

Application fees

Application fees are important as they cover costs to process the applicant and it establishes value for the process. For me I like to get the story - so the fee covers my time in doing so (see ranchopropertyworks.com/Blog.html for an article on getting the story).

I do not believe application fees are a significant source of income. My policy is applications are processed based on the order in which they are received and approved/failed. Recently received 3 applications within ½ a day with the first one being approved. I was able to inform the other two applicants that their application was failed as someone got their application in and approved before theirs was received. I also let them know that their application fee would be returned to them. And I returned their application fee in the letter stating why their application was failed. I did not process their application so I don't incur expenses or time spent so I give it back! And, each prospect will remember me as, 1) not taking their money for no reason, and 2) giving them a letter stating why their application was failed. They will want to rent from me in the future as a result!

For sure I keep the application fee if I process it and they don't pass / fail standards.

If you, your friends or family need a great property manager – have them contact me.