Vibes and Venues

CURATED LIFESTYLES & STAYS

Your partner in corporate leasing

PREPARED FOR LISTING AGENTS

What I'm proposing

A second option for any rental listing you hold — before it goes to market, while it's showing, or after it's sat. I'm not asking you to pass over a qualified conventional applicant. I'm asking to be one of the options you can put in front of your client.

Where this fits

At any point in a listing's life. If you know a rental is coming available and want a tenant lined up before day one, that's the easiest version of this conversation — your client never absorbs a vacant month at all. If it's actively showing, this runs alongside your conventional applicants rather than instead of them.

Where it most often makes the difference is the listing that has already sat. If a property hasn't drawn a qualified conventional applicant in 90 days, another 90 often produces the same result rather than a better one. But I'd much rather hear about a property early than watch it sit for six months first.

We lease single-family homes directly from owners on 12–36 month terms and house traveling nurses, physicians, healthcare professionals, business executives, and patients or families who need temporary housing near local hospitals. The owner is my landlord; I am the tenant of record; my residents are screened and employer-verified.

What you get

- A commission — standard leasing commission per your existing listing agreement, paid through your brokerage. I'm not asking you to reduce or restructure it.
- A vacancy conversation you don't have to have. Either it never starts, or it ends.
- Repeat volume. If the first placement performs, I'd like to be the tenant you call on the next one — ideally before it stalls at all.
- No competition for your core business. I don't buy, don't sell, and won't ever be across the table from you on a transaction. I lease.

What your client gets

	Current path	With this arrangement
Term	12 months, uncertain renewal	12–36 months, defined
Vacancy risk	Recurs at every turnover	Eliminated for the term
Rent collection	Individual tenant	Business entity, on a set day every month
Turnovers	Owner or PM absorbs	I absorb
Minor maintenance	Owner pays	I cover under an agreed threshold
Point of contact	Rotates	One, for the full term
Insurance	Owner's policy only	Commercial GL

How the property gets placed

Short (Nightly)

1–6 NIGHTS

Short-stay guests where the property and market support it.

Mid (7–30 days)

1 WEEK – 1 MONTH

Traveling professionals and relocations needing furnished housing for weeks at a time.

Monthly

30+ DAYS

Longer corporate and healthcare placements, typically the core of the 12–36 month master lease.

Your exposure, addressed directly

This is the part I expect you to weigh hardest, so I'd rather raise it than have you raise it.

You aren't being asked to advise on the structure.

Your role is introduction. I present the arrangement to the owner myself, in writing, and I recommend in that same writing that the owner have their own attorney review it. Whether the sublease structure suits your client is your client's decision to make with their own counsel, not a judgment I'm asking you to render or endorse.

Nothing is concealed from the owner.

The sublease model is disclosed in my first written communication, before any lease discussion. A hidden sublet is the failure mode that gives this business a bad name, and it's the one that would come back to you. It isn't how I operate.

I flag the owner's own dependencies.

In writing, I tell every owner to confirm that their mortgage terms and landlord insurance policy permit a sublease arrangement. If either prohibits it, the deal doesn't happen. I'd rather lose the property than have that surface in month eight.

HOA first, always.

Before a lease discussion, I check the association's declaration for minimum lease terms, sublease restrictions, and rental caps. If the HOA prohibits it, I withdraw. I'd rather find that in week one than have your client receive a violation notice in month six.

What I'm asking for

- Any rental listing that fits: single family, 3+ bed / 2+ bath, at or under $3,000 per month, furnished preferred. Pre-market, actively showing, or long-sitting — all worth the conversation.
- An introduction to the owner, or permission to present through you — your call.
- A few minutes to answer whatever this raises.

I am not asking for a discount off asking rent. My margin comes from the spread between a long-term lease rate and mid-term corporate rates, not from negotiating your client down.