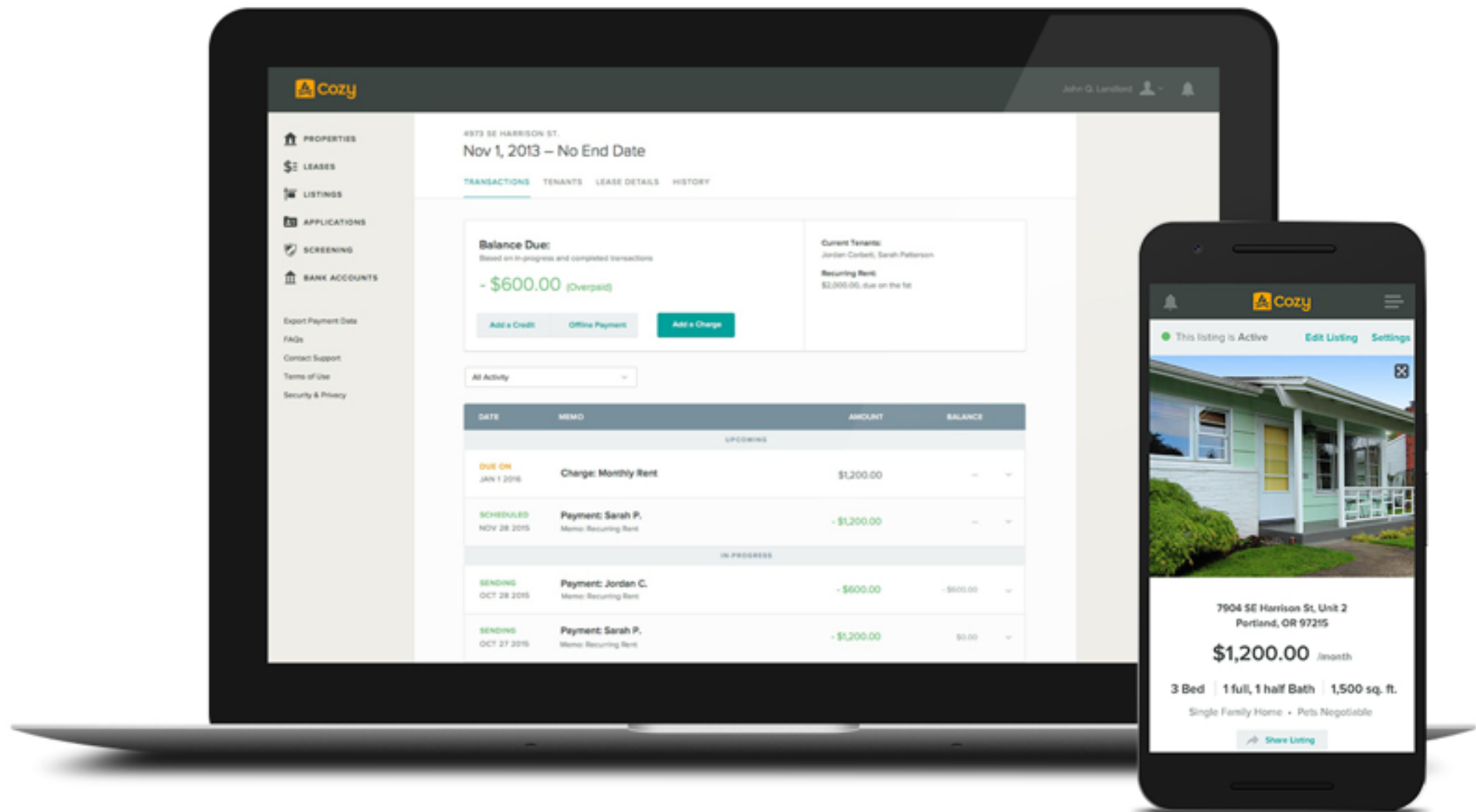
landlordology.com/guides

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QUESTIONS?

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