

**Rent Smart** 

# Module C Application Process



## **Application Process**

## **Module Notes:**

Why and how landlords screen applications.

Problems a landlord might find on an application.

Fair housing protections.

How landlords may use the information on a credit report.

How a credit report can be improved.

## **Remember (Protected Classes):**

**Race:** Generally, a member of a group united or classified together based on a common history, nationality or geography.

Color: The color of a person's skin.

**Family Status:** A household with minor children. A person who is pregnant or seeking custody of a child, or is planning adoption or guardianship is included.

**Disability:** Having a physical or mental impairment that substantially limits one or more major life activities, or having a record of, or being perceived as having a disability.

Sex: Being male or female.

**National Origin:** Generally, a member of a nation by birth or naturalization or having common origins or traditions.

**Religion:** Sincerely held religious, moral or ethical beliefs and practices.

**Marital Status:** The status of being married, widowed, single, divorced, or separated.

**Ancestry:** The country, nation or tribe of the identifiable group from which a person descends.

**Source of Income:** The lawful source of a person's income, including wages, a voucher having monetary value, social security, public assistance or other related payments.

**Sexual Orientation:** Having a preference for heterosexuality, homosexuality, or bisexuality or having a history of being so identified.

Age: Being at least 18 years of age.

Status as a Victim of Domestic Abuse, Sexual Abuse or Stalking

## **Questions to Consider:**

- What would a landlord want to know about you before renting to you?
- What would you bring to fill out a rental application?
- Do you have a copy of your credit report?
- Are there any problems on your credit report?
- If needed, how would you improve your credit report?

## **References and Resources:**

U.S. Department of Housing and Urban Development resources: www.hud.gov/offices/fheo

Annual Credit Report.com: www.annualcreditreport.com 1-877-322-8228

State guides to credit issues and credit reports: https://www.maine.gov/pfr/consumercredit/ credit\_report.htm

Free Credit Report:

http://fvi.uwex.edu/creditreDort/

Maine's Fair Housing Law and ComplaintProcess: https://www.mainehousing.org/education/ fairhousing-education

Free Credit Report: http://fyi.uwex.edu/creditreport/

References to websites used in this publication are for your convenience and not an endorsement of one product over other similar products.



# **The Rental Application Process**

If you were the owner/landlord of a rental unit, what would you want to know about the individual who applied to rent the unit? Write out the questions you would want answered.

1.			
2.			
3.			
4.			
5.			



# **Model Rental Application**

## Sunrise Apartments

1.	Applicant Name		
2.	Other residents		
		Date of birth	
3.	Present street address _		
	City _	State Zip	How long?
4.	Present landlord	Phone	
5.	Previous street address		
		State Zip	
6.	Previous landlord _	Phone	
7.	Reason for Leaving		
Income			
meonic			
9.	Present employer _	How long?	
	Monthly income	Work Phone	
13.	Other employer _	How long?	
	Monthly income	Work Phone	
46	Source of other income		
10.	_		
	Monthly income	How long?	



## **Credit References**

17.	Financial institution	
	Street address	
	City	State Zip
	Account type	
18. (	Credit references (auto loa	rds, installment loans)
	Source	Monthly Payment
	Source	Monthly Payment
	Source	Monthly Payment
Emerge	ncy Contact	
20.	Emergency contact	
		Phone
Vehicles	5	
21.	Vehicle make	Year Color
	License Plate Number	
	Vehicle make	Year Color
	License Plate Number	
Pets		
22.	Do you own pets? If so, p	be:
rent the a	partment. If the application	rstand will be forfeited if this application is accepted and I do n I understand that the deposit will be returned to me. If I rent th applied to the security deposit for the apartment. I authorize

truthful.

Applicant Signature \_\_\_\_\_

Date \_\_\_\_\_

\*Many types of rental application forms exist, and this form includes sections common to many applications. Resources include the Wisconsin Apartment Association, the Tenant Resource Center, and Wisconsin Legal Blank Co.

Sunrise Apartments staff to contact my references and I affirm that the information I have provided is accurate and

\*Separate applications may be required for each unrelated person 18 years of age or older.

## **Explaining Negative Information**

When you know that the landlord screening will produce some negative information, you can attach to the application a note that will briefly and factually explain what happened, from your perspective.

If you were at fault, explain what you have done to correct or change things. For example, you may have lived with someone who had loud parties. You can explain that this person will neither be living with nor visiting you. If you got behind on paying your rent, explain what you will do differently this time, such as having your rent paid directly from your bank.

This formula can help you write out your explanation:

When	 happened,
lwas	
Because	 
l have	
l would like (or hope)	

#### Sample message:

When I was arrested for using drugs,

I was 18 years old and had moved into an apartment where a drug dealer lived.

I have completed rehab and have been drug-free for two years.

I hope you will not let this incident keep you from renting to me.



## Sample Credit Report

SAMPLE CREDIT REPORT Report Date: 5/10/2018 Report Number: 123456

#### PERSONAL CONSUMER INFORMATION

SSN #: XXX-XX-6789 (Your SSN has been masked for your protection)

DOB: 01/01/1988

#### Names Reported:

John Doe John Q. Doe

#### **Addresses Reported:**

123 Oak St. Anytown, WI. 11111 111 Miller St. Hometown, WI. 33333 333 1st St. Townville, MN. 22222

### **EMPLOYMENT RECORDS**

Employer Name: Dairyland Company Date Reported: 09/2013

**Telephone Numbers Reported:** 555-555-5555 555-123-4567

#### Date Reported:

08/02/2013 06/06/2010 03/15/2007

Location: Anytown, WI Hire Date: 07/2013

## PUBLIC RECORDS INFORMATION

This information was collected from public records sources by Sample Credit Report or a company we hired.

**REGIONAL FEDERAL COURT** Docket # XYZ789 111 Court Street, Capital City, WI 55555

Account Number: \*\*\*9514 Type: Chapter 7 Bankruptcy Status: Filed Date Reported: 04/2013 Closing Date: 07/2013 Filed as: Individual Account Liability: \$35,000 Exempt Amount: \$5,000 Asset Amount: \$10,000 Paid: \$2,000

Estimated month and year that this item will be removed: 04/2023

https://s3.amazonaws.com/files.consumerfinance.gov/f/documents/cfpb\_ymyg\_a-financial-empowerment-toolkit.pdf



#### **ADVERSE ACCOUNTS**

Adverse information typically remains in your file for up to 7 years from the date of delinquency.

American Hospital Collections Acct #: 10254688 PO Box 999, Townsburg, WI 11111 (555) 123-1234

Date Placed for Collection: 07/01/2016 Responsibility: Individual Account Type: COLLECTION AGENCY/ ATTORNEY Original Amount: \$302 Original Creditor: REGIONAL HOSPITAL OP (Medical/Health Care) Balance: \$0 Date Paid: 11/14/2016 Pay Status: >Account paid in full; was a Collection< Date Updated: 02/01/2017

**Remarks:** >Paid Collection< **Estimated month and year that this item will be removed:** 1/2023

**Urgent Care Collections Acct #:** 1234XYZ9 999 Business Road, Hometown, MN 11111 (555) 555-9999

Date Placed for Collection: 02/15/2013 Responsibility: Individual Account Type: COLLECTION AGENCY/ ATTORNEY Original Amount: \$8023 Original Creditor: EMERGENCY HOSPITAL (Medical/Health Care) Balance: \$0 Date Paid: 06/2013 Pay Status: >Account included in Bankruptcy; was a Collection< Date Updated: 08/01/2013

**Remarks:** >Account included in Bankruptcy< **Estimated month and year that this item will be removed:** 1/2020

All American Collections Acct #: 000999ZZ 888 Industry Drive, Maintown, TX 00000 (555) 555-6789

Date Placed for Collection: 03/30/2013 Responsibility: Individual Account Type: COLLECTION AGENCY/ ATTORNEY Original Amount: \$1500 Original Creditor: KWIK KASH LOANS Balance: \$0 Date Paid: 06/2013 Pay Status: >Account included in Bankruptcy; was a Collection< Date Updated: 07/15/2013

**Remarks:** >Account included in Bankruptcy< **Estimated month and year that this item will be removed:** 2/2020



	Code	<b>OK</b> =paid	<b>X</b> =not	30/60/90=	Blank=no data
SATISFACTORY ACCOUNTS	Code	as agreed	reported	days late	available

Automobile Finance Inc. Acct #: 70705606 456 Drivers Lane, Big City, IL 66666 (555) 555-9876

Date Opened: 03/22/2016 Responsibility: Individual Account Account Type: Installment Account Type: Automobile Pay Status: Current; Paying as Agreed Balance: \$6,580 Last Payment Made: 05/01/2018 Payment Received: \$240 High Balance: \$12,400 Terms: \$240 per month; paid Monthly for 60 months

Remark: Open; one 30-day late payment

Year	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2018	OK	Х	OK	OK	OK							
2017	OK	Х	OK	OK	OK							
2016					ОК	30	OK	OK	OK	OK	OK	OK

**Convenient Credit Card Acct #:** XXXXX3333 PO Box 2233, Great Prairie, ND 77777

1-800-555-2233

Date Opened: 11/02/2015 Responsibility: Joint Account Account Type: Revolving Account Type: CHARGE ACCOUNT Pay Status: Current; Paying as Agreed Balance: \$387 Last Payment Made: 05/02/2018 Payment Received: \$48 High Balance: \$723 Credit Limit: \$1,000 Terms: Paid Monthly

Remark: Open; never late

Year	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2018	OK	OK	OK	OK	OK							
2017	OK	OK	OK	ОК								
2016	OK	Х	OK	OK	OK	OK						
2015												OK



SATISFACTORY	ACCOUNTS
--------------	----------

Code	<b>OK</b> =paid	
Coue	as agreed	

**X**=not

reported

**30/60/90= Blank**=no data available

Student Loan Services Acct #: XXXXX-6299 PO Box 67890, Centralville, MD 88888 1-800-555-2999

Date Opened: 08/22/2009 Responsibility: Individual Account Account Type: Installment Account Type: STUDENT LOAN Pay Status: Current; Paying as Agreed Balance: \$2,765 Last Payment Made: 05/01/2018 Payment Received: \$115 High Balance: \$10,000 Terms: \$115 per month; paid Monthly for 120 months

Remark: Open; never late

Year	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2018	OK	OK	OK	OK	OK							
2017	ОК	OK	ОК	ОК	ОК	OK	OK	OK	OK	OK	ОК	OK
2016	OK	ОК	ОК	ОК	ОК	OK	OK	OK	ОК	OK	ОК	ОК
2015	ОК	ОК	ОК	ОК	ОК	OK	ОК	OK	ОК	OK	ОК	ОК
2014	ОК	ОК	ОК	OK	OK	OK	OK	OK	OK	OK	ОК	OK

Major Utilities #: 888-9000 PO Box 1234, Hometown, WI 33333 1-800-555-6666

Date Opened: 06/01/2010 Responsibility: Individual Account Account Type: Open Account Type: UTILITY COMPANY Pay Status: Closed; Paid as Agreed Balance: \$0 Last Payment Made: 07/01/2013 Payment Received: \$85 High Balance: \$155 Terms: Paid Monthly Date Closed: 07/01/2013

Remark: Account closed at consumer's request

Year	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2013	OK											
2012	OK	OK	OK	OK								
2011	OK	OK	ОК	OK	ОК	OK	OK	ОК	ОК	OK	OK	ОК
2010						Х	OK	OK	OK	OK	OK	OK



#### **CREDIT INQUIRIES**

#### **REGULAR INQUIRIES**

Regular inquiries are posted when someone accesses your credit information from Sample Credit Reports. These inquiries will remain on your credit file for up to 2 years.

Convenient Credit Card PO Box 2233, Great Prairie, ND 77777 1-800-555-2233

A1 Insurance Coverage 1234 Business Park Road, Townsquare, IL 66666 (555) 555-1111

Automobile Finance Inc. 456 Drivers Lane, Big City, IL 66666 (555) 555-9876 Requested on: 11/18/2017 Inquiry Type: Individual

Requested on: 10/01/2017 Inquiry Type: Individual

Requested on: 03/22/2016 Inquiry Type: Individual

#### ACCOUNT REVIEW INQUIRIES

The companies listed below received your name, address, and other limited information in order to make an offer of credit or insurance. These inquiries are not seen by anyone but you and do not affect your score.

Payless Insurance Company 999 Circle Drive, Townville, IL 66666 (555) 555-1111	Requested on: 03/01/2018
<b>ChargeMore Credit Card</b> 444 Lake St., Lake City, ND 88888 (555) 555-9652	Requested on: 12/01/2017
Sample Credit Report Company Annual free consumer report provided	Requested on: 10/10/2017

#### PERSONAL CONSUMER STATEMENT

I had a bad accident in 2013 and couldn't work. I filed for bankruptcy in 2013 because of medical bills.



## **Obtaining a Credit Report**

Credit legislation, called FACTA, was signed into law in 2003. Individuals may request one, free credit report from each of the three bureaus once a year.

A special website (<u>www.annualcreditreport.com</u>) was developed to explain how to obtain the free annual credit reports. This site includes frequently asked questions, as well as options for ordering your free report:

Phone-1-877-322-8228

Mail—Print and complete the form on the website and mail it to: Annual Credit Request Form P.O. Box 105281 Atlanta, GA 30348-5281

Be wary of copycat web sites, such as freecreditreport.com, and TV ads aimed at selling you a credit report or obtaining personal information. The free credit report does not contain your credit score. The three main credit bureaus are:

#### Experian

P.O. Box 2104 Allan, TX 75013 1-800-787-6864 www.experian.com

#### Equifax

P.O. Box 740241 Atlanta, GA 30374-0241 1-800-685-1111 www.equifax.com

#### **Trans Union**

2 Baldwin Place P.O. Box 2000 Chester, PA 19022 1-800-888-4213 www.transunion.com Module C: APPLICATION PROCESS



EQUIFAX experian TransUnion			
Annual Credit Report Request Form			
You have the right to get a free copy of your credit file disclosure, commonly called a credit report, once every 12 months, from each of			
the nationwide consumer credit reporting companies - Equifax, Experian and TransUnion. For instant access to your free credit report, visit www.annualcreditreport.com.			
For more information on obtaining your free credit report, visit www.annualcreditreport.com or call 877-322-8228. Use this form if you prefer to write to request your credit report from any, or all, of the nationwide consumer credit reporting companies. The			
following information is required to process your request. Om ission of any information may delay your request.			
Once complete, fold (do not staple or tape), place into a #10 envelope, affix required postage and mail to: Annual Credit Report Request Service P.O. Box 105281 Atlanta, GA 30348-5281.			
Please use a Black or Blue Pen and write your responses in PRINTED CAPITAL LETTERS without to uching the sides of the boxes like the examples listed below: A B C D E F G H I J K L M N O P Q R S T U V W X Y Z 0 4 2 3 4 5 6 7 8 9			
Social Security Number: Date of Birth:			
Fold Here			
First Name M.L.			
Last Name JR, SR, II, etc. Current Mailing Address:			
House Number Street Name			
Apartment Number / Private Mailbox For Puerto Rico Only: Print Urbanization Name			
City State ZipCode			
Previous Mailing Address (complete only if at current mailing address for less than two years):			
House Number Street Name			
Fold Here Fold Here			
Apartment Number / Private Mail box For Puerto Rico Only: Print Urbanization Name			
City State ZipCode			
Sharle Circle Like This ->  I want a credit report from (shade each that you would like to Shade here if, for security			
receive): reasons, you want your credit			
Not Like This → 🕅 🧭 🕴 Equifax the last four digits of your Social Security Number.			
TransUnion			
If additional information is needed to process your request, the consumer credit reporting company will contact you by mail. 31238			
Your request will be processed within 15 days of receipt and then mailed to you.			
Copyright 2004, Central Source LLC			



# Building and Improving Your Credit Report

To get or keep good credit, follow these recommendations:

#### Monthly bills:

- Pay all of your bills on time. (Make payments automatic only if you know you'll have the money in your account.)
- Set up budget payments on utility bills so you pay the same amount each month.
- If you don't have a current monthly bill (like utilities or rent), you might have other bills, like a cell phone or a gas charge card, that is reported to a credit bureau monthly. Always pay these on time.

#### Credit Cards:

- If you have a credit card, don't use more than one-fourth of your credit limit. If your credit limit is \$1000, for example, don't charge more than \$250. If you want to raise your credit score, don't charge more than 5% of your credit limit each month, or \$50 in this example.
- Pay off credit card balances every month. (If you can't pay the whole balance, try to pay a little more than the minimum payment.)
- Pay the credit card bill before the statement due date. If you miss a payment, send it in within 30 days of the missed due date.

#### Building a credit history

- If you are shopping for a credit card or loan to build credit, ask about fees and be sure they report to one of the credit reporting bureaus.
- Don't apply for too much credit in a short time. Opening up many credit cards or loans in a short time lowers your credit score.
- If you have no credit history or past credit trouble, consider a secured credit card that reports to
  a credit reporting bureau. It requires a deposit that becomes the amount you can use. Example:
  put \$500 cash in the account for a \$500 credit limit. Remember to use no more than 25% of your
  credit limit or \$125 in this case.
- Have a mix of different types of credit like a car loan and a credit card.
- Have a long credit history by establishing credit now and keeping accounts open, use credit cards for small purchases every few months to keep them open, plus pay off the balance as soon as possible.

#### Getting Help

- If you find a mistake on your credit report, write the credit bureau and explain the issue. By law, they have 30 days to respond and must remove inaccurate information. Remember, negative information, such as a paid off collection account, will still stay on your credit report for 7 years from the date you first missed a payment.
- Financial counseling services help set up budgets and get credit builder loans. Find a trustworthy, nonprofit counseling service at debtadvice.org.
- Be wary of debt settlement companies that charge a large fee up front. You or your creditors may never see your money again.
- If your credit card is lost or stolen report it immediately; most credit cards limit your loss to \$50 or less. (Getting money back from a lost debit or prepaid card depends on the card or your bank.)



#### Common errors to watch for:

- Using different names when applying for credit.
- When changing banks make sure all automatic payments are changed to new bank.
- Not notifying creditors of name changes due to marriage or divorce.
- If you pay off a judgment, be sure to get a receipt from the courthouse or government center where you pay. The judgment will no longer show up in your credit report, but might show up in other reports and public records.

[Your Name] [Your Address] [Your City, State, Zip Code]

[Date]

Complaint Department [Company Name] [Street Address] [City, State, Zip Code]

Dear Sir or Madam:

I am writing to dispute the following information in my file. I have circled the items I dispute on the attached copy of the report I received.

This item [identify item(s) disputed by name of source, such as creditors, and identify type of item, such as credit account, collections, etc.] is [inaccurate or incomplete] because [describe what is inaccurate or incomplete and why]. I am requesting that the item be removed [or request another specific change] to correct the information.

Enclosed are copies of [use this sentence if applicable and describe any enclosed documentation, such as payment records and court documents] supporting my position. Please reinvestigate this [these] matter[s] and [delete or correct] the disputed item[s] as soon as possible.

Sincerely, Your name

Enclosures: [List what you are enclosing.]

Source: https://www.consumer.ftc.gov/articles/0384-sample-letter-disputing-errors-your-credit-report



## **Groups Protected by Federal and State Fair Housing Laws**

#### Fair Housing Law

The Maine Fair Housing Law protects the rights of people in the rental or purchase of housing.

•It is unlawful ful to discriminate against a person in housing, even in part, because of that person's protected class. The protected classes are shown on the chart on the following page.

•Most types of housing are covered. For specific information about housing types that are not covered, visit the Maine Human Rights Commission website or reference the State Fair Housing laws.

#### What Are Exan1ples Of Discrimination?

•Refusing to rent or negotiate with someone for the rental or sale of a dwelling.

•Failing to renew a lease or lying about the availability of a dwelling.

- •Applying different terms or rental conditions.
- Providing different rental privileges or services.
- •Not allowing a person, with a disability to make reasonable modifications to the unit.
- •Applying different rental or mortgage application standards or fees.
- •Failing to build accessible multi-family housing.
- •Harassing or interfering with a person's quiet enjoyment of a dwelling.

•Steering persons to certain units or buildings within an apartment complex.

#### Are There Except ions Under The Law?

Yes, there are circumstances when discrimination may be legal. A few examples are:

•A family with "too many" people may be turned away, if a reasonable government requirement limits the number of occupants for the dwelling unit.

•Housing primarily intended and operated for older persons may, under certain conditions, be restricted to persons over a certain age.

•Housing may be denied to a person who poses a direct threat to the safety of others or whose tenancy would result in substantial physical damage to property provided the risk can't be sufficiently reduced by a reasonable accommodation.

#### Who to contact if you feel you have been discriminated?

Pine Tree Legal Assistance
Augusta, 39 Green Street
Tel: 207-622-4731 or 207-623-7777 or 207-623-7770 (TTY)
Bangor
Tel:207-942-0673
Multi-lingual Language Line
Tel:207-774-8211
Maine Volunteers Lawyers Project
Tel:1-800-442-4293
Disability Rights Center
Statewide Hotline: Tel: 1-800-452-1948 (V/TTY)
Maine Human Rights Commission

Tel: 207-624-8729



If a civil action is not chosen, the complainant will be decided after a hearing held by an Administrative Law Judge of the Equal Rights Division. Note that the Equal Rights Division does not provide legal representation for either party.

If **no probable cause** is found at the investigation, the case will be dismissed. The dismissal will become final unless the Equal Rights Division receives a written appeal letter within **20** days of the determination.

PROTECTED CLASSES	DESCRIPTION	Also covered in federal law
Race	Generally, a member of a group united or classified together based on a common history, nationality or geography.	X
Color	The color of a person's skin.	Х
Family Status	A household with minor children. A person who is pregnant or seeking custody of a child, or is planning adoption or guardianship is included.	X
Disability	Having a physical or mental impairment that substantially limits one or more major life activities, or having a record of, or being perceived as having a disability.	X
Sex	Being male or female.	X
National Origin	Generally, a member of a nation by birth or naturalization or having common origins or traditions.	X
Religion	Sincerely held religious, moral or ethical beliefs and practices.	X
Marital Status	The status of being married, widowed, single, divorced, or separated.	
Ancestry	The country, nation or tribe of the identifiable group from which a person descends.	
Source of Income	The lawful source of a person's income, including wages, a voucher having monetary value, social security, public assistance or other related payments.	
Sexual Orientation	Having a preference for heterosexuality, homosexuality, or bisexuality or having a history of being so identified.	
Age	Being at least 18 years of age.	
Status as a Victim of Dom		



## **Types of Fair Housing Violations**

Each of the practices listed is illegal if done strictly because an applicant belongs to a protected class. In most cases discrimination is subtle and hard to detect; however, it still occurs.

• Refusal to rent housing

There may be an advertisement in the newspaper offering an apartment for rent, and the rental agent may indicate that the apartment is still for rent when questioned on the phone. However, when the applicant shows up and the rental agent sees that they are African American, have children, or have a service dog, the agent apologizes and says that the apartment has just been rented.

• Setting different terms or conditions for housing

The rental agent may require certain income ratios for certain groups and not for others, require a higher security deposit for a family with children, or may require a co-signer for people who look "foreign," but not for white applicants with similar income and employment.

• Steering applicants to particular units or to other property Applicants who respond to listings for a particular apartment may be directed toward another apartment because of race or gender.

Families with children may be told that children are only allowed in first-floor apartments.

• Providing different housing services

A rental agent may make a Hispanic applicant wait, delay making an appointment for a showing, or rush the showing and make negative comments about the apartment. While on the other hand, the agent may meet a white applicant promptly and stress the positive aspects of the apartment.