

# The LDM Team

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## The Value of Using a Broker to Lease Your Real Estate

*Owning a property is very rewarding, yet can sometimes be a headache when you have to worry about finding a good tenant on top of keeping up the building and other responsibilities in your life. Using the right broker to handle the chore for you can take a load off your shoulders and save you valuable time and energy.*

### **You don't pay for the service, the tenant does**

Generally 15% of one year's rent is paid to the broker, who spends a great deal of time trying to match your property with the most qualified tenant.



### **A broker has extensive knowledge of your neighborhood**

Potential tenants will want to know information on nearby transportation, shops, restaurants, community highlights, schools, and other necessities for a quality lifestyle, all of which your broker can provide. What's more, brokers typically represent other properties in the neighborhood that bring additional tenants. Your broker also has a pool of contacts in your area that may prove to be perfect candidates for your property.

### **Agents know how to properly screen a tenant**

An agent will look at an applicant's financial profile, and ask the right questions to make sure they can afford your rent and that they are responsible. You can rest easy that they have done everything possible to minimize the risk to you.



### **By signing an exclusive, your agent co-brokers your property to every firm in the city**

Your property will be presented for rent to thousands of prospective tenants this way – the more exposure, the greater the chance for the highest price, most qualified tenant, and shortest period of time until someone moves in.

### **Your exclusive agent will handle the application**

This service also includes taking care of the lease package, credit check, and all showings, so you can have more time to commit to yourself to work, family, and other interests.

### **Broad-based experience that works**

Your agent will know how to handle a relocation situation involving a foreign tenant without US credit, and how to make sure they are the right tenants for you. His or her extensive knowledge of NYC leases will prove invaluable in protecting your best interests, as will their advice on tips for lease riders based on proven professional experience.

