**Smart Leasing: Conversations about Energy Efficiency**

Smart Leasing refers to any activity that better aligns the interests of tenants and landlords to achieve high performance, healthy, and energy-efficient buildings.

Smart Leasing encourages all stakeholders in the leasing process to have conversations about energy efficiency, sustainability, and building performance during the pre-lease and site selection process, lease negotiation and build-out, and occupancy and operations.

**Unlock the Value**

Tenants leasing energy-efficient space has been proven to improve employee productivity, retention, and sales due to improved thermal comfort, natural daylight, and residing in a healthy building. By integrating smart leasing into your business practices, you can unlock the value of leasing cost-efficient space that reduces utility costs, drives employee satisfaction, and benefits your bottom line. According to a feasibility study done by the U.S Department of Energy, commercial tenants who invest in energy efficient technologies can save between 10 to 20 percent or even more in energy expenses over the lifetime of their lease.

**Smart Leasing steps for Tenants:**

- Work with your broker to create site selection criteria that prioritize efficiency and meet your needs.
- Ask prospective landlords what the ENERGY STAR® score of the building is and what energy efficient features are installed.
- Submeter energy use in your leased space to the extent possible and ask that the landlord provide monthly updates on energy consumption.
- Build out your space utilizing energy efficient strategies such as natural lighting, ENERGY STAR appliances, occupancy sensors and programmable thermostats.

**Resources to learn more:**

- A Better City: [Green Leasing: An Effective Tenant/Landlord Strategy for Energy Efficiency](#)
- Environmental Protection Agency’s ENERGY STAR®: [Find Green Space](#) and [Engage Occupants](#)
- Green Lease Leaders: [Reference Guide for Tenants](#) and [Lease Audit Tool – Tenants](#)
- Institute of Market Transformation: [Green Leasing Questionnaire for Tenants](#)
- National Resources Defense Council: [Selecting High-Performance Tenant Space: A Pre-Lease Guide](#)