




Leasing and the Law

Robert M. Locke, RMP, MPM




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How closely
do you need
to listen?
(Ex 1)



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Competency Requirement

Your
Commission

Your
Broker

Legal

You'll be held by the courts as a licensed, paid professional competent in your trade and accountable for your claims of expertise



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Real Estate License

Forms

Sales Experience



Compete

LEASING



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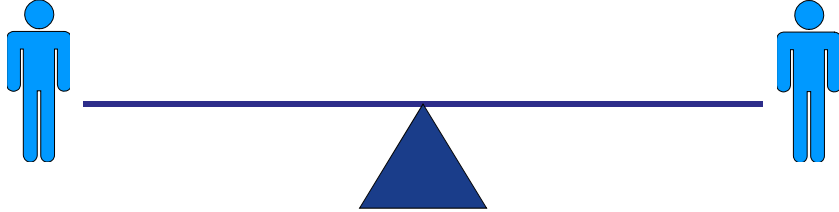



Is the Landlord/Tenant Relationship So.....?


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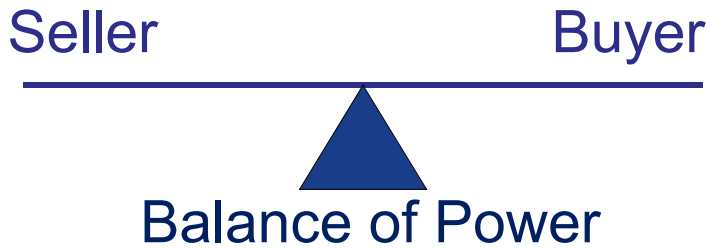
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Sales Situation

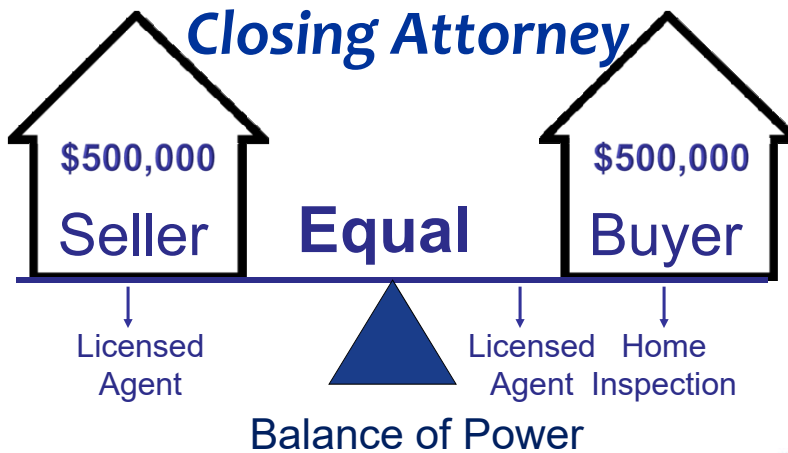


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Financially Equal
Each Represented
Full Disclosure
Closing Attorney



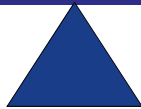
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Rental Situation

Landlord Tenant



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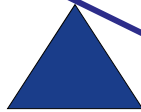
Not



Licensed
Manager

**Financial Equals
Equally Represented
Full Disclosure
Closing Attorney**

**Not
Equal**



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Tenant



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Government Regulations



Laws designed to protect consumers from abuses by people who have undue power over others.



Landlord Tenant Law



Licensed
Manager



*Landlord
Must Repair*



Tenant

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Fair Credit Reporting Act

*How You
Manage &
Store Personal
Information*



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Tenant

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Americans with Disabilities Act

*Service Animals
Comfort
Pets*



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Discrimination and Fair Housing



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*Treat All
Applicants the
Same*



Tenant

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Servicemembers Civil Relief Act



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*Accommodate
Soldiers*



Tenant

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A cartoon illustration depicting a scene in a courtroom. On the left, a large, portly landlord in a black tuxedo and top hat, with a cigarette in his mouth and a dollar sign on his pocket, points his finger towards a smaller leasing agent in a blue suit. The leasing agent stands with his hands raised in a gesture of defense. In the center, a judge in black robes sits at a wooden bench with the sign "HERE COMES THE JUDGE" on the front. The judge is pointing his finger towards the leasing agent. To the right of the judge, a family consisting of a mother, a father, and two children stands looking on with concerned expressions. The text "Everybody Blames the Leasing Agent" is written in large blue letters across the bottom right of the illustration.

**Everybody
Blames the
Leasing Agent**

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Agents Who do Leasing

A photograph showing a stack of several law books with "LAW" written on their spines. A wooden gavel with a red handle rests on top of the books. The scene is set against a dark background.

**Study consumer
protection laws**
specific to
landlord / tenant
relationships
to protect client
and yourself

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The **TAKEAWAY**

Adhesion contracts

Study the laws specific to property management to do leasing well

You will be held accountable



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