

November 2014

Ask Ishbel:

Q. Why do I need to sign a lease?

A. A lease is a contract and ought to be an agreement between both parties. Unfortunately, many home owners in land lease manufactured housing communities sign leases/rental agreements without realizing that there may be the potential to negotiate the terms. Many rental agreements are standard forms that everyone assumes must be signed and therefore agreed to, as written. However, you may well be able to negotiate some of the terms if you so choose. Remember you never need to sign a lease the minute it is presented to you. You always have time to take it home, read it at your leisure, share it with family members, or have it reviewed by an attorney, to ensure that everything contained in the rental agreement is acceptable to you. Sometimes, members of home owners' associations have joined together to provide alternative language to their landlord so that the rental agreement that everyone ultimately signs works for the home owners as well as the landlord. Additionally, you should always check what your state's Manufactured/Mobile Home Landlord Tenant Act requires to be included in a rental agreement – state statutes will generally supersede an individual rental agreement.

If you have a question for Ishbel, please email it to her at: [ishbel@nmhoa.org](mailto:ishbel@nmhoa.org)