

The purpose of this survey is to understand the business challenges experienced by landlords operating market-rate rental housing and explore the viability of landlord incentives designed to support landlord tenant relationships for households overcoming homelessness and involved in services.

By developing a broader array of resources for landlord incentives, communities can see tenants stabilized, landlord business needs met, and reductions in costly and unnecessary interactions with court or returns to the homelessness system.

This survey is estimated to take 15 minutes to complete. After we receive all your feedback we will review and use this information to educate elected officials and decision makers on the challenges landlords are facing and the financial incentives needed to support landlords who are doing good in their communities by partnering with rental assistance programs to help solve homelessness.

1. In what capacity are you involved in rental housing? (Choose all that apply)
 - Owner
 - Realtor
 - Property Manager
 - Developer
 - Other (please specify):_____

2. Are you affiliated with (choose one)
 - For-Profit
 - Non-Profit
 - Quasi-Governmental Entity
 - Other (please specify):_____

3. How long have you been working in this field?
 - Less than 5 years
 - 6 to 10 years
 - 11 to 20 years
 - 21 to 30 years
 - Over 31+ years

4. What types of housing do you provide? (Choose all that apply)
 - Market rate housing
 - Market rate housing with Housing Choice Voucher/Section 8 and homelessness assistance programs like rapid rehousing or permanent supportive housing
 - Low Income Housing Tax Credit

- Privately-owned project-based HUD subsidized
- Low income public housing
- Other government assisted housing (please specify):_____

5. How many units do you own and/or operate?

- 1 to 5
- 6 to 20
- 21 to 100
- 101 to 500
- more than 500
- Additional comments:_____

6. What types of structures make up your portfolio?

	Most or all	More than 75%	More than 50%	More than 25%	More than 10%	Just a few	N/A
Large Multi Family (50+ units)							
Medium Multi family (20-49 units)							
Small multi-family (5-19 units)							
Duplex, triplex, quadruplex							
Single family homes							

7. Who are your typical tenants? (Choose all that apply)

- Single adults
- Families with minor children
- Couples/families w/o minor children
- People with a disability
- Working individuals
- Folks on fixed incomes
- Other (please specify)

8. Which of the following would disqualify the average tenant from renting one of your units? (Choose all that apply)
- Past eviction/evictions
 - Low / no credit score
 - No rental history
 - Unemployed / no current income source
 - Income less than 3 times the rent
 - Any criminal record including minor offenses
 - A criminal record involving drugs
 - A criminal record involving violent crime
 - Megan's Law/sex offender
 - Additional comments:
9. Which of the following would you be willing to overlook if you were working with a tenant that had both rental assistance and case management? (Choose all that apply)
- Past eviction/evictions
 - Low / no credit score
 - No rental history
 - Unemployed / no current income source
 - Income less than 3 times the rent
 - Any criminal record including minor offenses
 - A criminal record involving drugs
 - A criminal record involving violent crime
 - Megan's Law/sex offender

Landlord incentives are useful tools some rental assistance programs use to make a business case to landlords to rent to tenants involved in their program. They are intended to offset the potential time and costs of renting to tenants involved in such programs.

10. Please indicate which incentives would be most beneficial to your business.

	Very beneficial	Somewhat beneficial	a little beneficial	not beneficial at all
Increased Security Deposits: a landlord receives double the advertised security deposit				
Increase the Rent Caps: this allows landlords to charge a rent more in-line with the current market				

Sign-on Bonus: a landlord receives an additional one-time payment once a tenant enrolled in the rental assistance program is successfully leased up and moved in				
Referral Bonus: a landlord receives a one-time cash payment for referring another landlord to work with the rental assistance program				
Vacancy Payments: a landlord receives a one-time cash payment for holding a unit for a rental assistance and/or during the inspection process				
Repair Funds: to help pay for repairs for a unit to pass inspection				
Risk / Damage Mitigation Funds: to help pay for damages caused by tenant				
Landlord Website / Portal to provide a central hub of information landlords need to know when working with rental assistance programs				
Pre-Inspections: to expediate lease up process for rental assistance programs				
Housing Navigators / Landlord Liaisons: a single point of contact for landlords to call when working with rental assistance programs				
Education Classes: free trainings for landlords on topics related to their business needs				
Automatic Rent Increases: Removing the need and administrative burden of filing paperwork to request a rent increase from a rental assistance program				

Additional ideas or comments:_____

11. Would receiving your top choice landlord incentive increase the likelihood of working with a tenant involved in a rental assistance program?

- Yes, no, not sure/maybe
- Additional comments:_____

12. Would receiving your top choice landlord incentive increase the likelihood of you making exceptions to your normal screening criteria for a tenant involved in a rental assistance program?

- Yes, no, not sure/maybe
- Additional comments:_____

13. What are the biggest challenges you face in your rental housing business since 2021?

(Choose all that apply)

- Inability to meet own financial obligations (mortgage/loan, utilities, insurance, property taxes, etc)
- Increased tenant management issues (i.e. tensions between neighbors, maintaining the home, etc)
- Understaffed
- Increased requests for maintenance services from tenants
- No longer wish to be a landlord
- Other (please specify challenge):_____

14. Where are you seeing increases to your normal business costs? (Choose all that apply)

- Mortgage/loan rate increases
- Utility rate increases
- Insurance
- Property taxes
- Minor maintenance needs for occupied units
- Average costs to turn over unit
- Contractor costs for minor maintenance/repairs
- Contractor costs for significant repairs/capital improvements
- Other please specify:_____
- Additional comments:_____