

## **The rental market here in Miami is challenging – for both the owner and the renter.**

A great way for landlords to minimize real estate fees is by using the Automated Housing Referral Network (AHRN.COM) web page. AHRN is a Department of Defense sponsored web site that is now used by all the services at most military installations. Landlords have the ability to advertise their properties free of charge and service members benefit by negotiating directly with landlords, thus minimizing the deposits.

Once the property information is posted in AHRN, the landlord's property is exposed, free of charge, worldwide to all military and Government employees seeking housing information for Miami area. Once the service member has found a suitable property, he/she will contact landlord directly and start negotiating the lease. The United States Army Garrison – Miami, Housing Office will facilitate the negotiations, upon request, and ensure both party's interests are protected and their concerns are addressed prior to the execution of the lease contract. .

The following are some of the benefits landlords will receive when renting to a service member:

- Military are generally good renters and used to leaving "quarters" in good condition.
- All military have undergone background checks (most in Miami have security clearances), guaranteeing a renter of good character.
- Service members have a steady job with no danger of unemployment because of a failed business or economic downturn.
- There is no danger of the renter leaving without trace.
- Service member is better able to pay rent because of their housing allowance.
- No late or missed rent payments. All service members have the ability to establish an allotment and pay the rent electronically.
- Most service members assigned to the United States Southern Command will be in Miami for a minimum of three years. thus landlord could secure a 2-3 year lease.
- Government Housing Office will assist owner to find another service member renter when current occupant leaves. This means minimum vacancy and no advertising costs.
- Army Housing Office is available to assist with any issues that might arise.

Often the relationship between owners and renters is adversarial, with each party feeling the need to protect themselves from the other. The Housing Office staff can facilitate its expertise and help landlord/tenant to overcome this problem by providing mediation services.

To speak with a housing representative call 305-437-2664, (305) 437-2636 or e-mail at:

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