

14 Questions You Should Ask To Find The Perfect Tenant



A Landlords' biggest fear is having nightmare tenants! Tenants who don't take care of their property, who don't pay on time and/or who are noisy and unruly. If you're looking to let your property, there is a process you can follow to give yourself the best possible chance of finding truly reliable and long term tenants. This guide will show you the questions you need to ask in order to identify red flags and find perfect tenants.

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1 Why are you moving?

With no fixed-term tenancies and Section 21 abolished, you need tenants who plan to stay long-term.

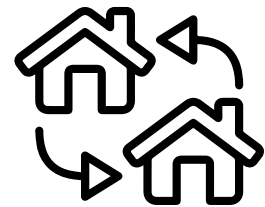
Look for: Positive reasons (job relocation, upsizing, downsizing) rather than eviction history or disputes.

Beware of red flags (being evicted or getting into arguments with their landlord)



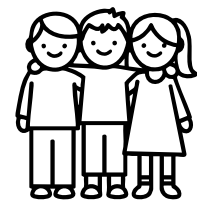
2 When are you looking to move?

The sooner you will have it rented the sooner you have revenue coming in on the property. But if a prospective tenant is in a hurry to move, you'll need to ask why. There could be a genuine reason behind this, so it's worth asking the question but do question anyone who wants to move in exceptionally quickly.



3 Who Will Be Living in the Property?

Just because a pair of tenants come to view the property it doesn't mean that they will be the only ones living there – they may squeeze more in. You will want to look for a maximum of two people per bedroom. The fewer people the less wear and tear there will be on your property. More importantly, legally, insurance conditions and House in Multiple Occupation (HMO) regulations may limit the number of people that can rent and live in the property.



4 Can You Provide Proof of Income?

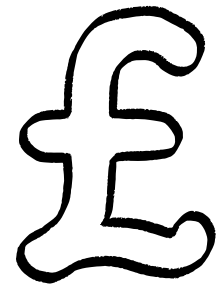
In conversation we shy away from talking about income, but when letting a property it's important. The tenant needs to confirm they are able to pay rent every month.

You can no longer discriminate against applicants on benefits. Instead of rejecting based on status, assess affordability objectively.



5 Do you have a months rent available in advance?

If you are in any doubt that the tenants are able to hand this over by the move-in date, the likelihood is that this could be the same with the rent in the future. Be careful if during your due diligence it turns out that the tenant is getting a loan to fund their deposit or first month's rent, as this could indicate a pattern of living month to month with no savings or additional cash. The deposit should be protected in a tenancy deposit protection scheme.



6 Are You Aware of Property Standards & Maintenance Expectations?

Tenants should understand:

- Reporting processes
- Maintenance responsibilities
- Reasonable access for repairs



7 How long do you want to rent the property for?

All tenancies will be periodic from May 2026 . While tenants can leave with notice, stability protects your income.

Tip: Look for 2–3+ year intentions where possible.



8 Can You Provide a Previous Landlord Reference?

Since you must use valid Section 8 grounds to regain possession , behaviour history matters.

Ask about:

- Rent payment history
- Property condition
- Neighbour complaints



9 Have You Reviewed the New Information Sheet?

Landlords must provide official reform information to tenants detailing:

- Tenant and landlord rights and responsibilities
- Deposit protection rules
- Repairs and maintenance obligations
- Notice periods and eviction rules
- What to do if things go wrong

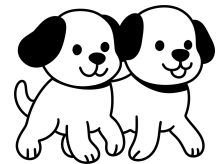


Confirm they've read and understood it.

10 Do You Have Pets?

Tenants can formally request pets and you must respond within 28 days. You can refuse with valid reason (e.g., lease restrictions or unsuitability).

Smart move: Consider pet insurance or additional protection products.

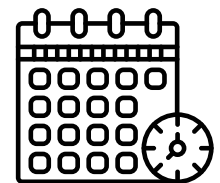


11 Are You Comfortable With a Periodic Tenancy?

All tenancies convert to rolling periodic.

Ensure tenants understand:

- No fixed end date
- Notice requirements
- Your legal grounds for possession



12 Have you ever had rent arrears?

Under the new regime, serious arrears are still a valid ground for possession – but recovery may take time. Be direct but neutral.



13 Are You Registered With All Required Documentation?

You'll soon need to comply with:

- PRS Landlord Database (late 2026)
- Landlord Ombudsman membership

Make tenants aware you operate professionally and compliantly.



14 Do you have any questions for me?

This simple question could unearth a reason that this property might not suit this tenant - which they may otherwise not realise until they move in. If a potential set of tenants do not suit your property you need to walk away as having people living in your property when it doesn't suit can be very costly, stressful and time consuming.



Contact Us

We're always happy to chat.

Call our lettings team at 01325 341455 for a friendly, no-obligation conversation.