

# Rent To Own checklist

By Campbell Rodriguez

- Getting Started
  - Time
  - Money
  - Organization
  - Take Care Of Business
  - The Will To Succeed
  - Fill Out Getting Started Action Plan Chart & Create your Plan
  - Real Estate Lawyers
  - Home Inspectors
  - Insurance Broker or Agent
  - Accountant Or Bookkeeper
- Build Your Network by meeting
  - Realtors
  - Mortgage Brokers
  - Credit Repair Specialists
- Find The Tenant
  - Advertise For Tenants
  - Receive Completed Applications
  - Narrow Down The Applicants
  - Qualify The Applicants
  - Do your Due Diligence
  - Run The Numbers Through The Financial Analysis Spreadsheet
  - Approve The Tenat
  - Advise Tenant of lease Rate, option credit & Final Purchase Price
  - Collect Intent To Occupy & Initial Deposit
- Find The Property
  - Set Up The Tenant With a Realtor
  - Arrange Home Inspection
  - Submit The Offer To Purchase
  - Obtain Financing
  - Draft Lease Agreement

- Draft Occupancy Agreement
- Draft Utilities Agreement
- Draft Options To Purchase
- Draft The Home Repair Contract
- Arrange Financing
  - Contact Mortgage Broker
- The Rental Term
  - Follow Up With Tenants every three months, To Discuss Credit Bureaus
  - Make your presence known
  - Ensure Tenants are performing necessary Repairs
- The Deal Closes
  - Contact Tenants a few months before the rental term ends
  - Have tenant put exercise of option fee in Trust with lawyer
  - Draw up offer to purchase