



How to Better Partner with Landlords and PHA's

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My Background

- Executive Director of Giving Hope Inc.
- Our agency is a local homeless service agency
- Our agency usually places clients in housing
- Our agency provides rental assistance for those in need
- Our agency is located in Denton Texas (40 miles from Dallas)





Top Concerns of Housing Providers

- Landlords only concerned about \$\$\$
- Too focused on past criminal history
- Too focused on rental history
- Landlords more focused on students
- Most of our clients don't make three times the rent as is required
- Not enough second chance properties

Top Concerns of Landlords and PHA's

- Past behavior is a key predictor of future behavior
- Some housing partners place clients and walk away
- Who do I call that will believe me when there is a problem
- The clients move others into the unit behind my back
- Many of the clients damage our units and we have to eat repair costs



The Solution

- We started holding Housing Forums to get landlords and housing providers talking
- Our agency began meeting monthly with our local PHA to discuss how we could help them achieve their goals
- Our agency began meeting monthly with local landlords to discuss every client placed in housing
- Our agency increased home visits and did them with the landlord when possible

The Results

- Our agency saw a 40% increase in clients remaining housed and completing their 1 year lease
- Landlords were more willing to accept clients with difficult backgrounds because they knew we were there to support them
- Clients learned more skills on what they could do to improve landlord relations and get their leases renewed

