

LLC NEWS

FALL 1998

New Hampshire Property Owners' Association (NHPOA)

If you are interested in running a profitable rental business, you **must** join the NHPOA. NHPOA is a non-profit group of landlords that advocates for landlord rights. They have a lobbyist in Concord keeping them abreast of legislation affecting landlords. This year, the NHPOA was responsible for passing the most important piece of pro-landlord legislation in memory. Every landlord in NH will benefit from this legislation. To become a member of this superb landlord organization, call NHPOA President, Gene Gayda at 603-881-3682 or visit their Website at www.tiac.net/users/nhpoa.

Business Supporters

The following NH businesses have supported LLC from the beginning. Please support them.

First Resort Marketing
Lowell St.
Manchester, NH
603-622-9748

Leblanc's Hardware
621 Hayward St.
Manchester, NH
603-623-6742

Stan's Paint Store
77 Amherst St.
Manchester, NH
603-625-8953

Wageman Insurance
1106 Hooksett Rd.
Manchester, NH
603-623-2451

Screening Tips

Here's the best way to detect if an applicant has listed a friend as a landlord — Ask the person you are calling (before you say who you are and why you are calling) if they have any apartments for rent. If the answer is "I don't own any apartments" or "You must have the wrong number" you are not talking to a real landlord. LLC can verify most property owners in Manchester, Nashua, Concord, Portsmouth, Dover, Claremont, and Laconia.

We just moved here from out of state - or living with friends

Check their application for references and length of employment. How long have they been at their present job? If they just moved here they couldn't have been working at McDonald's in Manchester for the past 6 months.

Many times when they come through LLC we discover they have been evicted in the last month from an apartment in the same city they claim to have just moved to! Or they did just move here from out-of-state – they moved to another state for a few weeks or months after they were evicted and have moved back. This practice is not unusual.

Retail Credit Reports

If you haven't signed up to request Retail credit reports, call LLC, and we will send you a Membership

application. Membership is free of charge to LLC members. LLC will bill you for any Retail Credit Reports you request.

Landlords and Politics

The Primary is on Sept.8th. Some LLC members are running for State offices as are others who are friends of LLC and landlords in general. They need your support.

Governor:

Jim Rubens (R) - Jim is a commercial landlord and a friend of landlords. Phone 603-228-3104

State Senate:

LLC Members

Larry Guaraldi(R) Dist. 5
Sheila Roberge (R) Dist. 9

Friends of Landlords

John King (D) Dist.18
George Lovejoy (R) Dist. 6
Francine Wendelboe (R)
Dist. 2
David Wheeler (R) Dist. 11

State Representative:

LLC Members:

David Hess (R) Hooksett
Frank Torr (R) Dover,
Wards 4,5,6

Friends of Landlords

Bob Chabot (R) Manchester,
Ward 12
Norma Green Champagne
(R) Manch, Ward 3
Eugene Gagnon (R)
Manchester, Ward 12
Sufria Holley (R) Nashua,
Ward 3

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Politics and Landlords (cont.)

Richard "Stretch" Kennedy (R) Boscawen, Bow, Dunbarton, Hopkinton, Webster

Marc Pappas (R) Manchester, Ward 11

Leo Pepino (R) Manchester, Ward 4

Tara Reardon (D) Concord, Ward 10

Questions and Answers

Q: How many applicants does LLC check in a day?

A: 60-70 applicants.

Q: What percentage of applicants show up as either having been evicted or reported by another landlord.

A: On average, about 35% of applicants (yes, that many!) either lie about previous addresses /landlords or have been evicted /reported by a landlord.

Q: How many names do you have on file?

A: As of August 1, 1998, approximately 50,000 names.

Q: How many evictions are done in NH annually?

A: In 1997, over 6,000 landlord /tenant actions were filed in NH District Courts.

Q: How many landlords belong to LLC?

A: As of 7/98, 700 members.

Q: Where do you get the addresses you have on file?

A: When an applicant applies to any member, all addresses listed on the application go into their file. The next time they

apply for an apartment, any addresses that we have on file go on their report.

Q: I had people apply to me from out of state, should I bother to check on them?

A: **YES!** Many times they put down out-of-state references to throw you off. When we check our records we sometimes find that they were evicted from a NH residence that same week! In these cases, request a combined landlord and credit report.

Declination Letters

"Denial of residence requires that you disclose the source of any adverse information used in the denial".

We are receiving complaints from angry tenants, homeless shelters, and Legal Assistance that people have been turned down for apartments because they are in LLC. (Not always true!) If you request a report and base your decision not to rent because of the information on the report, **you are required by law** to give the tenant a declination letter within 30 days of declining them an apartment. (Declination letters were provided in your start-up packet.) If your decision was based on a bad reference by another landlord you called on the phone - tell them that is the reason- don't blame LLC!

Attorney Referrals

The attorneys listed here have been referred by members as having done a good job at a reasonable price when helping them with an eviction.

Claremont

Michael Fuerst
233 Broad St.
Claremont, NH
603-542-5114

Concord

Tara Reardon
8 Dixon Ave.
Concord, NH
603-228-9330

Manchester

Arthur Connolly
37 Bay St.
Manchester, NH
603-668-4582

Scott Flood
95 Bridge St.
Manchester, NH
603-627-2061

Glenn Raiche
633 Second St.
Manchester, NH
603-668-2027

Brian Shaugnessy
15 High St.
Manchester, NH
603-624-6655

Andrew Sullivan
45 S. River Rd.
Manchester, NH
603-644-5291

Nashua

Fred Mayer III
41 E. Pearl St.
Nashua, NH
603-881-9876

Seacoast

Kenneth Murphy
459 Lafayette Rd.
Hampton, NH
603-926-6336

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