



Our Real Estate Guy

Rodney's Guidebook

For Landlords

A collection of how-to's, checklists, and worksheets to help landlords understand what to expect during the real estate leasing experience.

Updated June 2026

OUR REAL ESTATE GUY™

Guidance for Smarter Real Estate Decisions

RODNEY'S GUIDEBOOK

FOR LANDLORDS

Residential & Commercial Leasing Edition

A practical collection of educational resources, checklists, worksheets, and professional guidance to help landlords lease property, select tenants, manage risk, and improve long-term property performance.

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www.ourrealestateguy.com

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WELCOME

Thank you for downloading Rodney's Guidebook for Landlords.

Whether you own a single residential rental property, a portfolio of investment properties, a commercial building, or an industrial asset, leasing real estate involves a series of important financial, operational, and legal decisions. The quality of those decisions can have a significant impact on property performance, cash flow, tenant relationships, and long-term investment returns.

Many landlords approach leasing as a simple process of finding a tenant and signing a lease. In reality, successful leasing begins long before a property is advertised and continues throughout the entire tenancy. Property preparation, pricing strategy, marketing, tenant selection, lease structure, communication, and ongoing management all contribute to the success or failure of a leasing arrangement.

This guidebook was developed to help landlords better understand the leasing process and make informed decisions at each stage. It combines practical guidance, checklists, worksheets, and professional insights gathered from experience working with residential, commercial, industrial, and investment real estate.

The objective is simple:

To provide guidance for smarter real estate decisions.

Whether you ultimately lease your property independently, engage professional representation, or seek strategic consulting support, an informed landlord is typically better positioned to achieve stronger outcomes.

I hope you find this resource useful and wish you success with your leasing objectives.

Rodney Harvey
Real Estate Broker and Broker of Record
Konfidis, Brokerage

HOW TO USE THIS GUIDE

This guidebook is intended to serve as a practical reference rather than a document that must be read from beginning to end.

Landlords may choose to focus on the sections most relevant to their current circumstances.

For example:

- A new landlord preparing a property for lease may wish to begin with property preparation, pricing, and marketing.
- An experienced landlord evaluating applicants may focus on tenant screening and lease agreements.
- A commercial property owner negotiating lease renewals may find the lease structure and tenant management sections most valuable.

Throughout the guide you will find:

WHAT TO KNOW sections that explain important concepts.

HOW TO sections that provide practical guidance.

QUESTIONS TO ASK sections that encourage due diligence.

CHECKLISTS designed to support implementation.

WORKSHEETS intended to help organize information and facilitate decision-making.

The information provided is educational in nature and should not be considered legal, accounting, or tax advice. Professional advice should be obtained where appropriate.

ABOUT RODNEY HARVEY

Rodney Harvey is a Broker of Record and real estate advisor providing brokerage, consulting, and advisory services across residential, commercial, industrial, investment, and leasing real estate.

His experience includes acquisitions, dispositions, leasing transactions, investment analysis, lease review, transaction management, property management, and strategic consulting services.

Unlike many practitioners who focus exclusively on transaction facilitation, Rodney's practice is built around helping clients evaluate options, identify risks, understand implications, and make informed decisions before committing to a course of action.

Clients frequently engage his services before a transaction exists because they want an experienced real estate professional to assist in evaluating opportunities and understanding potential consequences.

This advisory-first approach forms the foundation of the Our Real Estate Guy philosophy:

Guidance for Smarter Real Estate Decisions.

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PART 1

UNDERSTANDING LEASING REAL ESTATE

Leasing is often viewed as a temporary arrangement between a property owner and an occupant. In reality, leasing is one of the most important functions of real estate ownership.

A vacant property generates expenses but produces little or no revenue. A properly leased property can generate stable income, improve asset performance, support financing objectives, and enhance overall property value.

Every lease represents a business decision.

The terms agreed upon today can affect income, expenses, flexibility, risk exposure, and future opportunities for years to come.

Successful landlords typically focus on more than simply securing a tenant. They focus on securing the right tenant, under the right terms, at the right rental rate.

RESIDENTIAL VS COMMERCIAL LEASING

Although residential and commercial leasing share many similarities, they are fundamentally different in several important respects.

Residential leasing tends to be highly regulated, with legislation establishing many rights and obligations for both landlords and tenants.

Commercial leasing generally provides greater flexibility, allowing parties to negotiate a broader range of terms and obligations.

Residential landlords often focus on:

- Creditworthiness • Income verification • Occupancy • Rental history

Commercial landlords often focus on:

- Business viability • Financial strength • Use compatibility • Personal guarantees • Operating history

Because the objectives, risks, and lease structures differ, landlords should understand which principles apply to their specific property type.

WHAT TO KNOW

7 REASONS PROFESSIONAL LEASING MATTERS

1. Reduced Vacancy

Every day a property remains vacant represents lost revenue that can rarely be recovered.

2. Better Pricing Decisions

Accurate market positioning helps balance occupancy objectives with revenue objectives.

3. Stronger Marketing Exposure

Professional marketing expands visibility and increases the likelihood of attracting qualified prospects.

4. Improved Tenant Selection

Tenant quality often has a greater impact on investment performance than rental rate alone.

5. Better Documentation

Clear lease documentation reduces misunderstandings and provides a stronger framework for the tenancy.

6. Reduced Risk

Proper due diligence can help identify concerns before they become costly problems.

7. Improved Long-Term Performance

Strong leasing decisions contribute to stronger property performance, improved tenant retention, and more predictable investment outcomes.

PART 2

PREPARING PROPERTY FOR MARKET

A well-prepared property does more than create a positive first impression. It communicates professionalism, demonstrates pride of ownership, reduces objections during showings, and often contributes to stronger applications and improved rental performance.

Many landlords focus heavily on marketing while overlooking the condition and presentation of the property itself. In reality, preparation often has a greater influence on tenant quality than advertising alone.

The objective is not necessarily to create a perfect property.

The objective is to present the property honestly, professionally, and in a manner that encourages qualified prospects to envision themselves occupying the space.

WHAT TO KNOW

FIRST IMPRESSIONS MATTER

Prospective tenants often form opinions within moments of arriving at a property.

Residential tenants may evaluate:

- Exterior appearance
- Landscaping
- Building maintenance
- Cleanliness
- Parking availability
- Security

Commercial tenants may additionally evaluate:

- Visibility
- Signage opportunities
- Customer access
- Traffic flow

- Loading facilities
- Building condition
- Compatibility with business operations

When deficiencies are immediately apparent, prospects often assume hidden problems exist elsewhere.

Conversely, a well-maintained property frequently creates confidence and encourages stronger engagement.

WHAT TO KNOW

THE COST OF DEFERRED MAINTENANCE

Some landlords delay repairs until after a tenant has been secured.

This approach often creates several problems:

- Longer vacancy periods
- Lower rental rates
- Increased negotiation pressure
- Reduced tenant quality
- Higher turnover
- Greater maintenance costs later

Prospective tenants frequently interpret visible maintenance issues as indicators of how future concerns will be handled.

Properties that appear neglected often attract applicants who have fewer housing options.

Properties that appear professionally maintained often attract applicants seeking long-term occupancy and stable housing arrangements.

HOW TO

PREPARE A RESIDENTIAL PROPERTY FOR LEASE

Step 1

Complete Outstanding Repairs

Before marketing begins:

- Repair damaged drywall
- Repair plumbing issues
- Address electrical concerns
- Replace broken fixtures
- Repair doors and windows
- Ensure appliances function properly

Prospective tenants should not be expected to overlook deficiencies that could have been reasonably addressed beforehand.

Step 2

Perform Deep Cleaning

Pay particular attention to:

- Kitchens
- Bathrooms
- Baseboards
- Windows
- Flooring
- Appliances

A clean property photographs better, shows better, and generally attracts better applicants.

Step 3

Evaluate Paint and Flooring

Cosmetic improvements often provide some of the highest returns on investment.

Fresh neutral paint and well-maintained flooring can dramatically improve marketability.

Step 4

Review Safety Items

Confirm:

- Smoke alarms are operational
- Carbon monoxide alarms are operational
- Handrails are secure
- Exterior lighting functions properly
- Locks operate correctly

Step 5

Prepare Documentation

Gather:

- Utility information
- Parking information
- Appliance manuals
- Building rules
- Property information sheets

Providing accurate information improves confidence and reduces misunderstandings.

HOW TO

PREPARE A COMMERCIAL PROPERTY FOR LEASE

Commercial leasing requires a different perspective.

The objective is not merely to attract a tenant.

The objective is to attract a business capable of operating successfully within the property.

Consider:

Building Systems

- HVAC

- Electrical capacity
- Plumbing
- Internet availability
- Security systems

Access

- Parking
- Customer access
- Accessibility
- Loading facilities

Signage

- Building signage
- Pylon signage
- Window signage

Tenant Improvements

Many commercial tenants evaluate a property based on its ability to accommodate their operational requirements.

Understanding these requirements in advance can improve marketing effectiveness.

WHAT TO KNOW

PREPARING FOR PROFESSIONAL PHOTOGRAPHY

Photographs often determine whether a prospective tenant schedules a showing.

Photography should be treated as a marketing investment rather than an expense.

Before photographs are taken:

Interior

- Remove clutter
- Remove personal items

- Open blinds
- Turn on lights
- Clean surfaces
- Remove garbage containers

Exterior

- Cut grass
- Remove debris
- Sweep walkways
- Remove seasonal clutter
- Position vehicles away from the property when possible

The objective is to showcase space, functionality, and condition.

HOW TO

PREPARE FOR PROPERTY SHOWINGS

Every showing should be viewed as a business presentation.

Before each showing:

Residential

- Ensure property is clean
- Maintain comfortable temperature
- Turn on lights
- Secure pets
- Minimize distractions

Commercial

- Prepare information packages
- Have floor plans available
- Identify operating costs

- Prepare lease summaries
- Understand zoning information

Prospects frequently make decisions based upon both the property and the professionalism of the presentation.

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CHECKLIST

PROPERTY READINESS ASSESSMENT

Exterior

- Landscaping completed
- Walkways clear
- Exterior lighting operational
- Building signage presentable
- Parking areas maintained

Interior

- Property cleaned
- Repairs completed
- Appliances functioning
- Paint satisfactory
- Flooring satisfactory
- Windows cleaned

Safety

- Smoke alarms tested
- Carbon monoxide alarms tested
- Handrails secure
- Locks functioning

Marketing

- Professional photographs completed
- Floor plans available
- Property description prepared
- Rental rate confirmed
- Showing instructions prepared

WORKSHEET

PROPERTY FEATURES INVENTORY

Property Address:

Property Type:

Bedrooms / Offices:

Bathrooms:

Parking:

Storage:

Utilities Included:

Special Features:

Building Improvements:

Notes:

KEY TAKEAWAY

The quality of preparation often influences the quality of applicants.

Landlords who invest time preparing a property before marketing typically experience stronger showings, improved tenant interest, shorter vacancy periods, and better overall leasing outcomes.

Preparation is not simply about appearance.

It is about positioning the property, communicating professionalism, and creating confidence in the minds of prospective tenants.

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PART 3

PRICING & MARKET POSITIONING

One of the most common mistakes landlords make is assuming that leasing success is determined by marketing alone.

In reality, pricing and market positioning often have a greater impact on leasing performance than any advertisement, photograph, or promotional effort.

An exceptional marketing campaign cannot consistently overcome poor pricing.

Likewise, a properly positioned property often generates significant interest with relatively modest marketing exposure.

The objective is not simply to maximize rent.

The objective is to maximize overall investment performance by balancing rental income, vacancy exposure, tenant quality, and long-term property objectives.

WHAT TO KNOW

UNDERSTANDING MARKET RENT

Market rent is the amount a knowledgeable landlord and a knowledgeable tenant would reasonably agree upon in an open and competitive marketplace.

Market rent is influenced by numerous factors including:

Property Characteristics

- Size
- Condition
- Age
- Layout
- Parking
- Storage
- Accessibility

Location

- Neighbourhood
- Transit access
- Schools
- Employment centres
- Retail services
- Traffic patterns

Market Conditions

- Supply
- Demand
- Vacancy rates
- Competing inventory
- Seasonal influences

Lease Structure

Particularly in commercial leasing, rental rates may be heavily influenced by:

- Additional rent
- Operating costs
- Lease term
- Tenant improvement requirements
- Renewal options

Market rent is not necessarily determined by what a landlord wants to receive.

It is determined by what the marketplace is willing to support.

WHAT TO KNOW

THE COST OF OVERPRICING

Many landlords believe they can start high and reduce the price later if necessary.

While this may sound reasonable, it often creates unintended consequences.

An overpriced property may experience:

- Reduced inquiries
- Reduced showings
- Longer vacancy
- Increased carrying costs
- Weaker negotiating position
- Lower quality applicants

The marketplace frequently provides feedback very quickly.

If a properly marketed property generates little interest, pricing should be evaluated before other conclusions are drawn.

WHAT TO KNOW

THE COST OF UNDERPRICING

Underpricing presents its own risks.

Potential consequences include:

- Lost revenue
- Reduced property value
- Difficulty increasing rent later
- Misalignment with investment objectives
- Excessive application volume

The goal should not be to attract the largest number of inquiries.

The goal should be to attract the right inquiries.

HOW TO

DETERMINE A REASONABLE RENTAL RATE

Step 1

Review Comparable Properties

Evaluate:

- Similar location
- Similar size
- Similar condition
- Similar amenities
- Similar lease structure

Properties that are significantly different may provide limited guidance.

Step 2

Evaluate Current Competition

Identify:

- Active listings
- Recently leased properties
- Available inventory
- Market absorption trends

Understanding current competition helps determine how your property compares.

Step 3

Consider Property Strengths

Examples include:

- Renovations
- Premium finishes
- Parking
- Transit access

- Signage opportunities
- Loading facilities

These features may justify stronger positioning.

Step 4

Consider Property Weaknesses

Examples include:

- Deferred maintenance
- Limited parking
- Functional obsolescence
- Challenging layouts
- Accessibility concerns

These factors may influence marketability.

Step 5

Align With Objectives

Ask yourself:

What is more important?

- Maximum rental rate?
- or
- Faster occupancy?

The answer may vary depending on market conditions and ownership objectives.

WHAT TO KNOW

RESIDENTIAL LEASING TRENDS

Residential tenants typically evaluate:

- Monthly rent
- Utilities

- Parking
- Storage
- Location
- Transit
- Property condition
- Safety

While rental rate is important, tenants often consider total occupancy costs rather than rent alone.

A property with slightly higher rent but lower utility expenses may be more attractive than a lower-rent alternative with significant additional costs.

WHAT TO KNOW

COMMERCIAL LEASING TRENDS

Commercial tenants frequently evaluate occupancy costs differently.

Factors may include:

- Base rent
- Additional rent
- Common area maintenance
- Property taxes
- Insurance
- Utilities
- Buildout requirements
- Signage opportunities

Commercial landlords should understand that prospective tenants often evaluate total occupancy cost rather than base rent in isolation.

QUESTIONS TO ASK

BEFORE ESTABLISHING RENT

Residential

- What are similar properties renting for?
- What utilities are included?
- What amenities differentiate the property?
- How quickly do I need occupancy?

Commercial

- What are competing properties offering?
 - Are tenant inducements common?
 - How much additional rent applies?
 - What improvements may be required?
 - How long might vacancy realistically last?
-

WHAT TO KNOW

VACANCY IS AN EXPENSE

Many landlords focus exclusively on monthly rent.

Successful investors often focus on annual performance.

Consider the following example:

Property A

Rent: \$2,500/month

Vacancy: 3 months

Annual Revenue: \$22,500

Property B

Rent: \$2,350/month

Vacancy: 1 month

Annual Revenue: \$25,850

Although Property A achieved a higher rental rate, Property B generated greater annual revenue.

This example illustrates why pricing decisions should be evaluated within the broader context of property performance.

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WORKSHEET

RENTAL RATE ANALYSIS

Property Address:

Property Type:

Target Rent:

Comparable Property #1:

Comparable Property #2:

Comparable Property #3:

Advantages:

Disadvantages:

Recommended Rent Range:

Final Asking Rent:

WORKSHEET

COMPETITIVE PROPERTY COMPARISON

Feature	Subject Property	Competitor 1	Competitor 2
Rent			
Size			
Parking			
Utilities			
Condition			
Location			
Storage			
Special Features			

Notes:

KEY TAKEAWAY

Pricing is not simply a marketing decision.

It is an investment decision.

Effective landlords understand that rental rate, vacancy, tenant quality, and long-term property performance are interconnected.

The most successful leasing strategies are rarely focused on obtaining the highest possible rent.

They are focused on obtaining the best overall outcome.

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PART 4

MARKETING PROPERTY

Many landlords assume that placing a property online is the same as marketing it.

In reality, advertising and marketing are not the same thing.

Advertising creates visibility.

Marketing creates interest.

Effective marketing communicates value, identifies the target audience, highlights key benefits, answers common questions, and encourages qualified prospects to take action.

The objective is not simply to attract inquiries.

The objective is to attract qualified inquiries from prospects who are likely to become successful long-term tenants.

A properly marketed property generally experiences:

- Greater visibility
- More qualified inquiries
- Better tenant selection opportunities
- Reduced vacancy
- Improved negotiating leverage
- Stronger overall leasing outcomes

WHAT TO KNOW

THE MODERN LEASING MARKETPLACE

Today's tenants have access to more information than ever before.

Before contacting a landlord or leasing representative, many prospects have already:

- Reviewed photographs
- Compared competing properties
- Evaluated rental rates

- Reviewed maps
- Investigated neighbourhoods
- Researched businesses
- Examined transportation options
- Compared amenities

In many cases, a prospect forms an initial opinion before ever scheduling a showing.

For this reason, marketing materials should be viewed as an extension of the property itself.

WHAT TO KNOW

UNDERSTANDING YOUR TARGET AUDIENCE

Successful marketing begins with understanding who the property is intended to attract.

Residential Examples

A family may prioritize:

- Schools
- Yard space
- Parking
- Storage
- Safety

A professional may prioritize:

- Transit access
- Commute times
- Internet connectivity
- Modern finishes
- Walkability

Commercial Examples

A retailer may prioritize:

- Visibility
- Traffic counts
- Customer parking
- Signage

An office user may prioritize:

- Professional appearance
- Accessibility
- Meeting space

An industrial user may prioritize:

- Clear height
- Shipping facilities
- Power capacity
- Transportation access

Understanding the target audience helps determine which property features should be emphasized.

HOW TO

CREATE A BETTER PROPERTY LISTING

Every listing should answer a simple question:

Why should someone choose this property instead of a competing property?

Strong listings typically include:

Accurate Information

- Size
- Rent
- Utilities
- Parking
- Availability

Clear Property Descriptions

Describe:

- Benefits
- Features
- Improvements
- Location advantages

Professional Presentation

- High-quality photographs
- Floor plans when available
- Logical formatting
- Easy-to-read descriptions

Prospects should be able to quickly understand the property's value proposition.

WHAT TO KNOW

PROFESSIONAL PHOTOGRAPHY MATTERS

Photographs are frequently the most viewed component of any property advertisement.

Poor photographs can significantly reduce inquiry volume.

Professional photographs often:

- Increase engagement
- Improve click-through rates
- Increase showing requests
- Improve perceived value
- Differentiate the property from competitors

Properties are often viewed online before they are viewed in person.

Professional presentation helps ensure a strong first impression.

HOW TO

WRITE BETTER PROPERTY DESCRIPTIONS

Many property descriptions focus exclusively on features.

Successful descriptions often focus on benefits.

Example

Feature: "Two parking spaces."

Benefit: "Convenient parking for multiple vehicles."

Feature: "Located near Highway 401."

Benefit: "Excellent access to major transportation routes."

Feature: "Open-concept office layout."

Benefit: "Flexible workspace suitable for collaborative teams."

"Benefits help prospects understand how the property may support their lifestyle or business objectives."

WHAT TO KNOW

MLS® EXPOSURE

The Multiple Listing Service (MLS®) remains one of the most widely recognized real estate marketing systems.

Benefits may include:

- Broad exposure
- REALTOR® cooperation
- Data accuracy
- Distribution to consumer-facing websites
- Professional presentation

MLS® exposure can be particularly effective for residential leasing opportunities.

The effectiveness of any marketing strategy ultimately depends upon the quality of the property, pricing, presentation, and market conditions.

WHAT TO KNOW

REALTOR.ca

Many prospective residential tenants begin their search online.

REALTOR.ca remains one of Canada's most recognized real estate search platforms.

Benefits include:

- High consumer awareness
- Mobile accessibility
- Mapping features
- Search functionality
- Property information access

Visibility alone does not guarantee results, but broad exposure can increase opportunities to connect with qualified prospects.

WHAT TO KNOW

COMMERCIAL MARKETING PLATFORMS

Commercial leasing frequently requires additional marketing channels.

Examples may include:

- Commercial brokerage networks
- Industry databases
- Commercial listing platforms
- Business associations
- Professional referral networks

Commercial leasing often involves a smaller pool of potential occupants and longer decision-making timelines.

As a result, marketing strategies may differ substantially from residential leasing campaigns.

WHAT TO KNOW

LANDLORD-CONTROLLED MLS® ESSENTIALS

Some landlords prefer to remain actively involved in the leasing process while still benefiting from professional marketing exposure.

A landlord-controlled representation structure may be appropriate for landlords who wish to:

- Conduct showings personally
- Communicate directly with prospective tenants
- Participate actively in negotiations
- Manage portions of the process independently

Professional support may still be provided with respect to:

- MLS® exposure
- Property positioning
- Marketing guidance
- Documentation assistance
- Strategic consultation

The appropriate level of support depends upon the landlord's experience, availability, and objectives.

WHAT TO KNOW

FULL-SERVICE LEASING REPRESENTATION

Other landlords prefer comprehensive support throughout the leasing process.

Full-service representation may include:

- Property evaluation

- Rental rate analysis
- Marketing strategy
- Professional photography
- Inquiry management
- Showing coordination
- Application review
- Negotiation support
- Documentation assistance

The appropriate representation structure depends upon the landlord's goals, resources, and desired level of involvement.

QUESTIONS TO ASK

BEFORE MARKETING A PROPERTY

Residential

- Who is the ideal tenant?
- What features are most attractive?
- Are photographs current?
- Is pricing competitive?
- Are showing instructions clear?

Commercial

- What industries are suitable?
 - Are permitted uses understood?
 - Is signage available?
 - Are operating costs documented?
 - Are floor plans available?
-

CHECKLIST

MARKETING READINESS CHECKLIST

Property Preparation

- Repairs completed
- Cleaning completed
- Landscaping completed
- Safety items verified

Photography

- Professional photographs completed
- Exterior photographs completed
- Interior photographs completed
- Floor plans available

Listing Information

- Rental rate confirmed
- Property description prepared
- Utility information available
- Parking information available
- Availability date confirmed

Marketing Materials

- MLS® ready
- REALTOR.ca exposure confirmed
- Commercial marketing plan prepared
- Showing instructions prepared
- Contact information verified

WORKSHEET

MARKETING STRATEGY PLANNER

Property Address:

Target Tenant:

Key Property Advantages:

Competitive Advantages:

Marketing Channels:

Target Occupancy Date:

Marketing Budget:

Notes:

KEY TAKEAWAY

Marketing does not create demand for a poorly positioned property.

Marketing amplifies the strengths of a properly prepared and appropriately priced property.

The most effective leasing campaigns combine strong preparation, competitive pricing, professional presentation, and targeted exposure.

Successful landlords understand that marketing is not merely about attracting attention.

It is about attracting the right attention from the right prospects at the right time.

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PART 5

TENANT SELECTION

Many landlords spend significant time preparing a property, determining an appropriate rental rate, and marketing the opportunity.

Unfortunately, some of those same landlords devote very little attention to evaluating the prospective tenant.

This can be an expensive mistake.

While rental rate is important, the quality of the tenant often has a greater impact on investment performance than the amount of rent being collected.

A strong tenant who pays on time, communicates effectively, respects the property, and intends to remain long-term may create substantially better outcomes than a higher-paying tenant who creates ongoing challenges.

The objective of tenant selection is not to eliminate all risk.

The objective is to gather sufficient information to make an informed decision.

WHAT TO KNOW

THE TRUE COST OF A POOR TENANT

Many landlords focus primarily on occupancy.

Experienced landlords often focus on occupancy quality.

A poor tenant may contribute to:

- Late rent payments
- Property damage
- Excessive maintenance
- Neighbour complaints
- Lease disputes
- Legal expenses
- Increased turnover

- Extended vacancy

Conversely, a strong tenant may contribute to:

- Stable cash flow
- Reduced management requirements
- Better property care
- Longer occupancy periods
- Lower turnover costs

The objective is not merely to fill the vacancy.

The objective is to fill the vacancy with the most suitable applicant available.

WHAT TO KNOW

CONSISTENCY MATTERS

Every applicant should be evaluated using a consistent process.

Consistency helps ensure:

- Better decision making
- Improved record keeping
- Reduced emotional decision making
- Fair treatment of applicants

“A structured process generally produces better results than relying on instinct alone.”

WHAT TO KNOW

RESIDENTIAL TENANT SCREENING

Residential screening typically focuses on:

Identity

Confirm the applicant is who they claim to be.

Examples may include:

- Government-issued identification
- Address verification
- Contact verification

Employment

Verify:

- Employer
- Position
- Length of employment
- Income stability

Income

Income verification may include:

- Pay stubs
- Employment letters
- Tax documentation
- Bank statements

“The objective is to determine whether rent obligations appear reasonable relative to income.”

Rental History

Previous landlords may provide valuable information regarding:

- Payment habits
- Property care
- Communication
- Lease compliance

“Past behavior does not guarantee future behavior, but it can provide useful context.”

WHAT TO KNOW

COMMERCIAL TENANT DUE DILIGENCE

Commercial tenant evaluation often differs significantly from residential screening.

Commercial landlords frequently evaluate:

Business Operations

- Nature of business
- Years in operation
- Ownership structure
- Industry experience

Financial Strength

- Financial statements
- Banking relationships
- Credit history
- Revenue stability

Use Compatibility

The proposed use should align with:

- Zoning
- Building requirements
- Existing occupants
- Long-term property objectives

Growth Potential

Many commercial landlords evaluate not only whether the tenant can occupy the space today, but whether they are likely to remain successful in the future.

WHAT TO KNOW

UNDERSTANDING CREDIT REPORTS

Credit reports are frequently misunderstood.

A credit report is only one component of a broader evaluation process.

Factors commonly reviewed include:

- Payment history
- Outstanding obligations
- Collection activity
- Credit utilization
- Length of credit history

Credit reports should generally be considered alongside:

- Income
- Employment
- References
- Overall application strength

A strong application may occasionally compensate for weaknesses in one area.

Likewise, a strong credit score alone should not automatically override concerns elsewhere.

WHAT TO KNOW

INCOME VERIFICATION

Income verification helps landlords assess an applicant's ability to meet lease obligations.

Common methods include:

Residential

- Employment letters
- Pay stubs
- Tax returns

- Direct verification with employer

Commercial

- Financial statements
- Business banking information
- Corporate tax returns
- Accountant-prepared statements

The objective is not to guarantee payment.

The objective is to better understand the applicant's financial capacity.

QUESTIONS TO ASK

RESIDENTIAL APPLICANTS

Occupancy

Who will be occupying the property?

Timing

When are you hoping to move?

Employment

Where do you currently work?

Housing

Why are you moving?

Requirements

Do you have any specific parking, storage, accessibility, or occupancy requirements?

“Questions should be professional, relevant, and related to the leasing decision.”

QUESTIONS TO ASK

COMMERCIAL APPLICANTS

Business Operations

What type of business will operate from the premises?

Term Requirements

How long of a lease term are you seeking?

Improvements

Will tenant improvements be required?

Staffing

How many employees will occupy the premises?

Customers

Will customers regularly attend the location?

Growth

How do you anticipate the business evolving during the lease term?

“These discussions often provide valuable insight into long-term suitability.”

WHAT TO KNOW

RED FLAGS

No single issue necessarily disqualifies an applicant.

However, landlords should carefully evaluate concerns such as:

- Inconsistent information
- Unverifiable employment
- Unverifiable references
- Repeated late payment history
- Incomplete applications

- Unwillingness to provide documentation
- Significant contradictions

The presence of a concern does not automatically require rejection.

It may simply indicate the need for further investigation.

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CHECKLIST

TENANT SCREENING CHECKLIST

Identity

- Identification reviewed
- Contact information verified

Employment

- Employment verified
- Income reviewed
- Income documentation retained

Residential References

- Previous landlord contacted
- Reference notes recorded

Credit

- Credit reviewed
- Outstanding concerns identified

Commercial Applicants

- Business information reviewed
- Financial information reviewed
- Use compatibility confirmed
- Lease requirements discussed

Decision

- Evaluation completed
- Supporting documentation retained
- Final recommendation documented

WORKSHEET

TENANT EVALUATION MATRIX

Applicant Name:

Identity Verification

- Satisfactory
- Further Review Required

Employment Verification

- Satisfactory
- Further Review Required

Income Verification

- Satisfactory
- Further Review Required

Credit Review

- Satisfactory
- Further Review Required

References

- Satisfactory
- Further Review Required

Overall Assessment

Recommended Action

- Proceed
- Further Review
- Decline

Reviewer Notes

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WHAT TO KNOW

THE BEST APPLICANT IS NOT ALWAYS THE FIRST APPLICANT

Strong leasing decisions require patience and discipline.

When a property has been vacant for some time, it can be tempting to accept the first applicant who appears reasonably qualified.

Successful landlords often focus less on urgency and more on suitability.

A slightly longer vacancy period may be preferable to entering into a tenancy that creates ongoing challenges.

Tenant selection should be viewed as an investment decision rather than an administrative task.

The quality of the tenant frequently influences the success of the entire leasing relationship.

KEY TAKEAWAY

Properties do not create income.

Tenants create income.

The most successful landlords recognize that tenant selection is one of the most important decisions they will make throughout the leasing process.

Effective screening is not about finding perfect applicants.

It is about gathering sufficient information to make informed, reasonable, and well-supported decisions.

PART 6

LEASE AGREEMENTS

Once a landlord has successfully prepared, marketed, and leased a property to a qualified tenant, the next step is documenting the agreement.

Many landlords view the lease as an administrative requirement.

In reality, the lease is one of the most important risk-management tools available to both landlords and tenants.

A properly drafted lease helps establish expectations, define responsibilities, document obligations, and reduce misunderstandings.

A poorly drafted lease can create uncertainty, disputes, and unintended consequences.

“The objective is not to create a complicated document.

The objective is to create a clear understanding between the parties.”

WHAT TO KNOW

A LEASE IS MORE THAN A RENTAL AGREEMENT

A lease does more than establish the amount of rent payable.

It may address:

- Occupancy
- Rent
- Utilities
- Parking
- Maintenance
- Insurance
- Storage
- Signage
- Improvements

- Renewal rights
- Assignment rights
- Default provisions

The complexity of a lease often depends upon the nature of the property and the objectives of the parties.

Residential leases are generally more standardized.

Commercial leases are frequently more customized.

WHAT TO KNOW

RESIDENTIAL LEASE AGREEMENTS

Residential leasing in Ontario is subject to significant legislative requirements.

Most residential tenancies utilize the Ontario Standard Form of Lease together with any lawful additional terms agreed upon by the parties.

The lease should clearly identify:

- Landlord
- Tenant
- Property address
- Occupancy date
- Rent
- Services included
- Parking arrangements
- Storage arrangements
- Additional terms

The objective is to ensure all parties understand their respective rights and obligations before occupancy begins.

WHAT TO KNOW

ADDITIONAL TERMS

Additional terms are often used to address matters not fully described within the standard lease.

Examples may include:

- Parking arrangements
- Storage privileges
- Snow removal responsibilities
- Lawn maintenance
- Utility allocation
- Building rules
- Access procedures
- Communication protocols

Additional terms should be clear, reasonable, and consistent with applicable legislation.

Ambiguous language frequently creates future disputes.

VOCABULARY

RESIDENTIAL LEASE TERMINOLOGY

Rent

The amount payable by the tenant for occupancy of the property.

Term

The duration of the tenancy.

Occupancy

The individuals permitted to reside within the premises.

Additional Terms

Supplementary provisions agreed upon by the parties.

Assignment

Transfer of the tenant's leasehold interest to another party.

Subletting

Temporary occupancy by another party while the original tenant remains responsible under the lease.

Default

Failure to comply with a lease obligation.

WHAT TO KNOW

COMMERCIAL LEASE AGREEMENTS

Commercial leases often differ substantially from residential leases.

Commercial leases are generally negotiated documents intended to address the specific requirements of:

- The landlord
- The tenant
- The property
- The intended use

Commercial leases may vary considerably in length and complexity.

Unlike residential leases, there is often significant flexibility regarding how responsibilities and risks are allocated.

WHAT TO KNOW

COMMERCIAL LEASE STRUCTURES

Gross Lease

The tenant pays a fixed rent amount while many operating expenses remain the responsibility of the landlord.

Gross leases are often easier for tenants to understand because occupancy costs are relatively predictable.

Net Lease

The tenant pays base rent plus certain additional expenses.

Examples may include:

- Property taxes
- Insurance
- Maintenance expenses
- Utilities

Net leases allocate a greater portion of property expenses to the tenant.

Triple Net Lease (NNN)

The tenant is generally responsible for:

- Base rent
- Property taxes
- Building insurance
- Maintenance and operating costs

Triple net structures are common in commercial and industrial leasing.

Occupancy costs may vary depending upon actual expenses incurred.

WHAT TO KNOW

ADDITIONAL RENT

One of the most misunderstood concepts in commercial leasing is additional rent.

Additional rent may include:

- Property taxes

- Insurance
- Common area maintenance
- Snow removal
- Landscaping
- Property management expenses
- Building maintenance

Commercial tenants frequently evaluate total occupancy cost rather than base rent alone.

Landlords should ensure that additional rent provisions are clearly described.

WHAT TO KNOW

USE CLAUSES

A use clause defines how the premises may be utilized.

Examples:

- Professional office
- Retail store
- Restaurant
- Industrial manufacturing
- Warehouse

Clearly defining permitted uses helps reduce misunderstandings and may assist with property management objectives.

Commercial landlords should ensure proposed uses comply with applicable zoning requirements.

WHAT TO KNOW

PERSONAL GUARANTEES

Commercial landlords frequently request personal guarantees.

A guarantee may provide additional security where:

- The tenant is a newly established corporation
- Limited operating history exists
- Financial information is limited
- Significant landlord investment is required

The appropriateness of a guarantee depends upon the circumstances of the transaction.

WHAT TO KNOW

TENANT IMPROVEMENTS

Commercial tenants often require modifications before occupancy.

Examples include:

- Office construction
- Interior finishes
- Signage
- Electrical upgrades
- Specialized equipment installation

Questions should be addressed before occupancy:

- Who performs the work?
- Who pays for the work?
- Who owns the improvements?
- What approvals are required?

Clearly documenting expectations can prevent future disagreements.

WHAT TO KNOW

RENEWAL OPTIONS

Many commercial tenants seek renewal rights.

Renewal options may provide the opportunity to extend occupancy beyond the initial term.

Key considerations include:

- Length of renewal term
- Notice requirements
- Rent determination methods
- Conditions for exercising the option

Renewal provisions can significantly influence long-term property value and occupancy stability.

WHAT TO KNOW

ASSIGNMENT & SUBLETTING

Circumstances sometimes change during the term of a lease.

Assignment and subletting provisions establish how occupancy rights may be transferred.

Landlords should understand:

- Approval rights
- Notice requirements
- Continuing obligations
- Conditions for consent

These provisions often become particularly important in commercial leasing.

QUESTIONS TO ASK

BEFORE SIGNING A LEASE

Residential

- What services are included?
- What utilities are included?
- What parking is included?
- What additional terms apply?
- What maintenance obligations exist?

Commercial

- How is additional rent calculated?
- What use is permitted?
- Are improvements required?
- Is a guarantee required?
- What renewal rights exist?
- What assignment rights exist?

CHECKLIST

LEASE REVIEW CHECKLIST

Property Information

- Property correctly identified
- Parties correctly identified
- Occupancy date confirmed

Financial Terms

- Rent confirmed
- Additional rent reviewed
- Deposit provisions reviewed

Property Rights

- Parking confirmed
- Storage confirmed
- Signage rights reviewed

Lease Terms

- Renewal provisions reviewed
- Assignment provisions reviewed
- Default provisions reviewed

Commercial Matters

- Use clause reviewed
- Additional rent reviewed
- Improvement obligations reviewed
- Guarantee provisions reviewed

Documentation

- All schedules attached
- All signatures obtained
- Copies retained

WORKSHEET

LEASE TERM SUMMARY

Property Address:

Lease Type:

Residential

Commercial

Lease Term:

Rent:

Additional Rent:

Parking:

Storage:

Renewal Rights:

Assignment Rights:

Special Conditions:

WHAT TO KNOW

LEASES SHOULD SUPPORT RELATIONSHIPS

Many people view leases as documents intended to address conflict.

In reality, the best leases often help prevent conflict.

A clear lease establishes expectations before disagreements occur.

When both parties understand their rights and obligations, the tenancy generally operates more smoothly.

The goal is not to create a document that anticipates every possible scenario.

The goal is to create a framework that supports a successful tenancy.

KEY TAKEAWAY

A lease is not merely paperwork.

It is one of the most important tools available for managing risk, documenting expectations, and supporting successful landlord-tenant relationships.

Whether residential or commercial, a well-structured lease can help protect both parties and contribute to stronger long-term outcomes.

Successful landlords view lease agreements as strategic business documents rather than administrative forms.

PART 7

MANAGING TENANCIES

Many landlords devote considerable effort to finding a tenant but relatively little attention to managing the tenancy after occupancy begins.

In reality, the success of a leasing transaction is often determined after the lease has been signed.

A strong tenancy is built upon:

- Communication
- Documentation
- Consistency
- Professionalism
- Reasonable expectations
- Mutual respect

Whether managing a residential tenancy or a commercial lease, landlords who establish clear procedures and maintain organized records are often better positioned to resolve issues, preserve relationships, and protect their investments.

The objective is not simply to collect rent.

The objective is to maintain a productive and professional landlord-tenant relationship that supports long-term property performance.

WHAT TO KNOW

THE VALUE OF PROFESSIONAL COMMUNICATION

Many tenancy issues begin as communication issues.

A simple misunderstanding can quickly escalate when expectations are unclear or responses are delayed.

Professional communication should be:

- Timely

- Respectful
- Consistent
- Documented
- Solution-oriented

Landlords should avoid emotional responses and focus on facts, documentation, and practical solutions.

Likewise, tenants should feel comfortable raising legitimate concerns without fear of conflict.

Strong communication often prevents small issues from becoming significant problems.

WHAT TO KNOW

DOCUMENTATION IS RISK MANAGEMENT

One of the most valuable habits a landlord can develop is maintaining organized records.

Documentation may include:

- Lease agreements
- Applications
- Inspection reports
- Maintenance requests
- Photographs
- Correspondence
- Notices
- Invoices
- Payment records

Good documentation helps establish facts when questions arise and often reduces the likelihood of disputes.

If an event was not documented, proving it later may become significantly more difficult.

HOW TO

ESTABLISH CLEAR COMMUNICATION PROCEDURES

At the beginning of the tenancy, landlords should establish:

Preferred Contact Methods

Examples:

- Email
- Telephone
- Text message
- Property management portal

Emergency Procedures

Clarify:

- What constitutes an emergency
- Who should be contacted
- Expected response procedures

Maintenance Procedures

Explain:

- How maintenance requests are submitted
- Expected response timelines
- Access procedures

Establishing expectations early can reduce confusion later.

WHAT TO KNOW

MAINTENANCE IS AN INVESTMENT

Some landlords view maintenance as an expense.

Successful property owners often view maintenance as an investment.

Proper maintenance may contribute to:

- Tenant satisfaction
- Property preservation
- Reduced repair costs
- Lower vacancy
- Improved asset value

Deferred maintenance frequently costs more than preventative maintenance.

Addressing issues early often prevents larger and more expensive repairs.

HOW TO

HANDLE MAINTENANCE REQUESTS EFFECTIVELY

Step 1

Document the Request

Record:

- Date
- Time
- Description
- Photographs (if available)

Step 2

Assess Urgency

Examples of higher-priority issues:

- Water leaks
- Heating failures
- Electrical concerns
- Security issues

Step 3

Communicate Expectations

Provide:

- Confirmation of receipt
- Proposed timeline
- Access requirements

Step 4

Document Completion

Maintain records regarding:

- Work performed
- Contractors utilized
- Costs incurred
- Completion dates

A structured process improves efficiency and accountability.

WHAT TO KNOW

RESIDENTIAL TENANCY CONSIDERATIONS

Residential tenancies often involve unique considerations.

Examples include:

- Occupancy changes
- Parking concerns
- Noise complaints
- Utility disputes
- Maintenance requests
- Property access

Prompt communication and consistent documentation can help address many of these issues before they escalate.

WHAT TO KNOW

COMMERCIAL TENANCY CONSIDERATIONS

Commercial tenancies frequently involve additional considerations.

Examples include:

- Signage requests
- Tenant improvements
- Operating cost reconciliations
- Expansion requirements
- Business operations
- Lease renewals

Commercial landlords often benefit from maintaining regular communication with tenants regarding future business plans and occupancy requirements.

Understanding a tenant's objectives can help identify opportunities and potential concerns before they become problems.

WHAT TO KNOW

RENT REVIEWS

Commercial leases frequently contain provisions addressing rent reviews or rental adjustments.

These reviews may occur:

- At renewal
- At predetermined intervals
- Upon exercising options

Preparation often improves outcomes.

Landlords should maintain records regarding:

- Market conditions
- Comparable properties
- Building improvements
- Operating costs

The objective is to support informed negotiations rather than reactive discussions.

HOW TO

MANAGE LEASE RENEWALS

Many landlords focus extensively on attracting tenants and very little on retaining them.

Retention can be extremely valuable.

Renewals may reduce:

- Vacancy
- Marketing costs
- Tenant improvement costs
- Administrative effort

Before discussing renewal:

Review:

- Payment history
- Maintenance history
- Occupancy experience
- Market conditions
- Future property objectives

Not every tenant should be renewed.

However, retaining a strong tenant is often more economical than securing a new tenant.

WHAT TO KNOW

VACANCY IS NOT THE ONLY RISK

Landlords often focus on vacancy risk.

Other risks may include:

- Deferred maintenance
- Poor documentation
- Tenant turnover
- Property damage
- Regulatory compliance issues
- Insurance concerns

Successful landlords manage risk holistically rather than focusing on a single factor.

QUESTIONS TO ASK

ANNUAL TENANCY REVIEW

Residential

- Has the tenancy been successful?
- Have maintenance concerns been addressed?
- Are communication procedures effective?
- Are improvements required?

Commercial

- Has the tenant's business evolved?
- Are expansion requirements anticipated?
- Are lease modifications required?
- Are renewal discussions appropriate?

“Regular reviews help identify opportunities before issues arise.”

CHECKLIST

TENANCY MANAGEMENT CHECKLIST

Documentation

- Lease retained
- Application retained
- Inspection reports retained
- Correspondence organized

Maintenance

- Maintenance log updated
- Repairs documented
- Contractor information retained

Communication

- Contact information current
- Communication procedures established
- Emergency procedures established

Commercial Matters

- Operating costs reviewed
- Signage requests documented
- Tenant improvement requests documented

Risk Management

- Insurance reviewed
- Property inspections completed
- Annual review completed

WORKSHEET

MAINTENANCE LOG

Property Address:

Date	Issue Reported	Action Taken	Completed
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Notes:

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WORKSHEET

ANNUAL TENANCY REVIEW

Property Address:

Tenant:

Lease Expiry:

Payment History:

Maintenance Issues:

Communication Assessment:

Renewal Considerations:

Future Objectives:

Recommended Actions:

WHAT TO KNOW

SUCCESSFUL TENANCIES BENEFIT EVERYONE

The strongest landlord-tenant relationships are rarely built on strict enforcement alone.

They are built on:

- Clear expectations
- Consistent communication
- Professional conduct
- Reasonable decision-making
- Mutual respect

Landlords and tenants ultimately share a common objective:

A stable, predictable, and successful occupancy arrangement.

“When both parties understand their responsibilities and communicate effectively, the tenancy is more likely to achieve that objective.”

KEY TAKEAWAY

Managing a tenancy is not simply about collecting rent and responding to maintenance requests.

It is an ongoing process of communication, documentation, risk management, and relationship building.

Successful landlords recognize that strong tenant relationships, proactive maintenance, and organized record keeping contribute directly to long-term property performance and investment success.

“The lease may begin the relationship, but effective tenancy management is what ultimately determines its success.”

PART 8

PROFESSIONAL LEASING SERVICES

PROFESSIONAL LEASING SERVICES

Throughout this guidebook, we have explored the various stages of the leasing process including property preparation, pricing and market positioning, marketing, tenant selection, lease agreements, and tenancy management.

Many landlords successfully manage some or all of these responsibilities themselves. Others prefer professional assistance with specific aspects of the process. There is no single approach that is appropriate for every property owner.

ADVISORY SERVICES

Advisory services focus on helping clients evaluate options and make decisions. Examples include rental rate analysis, investment considerations, strategic planning, occupancy strategies, asset performance reviews, and risk considerations.

CONSULTING SERVICES

Consulting services are generally focused on specific projects or defined objectives such as lease reviews, lease structure consultation, property preparation consultation, tenant screening consultation, and negotiation consultation.

LEASE REVIEW SERVICES

Landlords frequently seek assistance with understanding lease provisions, evaluating obligations, reviewing renewal provisions, assignment rights, financial terms, additional rent provisions, operating cost recoveries, tenant improvement obligations, guarantees, and use clauses.

LEASE DRAFTING SUPPORT

Some landlords utilize standard lease documentation while others require customized provisions dealing with parking, storage, utility allocations, signage rights, commercial operating requirements, and property-specific obligations.

LANDLORD-CONTROLLED MLS® ESSENTIALS

This representation structure is designed for landlords who wish to remain actively involved in the leasing process while benefiting from professional MLS® exposure, REALTOR.ca visibility, marketing support, documentation guidance, and strategic consultation.

FULL-SERVICE LEASING REPRESENTATION

Full-service representation may include property evaluation, rental rate analysis, marketing strategy, professional photography, inquiry management, showing coordination, tenant screening, negotiation support, and documentation assistance.

COMMERCIAL LEASING SUPPORT

Commercial leasing often involves use clauses, additional rent, operating costs, tenant improvements, signage rights, exclusivity provisions, personal guarantees, expansion rights, and renewal options. Professional guidance can assist with evaluating these issues.

GUIDANCE FOR SMARTER REAL ESTATE DECISIONS

Every stage of the leasing process involves decisions that may affect revenue, vacancy, risk, tenant quality, property value, and investment performance. Better information often leads to better decisions.

FINAL THOUGHTS

Leasing is not simply about finding occupants. It is about creating successful occupancy arrangements that support both the landlord's objectives and the tenant's needs.

ABOUT OUR REAL ESTATE GUY

Our Real Estate Guy provides advisory, consulting, representation, and transaction-management services across residential, commercial, industrial, leasing, and investment real estate.

Guidance for Smarter Real Estate Decisions.

ONTARIO LEASING RESOURCES

The following resources may provide useful information to landlords and tenants.

Residential Tenancies Act (Ontario)

Landlord and Tenant Board

Ontario Standard Lease

Human Rights Code (Ontario)

Municipal Property Standards

Ontario Building Code

Ontario Fire Code

Canada Mortgage and Housing Corporation

Municipal Licensing & Zoning Departments

Property Tax Departments

Legal and Accounting Professionals

Landlords should confirm all information independently and seek professional advice where appropriate.

LEASING VOCABULARY & GLOSSARY

Additional Rent

Costs payable by a tenant in addition to base rent.

Assignment

Transfer of leasehold rights to another party.

Base Rent

The primary rent payable under a lease.

CAM Charges

Common Area Maintenance costs typically associated with commercial properties.

Default

Failure to comply with lease obligations.

Gross Lease

A lease structure where many property expenses remain the responsibility of the landlord.

Guarantor

A person agreeing to assume responsibility if the tenant defaults.

Net Lease

A lease structure where certain operating expenses are paid by the tenant.

Occupancy Cost

The total cost of occupying a property including rent and other associated expenses.

Renewal Option

A contractual right to extend a lease term.

Subletting

Temporary occupancy by another party while the original tenant remains responsible under the lease.

Tenant Improvements

Modifications made to leased premises.

Triple Net Lease (NNN)

A lease structure where the tenant pays base rent plus taxes, insurance, and operating expenses.

Use Clause

A provision describing how leased premises may be utilized.

Vacancy Rate

The percentage of available space that is unoccupied.

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SERVICE PROVIDER CONTACTS

Property Address:

Lawyer:

Accountant:

Insurance Representative:

Mortgage Professional:

Property Manager:

Electrician:

Plumber:

HVAC Contractor:

General Contractor:

Emergency Contact:

Additional Notes:

ABOUT OUR REAL ESTATE GUY

Our Real Estate Guy provides advisory, consulting, representation, and transaction-management services across residential, commercial, industrial, leasing, and investment real estate.

Services may include:

- Advisory Services
- Consulting Services
- Lease Review
- Lease Structuring
- Leasing Representation
- Tenant Representation
- Property Marketing
- Investment Analysis
- Transaction Management
- Strategic Real Estate Guidance

Whether you require full-service leasing representation, landlord-controlled MLS® exposure, lease consulting, tenant screening support, or strategic real estate advice, Our Real Estate Guy provides flexible solutions designed to help landlords make informed decisions and improve leasing outcomes.

Landlords should ensure all screening practices comply with applicable human rights, privacy, and tenancy legislation.

Guidance for Smarter Real Estate Decisions.