Preparing Your Rental for the Market

A practical guide for GTA landlords

Leasing a rental property involves more than posting a listing and choosing an applicant. This guide walks you through the process from preparation to move-in, with practical information to help attract qualified tenants and avoid unnecessary move-in delays.



PREPARED BY

Jas Thandi

Sales Representative



The Rental Process

A clear step-by-step overview of what happens from the first conversation to move-in day.

1	**Initial property discussion**	We review the property, its general location, expected availability, and your leasing goals.
2	**Rental pricing and positioning**	Current comparable rentals and market conditions are reviewed to determine an appropriate listing strategy.
3	**Property preparation**	We confirm the property condition, features, inclusions, showing access, and any building requirements.
4	**Marketing and showings**	The listing is prepared, inquiries are managed, and showings are coordinated with prospective tenants.
5	**Applications and tenant screening**	Applications and supporting documents are collected, organized, and reviewed for completeness and overall strength.
6	**Tenant selection and negotiation**	Application details and proposed terms are clarified so you can make an informed final decision.
7	**Lease and move-in preparation**	Required paperwork, deposits, keys, and building procedures are coordinated for the new tenancy.

EVERY PROPERTY IS DIFFERENT

The process can be adjusted based on whether the unit is vacant or occupied, your timeline, and the building's requirements.

What to Prepare Before Listing

Property basics

Property type, number of bedrooms and bathrooms, and the general location or neighbourhood.

Availability

Expected availability date and preferred lease commencement date.

Parking and storage

Parking space, locker, bicycle storage, or other included areas.

Utilities and inclusions

Utilities, appliances, and other items included in the rent.

Furnished or unfurnished

What furniture or household items will remain in the property.

Condition and repairs

Current condition, recent improvements, and any repairs that may need to be completed.

Showing access

Preferred showing times, access instructions, and whether the property is vacant or occupied.

Building information

Condominium leasing rules, move-in requirements, elevator bookings, and restrictions.

Marketing materials

Existing photographs, floor plans, upgrade lists, or other useful property information.

BEFORE THE PROPERTY GOES LIVE

- ✓ Complete noticeable minor repairs
- ✓ Clean and declutter the property
- ✓ Confirm all rental inclusions
- ✓ Check building leasing requirements
- ✓ Prepare access for photographs and showings
- ✓ Confirm that property details are accurate

A NOTE FROM JAS

This checklist helps organize the details that affect pricing, marketing, and showings. We can review what is already in place and identify any next steps before the property is listed.

PRACTICAL GUIDANCE

Tips for a Smoother Lease

Small decisions made before and during the listing can help reduce avoidable delays.

Prepare before marketing begins	Completing repairs and gathering property details early helps prevent interruptions after renters begin showing interest.
Price for the current market	Pricing should reflect comparable rentals, current demand, and the property's features, not only ownership costs or previous rent.
Present the property clearly	Clean spaces, accurate details, and strong photographs help applicants understand the property before booking a showing.
Make showings reasonably accessible	Flexible access can create more opportunities for qualified renters to view the property while their search is active.
Respond while interest is active	Strong applicants may be considering several properties, so timely communication can help avoid unnecessary delays.
Review the full application	Employment, income, credit, rental history, references, and consistency of information should be considered together.
Keep move-in requirements ready	Condominium forms, elevator bookings, deposits, keys, and insurance requirements should be organized in advance to avoid delays in the final steps.



PHOTO TIP FROM JAS

Photos can make or break a listing. Even simple, temporary staging before photos are taken can make a property feel brighter, more spacious, and more inviting online, helping generate stronger interest and more showing requests.

Understanding Tenant Screening

Screening helps organize the information available so the landlord can make a more informed final decision.

A RENTAL APPLICATION MAY BE SUPPORTED BY

- **Identification**
- **Rental history**
- **Employment and income documents**
- **Landlord or professional references**
- **Credit information**
- **Other relevant supporting documents**

NO SINGLE DOCUMENT TELLS THE COMPLETE STORY

Applications should be reviewed as a whole, with missing or inconsistent information clarified before a final decision is made. My role is to help collect and organize the application, identify questions that may require clarification, and present the information clearly. The landlord makes the final tenant decision.

LEASING SUPPORT INCLUDES

- ✓ **Pricing guidance**
- ✓ **Listing preparation**
- ✓ **Marketing**
- ✓ **Inquiries**
- ✓ **Showings**
- ✓ **Application organization**
- ✓ **Negotiation**
- ✓ **Lease paperwork**
- ✓ **Move-in coordination**

THE FINAL DECISION IS YOURS

I organize the application details, identify anything that may need clarification, and present the information clearly. You choose the applicant you feel is the best fit for your property.

A Strong Rental Listing Doesn't Have to Feel Complicated

You do not need to have everything figured out before reaching out. Starting the conversation early can make the preparation, pricing, and listing process much smoother.

Start with a conversation

We can identify what matters first and create a practical plan around your timing.

Focus on the right details

Pricing, preparation, access, and communication carry more weight than trying to perfect everything at once.

Keep the process moving

Clear next steps and timely follow-through help reduce delays once interest begins.

You do not have to figure out every step on your own.

I help organize the process, explain what requires your attention, and coordinate the steps from preparation to move-in.

You stay informed. I keep the process moving.

Thinking about renting out your property?

Contact me by email, text, or phone.

Jas Thandi
Sales Representative
647-963-8091
jasthandi.ca

