

AUG
2022



The Advocate for Berkeley's Rental Housing Providers

Founded 1980 • Charter Member, California Rental Housing Association
2041 Bancroft Way, Suite 203, Berkeley, CA • www.bpoa.org

On Golden Duplexes

Mark Tarses, President, BPOA

The city council is planning to put a measure on the upcoming November ballot to get rid of golden duplexes, either now or when the current owners leave. Will this create more rental housing or bring more rental housing under the control of the rent board? I don't think so.

There is a huge demand for golden duplexes. Ask any realtor. However, once golden duplexes are subject to rent and eviction controls, the most profitable thing that the owner of an owner-occupied duplex can do when he sells his building will be to get the tenant out and sell it vacant to an extended family or a family with a boomerang kid.

Right now, if an owner living in a golden duplex has a tenant above him who is noisy or obnoxious, he can evict him. Once that right is gone, that building is far less desirable to buy or to live in.

It is relatively easy for the owner of a golden duplex to put his building on the market vacant, either by waiting for the current tenant to leave, a buyout, or an Ellis eviction. I live in a golden duplex, and that's what I would likely do.

About Boomerang Kids: A 'boomerang kid' is not as funny as the term sounds. There are a lot of them in Berkeley. When kids grow up in Berkeley and after they graduate college (and most of them do), they may want to return to Berkeley, but where can they live? Even if they get good-paying jobs, after tax withholding and student loan payments, how many of them can afford an apartment in Berkeley? Very few.

Nearly all the kids I know who grew up in Berkeley and who have returned to Berkeley after college are now living in their old rooms in their parents' houses or in their garages. Neither they nor their parents like that arrangement. All of those families would prefer to live in duplexes. The elimination of golden duplexes will be a pyrrhic victory for the rent board. A lot of members of the rent board think that if landlords are against something, then it must be good for tenants, but they are wrong about that — and many other things. The world doesn't work that way.

AUGUST EVENTS

**Withdrawing Residential Property
from the Rental Market**

Thursday, August 11, 3:00 pm

30-Minute Hot Topic:

Setting Rental Criteria

Wednesday, August 17, 3:00 pm

30-Minute Hot Topic:

Vetting a Prospective Tenant

Wednesday, August 31, 3:00 pm

See pages 13 & 14 for details & more events!

Issue Highlights

Editorial.....	Page 2
Coalition Corner	Page 3
Cities Resist New Density Law	Page 4
Housing Projects Stalled Despite Crackdown	Page 5
Half of CA Tenants Had No Rent Increase	Page 6
The Nuts & Bolts.....	Page 8
Proposed Black Housing Fund	Page 9
Oakland Considers Housing Lifeline	Page 10
Monthly Event Calendar	Page 13
Quote of the Month, BPOA Event Details	Page 14
Eviction Payments to Tenants Law Upheld	Page 16



Editorial

It's Not Their Money

Albert Sukoff, Editor

BPOA Monthly is a regular publication of the Berkeley Property Owners Association, a trade association dedicated to assisting rental housing providers with upkeep and management of residential rental property and coping with Berkeley's rent law.

2022 Board of Directors

Mark Tarses, President
Sid Lakireddy, Treasurer
Jon Vicars, Vice President
Richard Genirberg, Secretary
Bahman Ahmadi
Will Flynn
Celia Karian
Alison Simon
Sam Sorokin
Albert Sukoff
Paul Tuleja

Editor:

Albert Sukoff

Executive Director:

Krista Gulbransen

Deputy Director:

Tiffany Van Buren

Our Office Location:

2041 Bancroft Way, Suite 203
Berkeley, CA 94704
Phone 510.525.3666
Email bpoa@bpoa.org
Website <http://www.bpoa.org>

Office Hours:

Open Monday – Friday, with dedicated one-on-one appointments for your convenience.

About the Newsletter

Our articles are contributed on a volunteer basis by members and other interested parties, although we do accept paid advertising. We are always happy to include material submitted by members and welcome suggestions on how to improve our publication.

All articles in this publication represent the author's viewpoint and not necessarily the position of our organization.

Direct comments and material to our Bancroft Way office or to bpoa@bpoa.org

Sometimes an utterance, an image or a story can be shorthand for a much larger picture. Available on-line is a night-time, satellite photo of the Korean peninsula. Above the DMZ, North Korea is virtually entirely black. South of the DMZ, South Korea is white with the lights of a highly developed country. The line between them is crisp. Without a word of explanation, this image tells you all you need to know about the relative merits of competing modes of social-economy.

I propose for such iconic status, the \$20,000 trash bin. An above-the-fold, front page story in the Chronicle last week told the tale of the City's attempt to clean up the mess on the streets with state-of-the-art trash bins. Over more than three years, the City spent \$550,000 on alternative designs from six different companies. The city then spent a combined \$536,000 to pay an Oakland-based industrial designer and a San Francisco manufacturer to custom-make the cans.

Each custom prototype costs more than \$10,000 — with one \$11,000, another \$18,800 and the third topping out at \$20,900 per can. Last year, after pushback, the city said they would try to *only* spend \$12,000 per prototype. Once mass-produced, they claim that each can would cost between \$2,000 and \$3,000. The old trash cans cost \$1,218 each in 2018. In the face of criticism, the Public Works department did find cheaper options; one comes in at \$630, another at \$1,950 and a third at approximately \$2,850.

This cavalier expenditure of the taxpayers' money reminds me of a Berkeley story I have told for many years. My recollection is that, many years ago, when Berkeley redid the landscaped median strip on Sacramento Street between University and Dwight, they replaced over a mile of four-inch curbing with six-inch curbing. My assumption is that they hired a landscape architect who specified six-inch curbs because that was the appropriate standard. Fair enough. However, if the lower, in-place curb served the purpose of retaining the soil in the median strip, why would one replace it at great cost with something marginally better at best? Any private party spending his/her/its own money would have simply gone ahead with the substandard but perfectly functional curbing.

A big fan of Thomas Sowell, I have quoted him many times on these pages. He never lets me down. Sowell says that, *if you want bad decisions, put them in the hands of someone for whom being wrong has no consequences*. The obvious corollary is that, *if you want frivolous spending of funds, put the decision to spend in the hands of someone whose own money is not at stake*.

What private individual, company or organization would have made either of these decisions? Who thinks a \$20,000 trash bin or an unnecessary mile of curbing is acceptable? Who makes such obviously wasteful decisions? The answer, of course, is government.

It is the politicians who are mainly to blame. The bureaucrats just want to get through the day with as little hassle as possible. They will spend any money al-

continued on page 3

❖ THE COALITION CORNER ❖

Krista Gulbransen, BRHC Executive Director

**The Berkeley Rental Housing Coalition (BRHC)
is the political and legal voice of Berkeley's rental housing providers.**

Big Wins for Small Owners

The Berkeley Property Owners Association and the Berkeley Rental Housing Coalition had significant wins at the end of Berkeley's spring legislative season. In our last report, we told you that Golden Duplex and Accessory Dwelling Unit exemptions were being threatened. There was a sincere desire by some Councilmembers, the Mayor and social housing activists to take away eviction protection exemptions for owner-occupied two-unit properties.

We are happy to report that due to public pressure and work of our government affairs department, we were able to prevent the proposal from moving ahead to the ballot. We have fought for the rights of owner-occupied rental housing providers for many, many years. The original exemptions for these properties were set by the voters in the early 80s and we've been protecting those rights ever since. Many of us sincerely believe that the relationship between a tenant and an owner who lives on site with that tenant is quite different than for those of us that do not occupy our rental properties.

This recent striking down of the legislation keeps Berkeley in an unusual position in comparison to other rent-regulated cities in the Bay Area. For many years, Oakland also had owner-occupied two-unit property exemptions, until about four years ago when the law was changed. Berkeley's Rent Stabilization Ordinance is by will of the voter, and any changes to its legislative language must be made by the voter. This means that every two years our organization is positioned to lobby against changes to the ordinance that would negatively impact rental housing providers.

The proposal also included the ability for a tenant to add tenants and not be subject to termination of tenancy, even if the additions went above the maximum occupancy stated in the lease. We were concerned this could have led to levels of density previously unseen in rental units.

Vacancy Tax on Empty Units

The "Empty Homes Tax" is still being pushed by Councilmember Kate Harrison. There was a robust, three-hour discussion by Council on July 26 where some members expressed concern that the proposal was half-baked and needed more time to be developed. Ultimately, the Council chose to push the item to a Special Meeting of the City

Council on August 3, where they will make the final decision as to whether the item will go to the voters or not. Stay tuned for future updates via email.

While this may be the first time in the history of Berkeley elections that there isn't a ballot modifying the Rent Stabilization Ordinance, we don't doubt that more harmful policy will come forth in the fall. Often, when proponents of legislation don't get what they want by way of the voter they will seek other policy options to introduce through the Council. This could mean a resurgence of the Tenant Opportunity to Purchase Act (TOPA) or new legislation such as the eradication of credit scores as a determining factor a new tenancy.

Either way, we will be here fighting unbalanced, unfair, and poorly thought-out rental housing policy. To support this work, please consider upgrading your membership in the Berkeley Rental Housing Coalition. The BHRC employs the feet-on-the-ground who hold the elected officials' feet to the fire.

To lend your support, contact Executive Director Krista Gulbransen, krista@bpoa.org or (510) 304-3575.

Editorial

from page 2

located but they don't [usually] make appropriation decisions. Elected officials have the responsibility to thoughtfully raise and carefully spend our money. They don't try very hard.

Tapping my quote collection once more, we get the following from Alexis de Tocqueville: *The American Republic will endure until politicians realize they can bribe the people with their own money.* But it is worse than that. When they sense their constituents are unwilling to further finance their version of the ideal society, they resort to deficit spending, i.e. they bribe the people with their grandchildren's money.

Politicians will never be a conscientious guardians of your tax money. They use your money in ways they think will please you in order to garner your support. While they do some things that are essential, they hubristically do many other things that are not. They rarely do these things well and they almost never do them economically.

Many Cities are Resisting the New Housing-Density Law

Dustin Gardiner, San Francisco Chronicle, July 11, 2022

The roadblock that prevented Christian Yang from using SB9, California's new law that aims to increase housing density in residential neighborhoods, was one very, very big fee.

Yang, a software engineer from Sunnyvale, said he and his wife planned to build a second home in their backyard after they heard about the law. The couple was excited about the idea because she was pregnant with their second child and his parents, who live in Chicago, wanted to move to be closer to the grandkids.

Under SB9, homeowners with large enough lots are supposed to have an expedited path to build more units on their property by either splitting their lot and building another home or converting their home into a duplex — or both.

But Yang said their plans to build a 1,500-square foot second home in the backyard was scrapped after a Sunnyvale city planner told Yang they would have to first pay a \$95,832 fee.

The fee, ostensibly to help pay for new parks, is the same amount that Sunnyvale charges developers to build a new seven-home subdivision. Instead, Yang's family ended getting a permit to build a much smaller accessory dwelling unit, or ADU, that isn't subject to the fee.

"It seemed to make sense if we were commercial developers building a strip mall," Yang said of the city's fee requirement. "We have all this space, why not use it to densify and provide more housing?"

The case is an example of how housing advocates say SB9, which aims to address the state's dire housing shortage by allowing more density in neighborhoods zoned for single-family homes, has been hamstrung in its impact.

More than six months after the law took effect, relatively few people have applied for permits to build SB9 projects in much of the state. The Chronicle couldn't find an example of a project that has broken ground in the Bay Area.

In San Francisco, 14 property owners have applied to build SB9 projects, all of which are still being reviewed by the Planning Department.

The number of proposed projects is even lower across much of the region: San Jose has seven. Santa Rosa has three. Concord has two. Hayward has one. Sunnyvale hasn't received any permit applications.

It's a far cry from the scenario that opponents of SB9

feared when they warned the law would destroy the character and tranquility of single-family neighborhoods and strip local governments of control.

SB9, which Gov. Gavin Newsom and state legislators approved last year, makes it easier for property owners to split lots, convert homes to duplexes or build second units on their property — allowing up to four units on lots that had one before.

The bill's passage was a long-sought victory for housing and YIMBY (Yes In My Backyard) advocates. But supporters warned, from the outset, that the law could be undermined at the local level.

Housing advocates say that's exactly what's happening as dozens of cities across the state have passed ordinances that make it extremely difficult, if not impossible, for homeowners to pursue SB9 projects.

"Virtually every city is restricting the law in some way," said Rafa Sonnenfeld, director of legal advocacy at YIMBY Law, a housing advocacy group. "I'm not aware of any in the Bay Area that are exemplary."

The restrictions have included wildly creative bans: Woodside, an affluent Silicon Valley suburb, proclaimed its entire town a mountain lion sanctuary; it backed off after state Attorney General Rob Bonta threatened to intervene. Pasadena, a Los Angeles suburb, tried to exempt itself by creating historic "landmark districts" covering much of the city; it agreed to revise its ordinance after warnings from Bonta.

Those colorful examples have drawn the most attention, but those cities' resistance to SB9 isn't an anomaly. Many others have adopted laundry list-style design rules that equate to "death by 1,000 cuts," said Sonnenfeld.

YIMBY Law is tracking at least 80 cities that have adopted — or are considering — policies that it deems hostile to the law, from San Francisco to Sunnyvale. It has asked Bonta to investigate around 50 cities that it says are out of compliance.

Bonta's office hasn't said how many additional cities it might be investigating, though it has warned that it's closely monitoring how local governments implement the law.

Under SB9, homeowners can build more units on their lots through a process known as ministerial approval, a fast-tracked review that removes city officials' discretion to arbitrarily reject denser housing.

continued on page 11

Housing Projects Still Stalled Despite State Crackdown

J.K. Dineen, *San Francisco Chronicle*, June 28, 2022

Nine months after forming an enforcement arm to go after cities that illegally deny housing development, the state says the unit has helped save 2,568 homes throughout California that would otherwise have been rejected or indefinitely delayed.

The unit has sent out 131 “accountability letters,” which warn of potential violations of 16 different state laws regulating housing. It has offered “technical assistance” in 172 cases in which local jurisdictions — this could include including planning departments, city councils or boards of supervisors — were faced with controversial decisions about whether to approve a housing project. So far 222 cases have been “closed” after the projects were approved.

“Already the Housing Accountability Unit is paying dividends,” said Jason Elliot, senior adviser to Gov. Gavin Newsom. “These are units that would have fallen victim to the traditional NIMBY sword of local government denial. In part because the state stepped in, those units are now on their way to becoming actual housing for actual people.”

But so far the crackdown doesn’t seem to be helping the developers of two prominent Bay Area projects that were targeted by the enforcement unit after being rejected by local lawmakers — a 495-unit development at a Nordstrom valet parking lot in San Francisco and a 222-unit project across from the West Oakland BART Station.

In October of last year, the San Francisco Board of Supervisors turned down the development at the Nordstrom lot at 469 Stevenson St., which had been approved by the Planning Commission. In upholding an appeal by a local nonprofit, the board members questioned whether the building’s foundation would be safe and the impact the housing would have on the existing low-income neighborhood around Sixth and Market.

After the vote, the California Department of Housing and Community Development sent a letter to the city saying that decision was under investigation and may have violated the Housing Accountability Act, a state law that limits the ability of cities to reject housing that complies with local zoning.

But while the project developer, Build Inc., met with state housing investigators early this year, there has not been any indication that there would be any legal action to hold the Board of Supervisors accountable for rejecting the housing.

“As far as I know the investigation continues,” said Build Inc. partner Lou Vasquez. “We have not heard anything specific yet but as far as we know they are still looking into the events of the Stevenson Street vote.”

Vasquez said that his company has had no alternative but to rewrite portions of the environmental study in order to assuage the concerns of the board. This will include a peer-reviewed equity study of the impact the development will have on the neighborhood as well as a more detailed study of the foundation, something normally done in the post-approval building permitting stage.

Vasquez said that he expects to be back before the Planning Commission late this year.

“It’s the exact same project,” he said. “We are looking at a year-plus delay for no apparent reason.”

In early December of last year, in what California Housing and Community Development Director Gustavo Velasquez called a “copycat” of the Stevenson Street case, the Oakland City Council delayed a proposal to build 222 units at 1396 Fifth St., across from West Oakland BART.

Scott Cooper, an executive with project developer the Michaels Organization, said that his team met with state officials about possible enforcement action but that nothing has come of it.

“HCD has not done anything — they said they were going to issue something but they never did,” Cooper said. “My legal counsel gave them the lay of the land and they found it to be suspect and said they were going to be doing an investigation.”

The project had been unanimously approved by the Oakland Planning Commission before East Bay Residents for Responsible Development — an organization made up of building trade unions — appealed the approvals to the City Council, arguing that the project’s environmental study failed to adequately analyze toxins on the site or lay out a plan for cleaning it up.

Cooper said the project will go back before the Oakland City Council in late July. Since last year’s vote, the developer’s consultants have been working on a more detailed analysis of any hazardous materials that might be on the property, which was the location of a 2012 fire.

He said the combination of inflation, rising interest rates and a looming recession mean that the housing — which

continued on page 14

50% of California Tenants Had No Rent Hike in Past Year

Jonathan Lansner, Southern California News Group, July 1, 2022

Buzz: I'm betting the landlord doesn't want you to know that half of California renters told Census pollsters their rent didn't go up in the past year. Nationwide, it was 48%.

Fuzzy math: But aren't rents soaring? Well, many discussions about double-digit rent hikes come from surveys of what major landlords are seeking — so-called “asking rates” — for their empty units at large apartment complexes. This higher-end rental option is a modest niche. Small “mom and pop” investors own the biggest chunk of the nation's rentals. Note: “renewal” rate hikes for existing tenants are typically smaller increases than those sought for vacant properties.

Source: My trusty spreadsheet reviewed Census surveys that in the pandemic era peeked into broader aspects of American lives. The latest polling, from June 1 to 13, had a question about the size of rent checks.

Topline

When it comes to housing expenses, California is typically top (or bottom) of the list. So it's a bit surprising the Golden State's 50% share of tenants who didn't suffer a rent hike was 25th highest among the states. Perhaps pandemic era's pricing caps put on California landlords helped to limit rent hikes statewide.

West Virginia had the most “no hike” renters at 83%, followed by Hawaii at 74% and Mississippi at 66%. Florida had the fewest with a rent hike of 34%, followed by Arizona at 36% and South Carolina at 39%.

Compare that snapshot with a mashup of major “asking rent” surveys showing California ranked 17th with a 16% hike in the past year vs. 12% nationwide. Highs? Florida at 30%, New York at 23%, and Tennessee at 22% Lows? Kansas, down 1.3%, and Iowa, down 0.5%.

How it breaks down

Look at three groups of tenants who didn't get a rent hike — folks with falling or flat rents and those who pay no rent at all.

Rent cuts: Yes, some tenants send smaller checks to the landlord. California ranked No. 41 for falling rent with 1.2% of its tenants spending less vs. 1.9% nationwide. Highs? Louisiana at 10.8%, Rhode Island at 6.2%, and Maine at 3.4% Lows? Montana at 0.4%, North Dakota at 0.4% and Washington state at 0.5%.

Flat rent: California ranked 20th with 44% of tenants having no change in their rent vs. 46% nationwide. Highs? Hawaii at 67% West Virginia at 62% Vermont at

59% Lows? Florida at 27% Utah at 31% Arizona at 32% South Carolina at 34%

No rent: Another not-as-small-as-you'd-think but a still noteworthy group — folks who say they're living somewhere for free. California ranked No. 26 at 5% vs. 11% nationwide. Highs? Wyoming and West Virginia at 19% and New Mexico at 15%. Lows? Maryland, South Carolina, and Rhode Island at 2%.

And there's a pattern. The states with the most tenants without rent hikes typically had smaller rent hikes from big landlords, on average 8.5% increases in a year vs. 15%.

Another view

The Bureau of Labor Statistics' Consumer Price Index also tracks rents from surveys of renters. Its reports also show big rent hikes at major apartment complexes aren't the full picture.

The CPI says U.S. city average rents rose 5.2% in the year ended in May — and remember, that's measuring all renters in all sorts of living situations. It's a shock to the wallet vs. the 1.8% increase of May 2021.

The CPI's rent hikes vary widely among the 23 metro areas tracked nationwide.

Two fast-growth cities in states with few tenants without rent hikes topped the list. Phoenix had the biggest increase at 13.5% vs. 3.4% 12 months earlier. Tampa rents were up 11.9% vs. 4.9%.

Across California, the Inland Empire rents rose 8.1% vs. 1.8% in May 2021; San Diego was up 5.7% vs. 1.2%; and Los Angeles-Orange County was up 3.7% vs. 0.9%.

Rents in San Francisco, that's suffered a population outflow, rose only 0.9% — the smallest among the 23 metros tracked. (emphasis added. ed.)

Bottom line

Many apartment “experts” dismiss government data as poor quality research. Let me politely say, would you expect kind words for the competition?

But the industry's headline-grabbing rent measurements aren't reality. Those numbers reflect the big landlord's narrow view of the market.

These institutional property owners often do business with a slice of the population who can “afford” to live in large rental properties — and frequently that's the market's higher-end product. And it's no secret that a significant chunk of residents in big complexes are wealthier

continued on page 13

Chart: Most Expensive Markets

Among the Nation's 50 Largest Metro Areas, These Metros Had the Highest Average Rents in the Second Quarter

METRO	2Q 2021	2Q 2022	CHANGE
New York-White Plains, NY	\$3,278	\$4,127	25.9%
San Francisco-Redwood City-South San Francisco, CA	\$2,863	\$3,208	12.1%
San Jose-Sunnyvale-Santa Clara, CA	\$2,549	\$2,978	16.8%
Boston-Cambridge-Newton, MA-NH	\$2,342	\$2,730	16.6%
Los Angeles-Long Beach-Glendale, CA	\$2,304	\$2,695	17.0%
Urban Honolulu, HI	\$2,312	\$2,621	13.4%
Fort Lauderdale-Pompano Beach-Deerfield Beach, FL	\$1,812	\$2,345	29.4%
Miami-Miami Beach-Kendall, FL	\$1,816	\$2,299	26.6%
Seattle-Bellevue-Everett, WA	\$1,858	\$2,127	14.5%
Washington-Arlington-Alexandria, DC-VA-MD-WV	\$1,789	\$1,996	11.6%

Source: RealPage Market Analytics



trashscouts.com • 510.788.0462

510 3rd Street #200B, Oakland, CA 94607



Safely & Reliably transport your heavy or difficult to move trash dumpsters to the curb for pickup day



Tiffany Van Buren, BPOA Deputy Director

Screening Applicants: Contacting Landlord References Don't Skip this Critical Step!

Oftentimes, you'll have an applicant who looks "good on paper". They have a high credit score, steady employment, and meet your income requirements, but is this information alone enough to gauge whether they are a good tenant? The short answer is NO, and that's where the landlord reference comes in.

Contacting prior landlords affords you the opportunity to receive first-hand information about how your applicant behaves in the capacity of a renter. Here is an example: You have a "good on paper" applicant who you are considering offering a lease. You contact the applicant's landlord from 2018-2020 who tells you they paid rent on time and kept the apartment clean, but they were rude and abrasive to maintenance staff, had frequent overnight guests, and threw several loud and raucous parties. The landlord says he *would not* rent to them again. By contacting this landlord, you've learned critical information that was not disclosed in their application but is equally as important as their credit score and income. Using this additional information, you make an informed decision and send the applicant an adverse action letter, denying their application based on negative rental history.

Other times, a positive landlord reference could compensate for minor deficits in an application. Maybe an applicant has a decent application, but they have a credit score of 675 and your minimum requirement is 700. You're on the fence about them, so you call two of their prior landlords, both who can't speak highly enough of them. They paid rent on time, kept their apartment in tip top shape, were accommodating when you needed access for inspections or showings, and never caused any disturbances. Both say they would rent to them again without hesitation. In a case like this, the positive reference would be enough for me to overlook the small discrepancy in their credit score.

The bottom line is that if you're not talking to former landlords, you're not getting the whole picture.

Here is a sample Landlord Tenant Reference communication and a list of questions to ask. You can paste it into the body of an email, create a pdf, or use it as your script when making contact by phone.

Hello, my name is <your name> and I own a rental property in Berkeley, CA. <applicant name> has submitted a rental application, listing you as their former landlord at <unit address> from <start date> to <end date>. I would appreciate if you could answer a few questions pertaining to your experience renting to the above-named applicant. Thank you in advance for your time.

1. How much was the monthly rent?
2. Did this tenant have roommates who shared the rental expense?
3. Were rent payments on time and in full?
4. Did this tenant observe your guest policy?
5. Did they add any persons or pets to the occupancy without your permission?
6. Did you receive any nuisance complaints about this tenant (noise, parties, etc.)?
7. Did the tenant give proper notice that they were moving out?
8. Did the tenant take good care of the property?
9. Were they billed for any damages upon move-out?
10. Would you rent to them again in the future?
11. Is there anything else you'd like to share about this tenant?

Be prepared! A by-the-books landlord will refuse to answer questions unless provided with proof of the applicant's consent to a background check. If you're making contact by email, attach your applicant's consent to save time.

Beacon Properties

**Careful, Conscientious
Property Management**

Aaron Young, Broker

466 40th Street, Oakland CA 94609

aaron@beaconbayarea.com

Housing Fund Would Provide Millions to Aid Black Residents

Lauren Hepler, *San Francisco Chronicle*, July 4, 2022

The Berkeley where Darris Young works today in a downtown co-working space isn't the same diverse East Bay city where he grew up.

Berkeley's Black population has been nearly cut in half since 1980, as Young's family and friends first left for more affordable nearby locales such as El Cerrito and Antioch. More and more, he said, loved ones are heading for distant destinations such as Atlanta.

It's a "sorrowful" trend that the nonprofit director hoped to slow by advocating for a first-of-its-kind \$500 million Black Bay Area Regional Housing Fund — a state budget proposal that has so far taken a backseat to other priorities in a year marked by steep competition for a record \$98 billion surplus.

After two years of rhetoric about racial equity and a revival of debate about reparations, Young and dozens of local groups backing the idea maintain that officials would be wise to consider the experimental proposal in the state's most expensive region.

"There is a reckoning," said Young, director of organizing for Black health at the Bay Area Regional Health Inequities Initiative, or BARHII. "And that reckoning needs to be recognized by our leaders."

The proposed housing fund would provide \$325 million in direct financial support, including down-payment assistance for Black home buyers and capital for Black housing developers. About \$75 million would go to community planning efforts to keep Black residents in the region, and another \$75 million would be allocated to build capacity at Black-led community groups working on housing issues.

The fund was not included in an initial \$308 billion budget deal approved by the Legislature late Wednesday. Supporters are hopeful at least a portion of the funds could still be allocated through more complex last-minute negotiations, or in a future budget.

"There were major investments in housing, but there was not the level of commitment necessary in the Black community," Democratic Assembly Member Lori Wilson, who represents parts of Solano and Contra Costa counties, said at a news conference last Monday. "California must do more to right the wrongs of the past."

From the legacy of redlining and deed restrictions barring Black homeownership to enduring wealth gaps and predatory financial practices, the causes of the region's racial housing divide are many. The symptoms are still glaring.

San Francisco's Black population has plummeted 43% and Oakland's 40% since 1980, census data shows. Black Oaklanders account for up to 70% of the city's homeless population. Across California, 37% of Black families own their homes — a decline from 1960, when many forms of discrimination were still legal, the California Housing Finance Agency found. In the nine-county Bay Area, the Black homeownership rate is an even lower 34%, according to an analysis of federal data by the Bay Area Equity Atlas, slightly more than half the rate of the 63% of white residents who own their homes.

While the disparities are decades in the making, the idea for a fund explicitly targeting these racial gaps stems from a Bay Area Black Regional Housing Advisory Taskforce, or Black HAT, that emerged after the uprisings after the 2020 murder of George Floyd. Among the fund's more than three dozen backers are housing advocacy groups, civil rights groups including the NAACP, local politicians, Black developers and urban planning groups such as SPUR.

"There have been a lot of kitchen table conversations all across the Bay about people who are moving," said BARHII Executive Director Melissa Jones. "It feels like all of that has come together."

The goal of a large, one-time Black Bay Area housing fund, Jones wrote in a letter to lawmakers this spring, is to "create a virtuous cycle of development," where Black-led organizations plan, build and own housing to serve the community. As it stands, Jones added, Black residents have "been stripped of access to wealth," fueling a 30-year trend where Federal Reserve researchers note that Black U.S. families accumulate 12 cents in wealth for every \$1 garnered by a white family, for an average \$23,000 net worth for Black families compared with \$184,000 for white families.

For affordable housing advocates such as Nikki Beasley, executive director of Richmond Neighborhood Housing Services, the challenge is preserving and adding housing options while prices are high and resources are limited. Her group hoped to use money from the proposed housing fund to continue its work acquiring small-scale buildings to convert them to affordable housing, moving away from large public housing complexes such as San Francisco's notorious Geneva Towers.

"It should not be an objective of having concentrated poverty," Beasley said, adding that her group works to

continued on page 13

Oakland Council Explores Measure to Fund Affordable Units

Sarah Ravani, San Francisco Chronicle, June 27, 2022

Oakland is considering placing an \$850 million bond measure to fund affordable housing and infrastructure on the November ballot.

The City Council decided Thursday to take up the issue at a July 5 meeting, which will focus on deciding whether other proposed measures should be placed on the November ballot, including a public advisory vote on the A's Howard Terminal project that would survey how residents feel about the \$12 billion project for a new waterfront ballpark and surrounding development.

Mayor Libby Schaaf and council President Nikki Fortunato Bas said in a joint statement that the proposed \$850 million bond measure "would provide game-changing funds for our most essential infrastructure priorities." In 2016, voters passed Measure KK, a \$600 million bond measure for infrastructure — most of which has now been spent or committed to projects. Schaaf and Bas said the services funded by Measure KK are "being implemented at a record pace," which includes the city's major street repaving project.

"Measure KK also allowed Oakland to triple our production of affordable housing units needed to address our homelessness and housing crises," Schaaf and Bas said. "Now it's time to look forward at the immense needs still ahead of us."

They said the fund would go toward "affordable housing preservation, street improvements and paving, and the

preservation or improvement of public resources like parks, fire stations, libraries, and rec centers."

More details on the bond and how it would produce affordable housing weren't immediately available, and with construction costs skyrocketing and high real estate costs, it's unclear how big of an impact the bond would have.

The proposed bond measure comes as the city grapples with a skyrocketing homelessness and housing crisis. In the latest official count, the population of homeless people living in Oakland increased by 24% over the past three years. The count showed 1,718 sheltered people and 3,336 unsheltered people for a total of 5,055 people without permanent homes. Oakland accounts for more than half of the county's overall homeless population of 9,747.

Oakland is also behind on its affordable housing goals. The state asked Oakland to issue permits for 6,949 low-income and moderate units by 2023, but the city has met only 22% of that goal so far, with permits approved for 1,506 affordable units.

Earlier this month, the city awarded \$37.5 million in funds to affordable-housing developers to build 249 deeply affordable units throughout Oakland — 133 of which will be permanent supportive housing for the homeless.

At the time, Schaaf said the projects "illustrate Oakland's aggressive push to build more affordable housing right here, right now."

Puns: That's How Eye-Roll

If ignorance is bliss, there'd be more happy people.

They're not making yard sticks any longer.

I am only good with 25 letters of the alphabet; I don't know Y.

Cold? Go stand in the corner. It's 90 degrees.

The last thing I need is a burial plot.

Kleptomaniacs always take things literally.

If you suck at playing the trumpet, that's probably the problem.

Some puns make me numb; math puns make me number.

Dogs can't do an MRI, but catscan.

I have no beef with vegans.

Cities Look for Ways to Skirt Housing Density Law

Communities are allowed to impose their own “objective” design standards for new construction, however. They can also set their own fees, regardless of how seemingly excessive.

Samuel Schneider is the co-founder of *Homestead*, a company that helps property owners build SB9 units with financing and project-design assistance. He said onerous city restrictions have made it so only wealthy people who can afford to hire zoning attorneys are able to pursue projects in many areas.

San Francisco, meanwhile, has tried to exempt itself from the law entirely. The Board of Supervisors approved a policy last month that would get rid of single-family zoning and instead allow fourplexes in every neighborhood, but the policy would also remove the streamlined permit approval process at the crux of SB9. It’s unclear if Mayor London Breed will veto it.

Some housing experts say it’s apparent the Legislature needs to revisit SB9 and close several major loopholes that have allowed cities to discourage denser development.

Annie Fryman, a former legislative adviser on housing policy who now works for a company that builds ADUs, said SB9 needs to be revised to remove the ability cities have to impose exorbitant fees and create dubious historic districts to block construction.

She said another major loophole allows cities to take as much time as they want to review permits, which could leave projects in limbo for many months or years.

“It is the responsibility of the state Legislature to make sure laws do what you say they’re going to do,” Fryman said. “There is no other party they can punt to.”

Legislators haven’t said yet if they plan to revisit the issue. That’s not surprising, as the battle to pass SB9 was highly contentious and drew protests from communities across the state.

Any move to strengthen the law is likely to face fierce opposition from homeowner groups. Earlier this year, SB9 opponents proposed a ballot initiative that would have handed control over land use back to local governments. That effort fizzled.

But Dennis Richards, a former San Francisco planning commissioner who helped organize the failed effort, said he and other proponents are now aiming for a 2024 ballot initiative. He said he’s surprised by the low number of SB9 permit applications so far. He said cities are resistant, in part, because they have been inundated with a flurry of

new housing laws in recent years.

But supporters of SB9 said it’s still too early to judge the law’s effectiveness. There is no statewide data on the number of SB9 projects that have been proposed, though cities will be required to report that data to the state starting next year.

Laura Foote, executive director of YIMBY Action, a housing advocacy group, said it usually takes a few years for a new housing law to have a broad impact. That’s because it takes time for legislators to work out kinks in the policy and for planning departments to provide clear guidance to builders.

She likened the scenario to laws that California passed around 2017 to make it easier to build ADUs or backyard cottages (which allow for much smaller units than SB9). In 2018, cities received 7,105 permit applications to build ADUs, according to state data. Last year, the number of ADU projects soared to 21,540.

Housing policy experts said another factor limiting the law’s impact is the lack of expertise and financial resources that many homeowners have to tackle a project like subdividing their lot and building a new home.

SB9 requires a property owner splitting their lot to sign an affidavit stating that they intend to live in one of the units for at least three years, thereby excluding developers from the mix.

Fryman, the former legislative adviser, said if California is going to rely on individual homeowners to build more housing, it needs to provide them with support because most don’t have the resources, including attorneys and planners, that developers rely on for their projects.

“There’s a huge gap in expertise that comes with taking developers out of the picture,” she said. “What’s our answer for making sure homeowners have the necessary expertise to build housing if we’re not going to let developers do it?”

SHAW 
PROPERTIES

Property Management

Judith M. Shaw, Broker Mahasty F. Lebastchi, Broker

Lic. # 1207977

Lic. #1329248

2119 West St., Berkeley, CA 94702

tel: 510.665.4350

fax: 510.665.6005

www.shawprop.com

CalRHA

Legislative Update

When the Legislature reconvenes in August, the first few weeks will be spent on the Appropriations Committee and the final weeks will be focused on the Floor. CalRHA's sponsored bill, AB 916 (Salas), which would streamline the creation of bedrooms and increase the height limit of ADUs, passed the Housing and Governance and Finance Committees in the Senate. It will be heard in the Appropriations Committee in August.

Several other bills that we are proactively supporting continue to move, including:

- **SB 847** (Hurtado) "COVID-19 Rent Relief: Grant Program" — Would create a grant program for landlords who received a negative decision or no response within 20 days — for "Tier 1" applicants (e.g., not corporation, non-REIT, and non-LLC). **(Support)**
- **SB 897** (Weickowski) "ADU Height Limits" — Was amended to increase ADU height limit to: 18 feet tall if they are located on: i) A parcel with an existing multi-story-multifamily building. ii) A parcel within ½ mile of a major transit station and allow these ADUs an additional 2 feet of height (total of 20 feet) to accommodate a roof pitch that aligns with the roof pitch of the primary residence OR 25 feet tall or the height limitation in the local zoning ordinance that applies to the primary residence, whichever is lower, if the ADU is attached to a primary residence. **(Support)**
- **SB 1133** (Archuleta) — "Price Gouging: State of Emergency: Specified Housing Exclusion". The bill would also exclude specific categories of housing from these provisions, including housing that was issued a certificate of occupancy for residential use within the 3 months preceding a proclamation of a state of emergency or declaration of local emergency or within the duration of the proclamation or declaration. **(Support)**

We opposed these bills and they failed to pass policy committees, so they are now dead:

- **AB 2053** (Lee) — Social Housing — Would have created the Social Housing Act and a quasi-governmental authority, California Housing Authority, to produce and acquire social housing developments for the purpose of eliminating the gap between housing production and regional housing needs.

- **AB 2597** (Bloom) — Indoor Air Temperature — This bill would have required for the next edition of the California Building Standards Code adopted after January 1, 2023, to adopt mandatory building standards for the lack of cooling as a substandard condition for human habitation to ensure safe indoor ambient air temperature in dwelling units.
- **SB 1335** (Eggman) — Credit History — This bill would have prohibited the use of a person's credit history as part of the application process for rental housing without offering the applicant the option of providing alternative evidence of financial responsibility and ability to pay as the applicant may choose to submit when there is a government rent subsidy. The bill would require the housing provider to consider that alternative evidence in lieu of the person's credit history when determining whether to offer the rental accommodation to the applicant.

These remaining "high-priority" bills we will continue to oppose come August:

- **AB 2383** (Jones Sawyer) — "Ban the Box in Rental Applications" — Would make it an unlawful housing practice for the owner of a rental housing accommodation or business establishment to inquire about or require an applicant for a rental housing accommodation to disclose a criminal record during the initial application assessment phase. (Note: Owner has 5 days to notify of denial of an applicant given 3 days to appeal.)
- **SB 1017** (Eggman) — Lease Termination — Abuse — Prohibits a landlord from terminating or failing to renew a tenancy based on an act of abuse or violence of a tenant, immediate family member, or member of the tenant household. Also allows a landlord to terminate or refuse to renew a tenancy if the tenant voluntarily permits the presence of the perpetrator of abuse or violence. Also sets forth specific requirements for unlawful detainer proceedings. This bill would also make a landlord or agent liable to the tenant for actual damages and, except as specified, statutory damages of not less than \$100 and more than \$5,000 in a civil action for violation of these provisions.
- **SB 1026** (Wieckowski) — Residential Energy Efficiency Disclosure — This bill would grant a prospective tenant the right to obtain from the owner

folks that have been well-treated, financially speaking, by the pandemic's economic rebound.

Plus, big landlords can more easily digest vacancies than small-fry competitors. They can use that advantage to be patient and get higher rate hikes from new customers.

I'm not ignoring the year's noteworthy upswing in rents and its hit to a tenant's checkbook. Yet knowing there are smaller increases suggested by government surveys can empower a renter's bargaining position.

Nor does the reality of more modest overall rent increases help the industry's image with its investors and bankers.

of a residential dwelling unit or the owner's agent a residential energy efficiency disclosure statement for the residential unit offered. The bill also would require the owner of a residential dwelling unit or the owner's agent to make specified residential energy efficiency disclosures to a prospective tenant before entering into a rental agreement with the prospective tenant or requiring or accepting payment for specified fees or writings that would initiate a tenancy, subject to certain exceptions. The bill would make these provisions operative on January 1, 2024.

These are the remaining legislative deadlines:

- **August 1:** Legislature reconvenes from Summer Recess.
- **August 12:** Last day for fiscal committees to meet and report bills.
- **August 15-31:** Floor session only. No committee may meet for any purpose except Rules Committee, bills referred pursuant to Assembly Rules 77.2, and Conference Committees.
- **August 25:** Last day to amend bills on the floor.
- **August 3:** Last day for each house to pass bills.
- **September 30:** Last day for Governor to sign or veto bills passed by the Legislature before Sept. 1 and in the Governor's possession on or after Sept. 1

Serving Berkeley for 25 years



Property Management
and Rental Services

We can help you find qualified tenants!

2980 College Ave. Suite 5, Berkeley, CA 94705

(510) 883-7070 ~ info@erihomes.com ~ www.erihomes.com

Join Us for Quarterly Social Mixers with Fellow Members

The next mixer is set for Thursday, September 8, 5:00-7:00 pm.

Join us for drinks and appetizers at Heroic Italian, 2020 Kittredge @ Shattuck.

<https://www.bpoa.org/events/>

DATE	TOPIC
Thursday, August 11, 3:00 pm	Withdrawing Residential Property from the Rental Market
Wednesday, August 17, 3:00 pm	30-Minute Hot Topic: Setting Your Rental Criteria
Wednesday, August 31, 3:00 pm	30-Minute Hot Topic: Vetting a Prospective Tenant
Thursday, September 8, 5:00-7:00 pm	Social Member Mixer
Wednesday, September 21, 3:00 pm	Managing the Hoarded Household

And...check out our Landlord 101 series. Whether you're new to rental housing or just want to brush up on your skills, we'll teach you the basics of being a landlord in Berkeley. This series is available for playback in the members-only Content Library on our website.

Housing Projects Stalled

would be well under construction were it not for opposition — could be delayed even further.

“As of right now we are pushing a year and a half of delays,” he said. “Given the economic environment we are entering into I can’t say what further impact the delays will have.”

David Zisser, who oversees the Housing Accountability Unit, said that both the Stevenson Street and West Oakland projects remain under investigation. But he emphasized that the current emphasis for all California jurisdictions is on the state-mandated housing element, in which cities are required to come up with a specific plan to meet housing goals.

He said the analysis as to how and why the Stevenson Street and West Oakland projects were turned down would be a “lens” through which the state will determine whether the housing element submitted by Oakland or San Francisco is acceptable.

“The individual projects are important but there are larger systemic issues that the housing element allows us to address,” he said.

In its housing element, San Francisco is obligated to plan for 82,000 units while Oakland has to plan for about 15,000 units.

Zisser called the element “a contract with the state that the state will use to hold the cities accountable.”

He said that Housing Accountability Unit officials will be watching both the San Francisco Board of Supervisors and the Oakland City Council to make sure the projects are not delayed again.

“I think the message is that we do continue to watch these cases, and, depending on what happens, something could trigger our involvement again,” he said. “We take every complaint and request we get really seriously and we are optimistic that the actions we have already taken are having an impact.”

QUOTE OF THE MONTH

The trouble with most folks isn't so much their ignorance, as knowing so many things that ain't so.

— Josh Billings

AUGUST ZOOM MEETINGS

*Withdrawing Residential Property from the Rental Market
with Clifford Fried, Fried, Williams & Grice Connor*

Thursday, August 11, 3:00 pm

30-Minute Hot Topic: Setting Your Rental Criteria

Wednesday, August 17, 3:00 pm

30-Minute Hot Topic: Vetting a Prospective Tenant

Wednesday, August 31, 3:00 pm

And for September: Social Member Mixer

Heroic Italian, 2020 Kittredge @ Shattuck

Thursday, September 8, 5:00-7:00 pm

Check the calendar at www.bpoa.org/events for information & registration

BPOA WORKSHOPS — Go Beyond the Basics

Chart: Population Density

This chart, based on 2022 data, shows the population density of the 12 largest cities in the US, with Berkeley shown at the rank its density would have earned it.

City	State	Population	Rank	Area (mi ²)	Density (per mi ²)	Rank
New York City	New York	8,177,020	1	300.4	27,222	1
San Francisco	California	884,108	17	46.9	18,850	2
Boston	Massachusetts	696,959	21	48.3	14,418	3
Miami	Florida	483,395	41	36	13,429	4
BERKELEY	CALIFORNIA	121,240	245	11.4	11,954	-
Philadelphia	Pennsylvania	1,585,480	7	134.3	11,807	5
Washington	District of Columbia	718,355	20	61.1	11,750	6
Seattle	Washington	787,995	18	83.9	9,396	7
Long Beach	California	452,917	43	50.7	8,934	8
Los Angeles	California	3,985,520	2	469	8,499	9
Minneapolis	Minnesota	443,715	46	54	8,217	10
Oakland	California	444,956	45	55.9	7,961	11
Baltimore	Maryland	566,631	31	81	7,000	12



Fried,
Williams &
Grice Conner

Legal Excellence.
Dedication to Clients.

- Landlord – Tenant Disputes
- Difficult Evictions
- Real Estate Transactions
- Rent Board Matters
- Easements
- Ellis and OMI Evictions
- Tenant Buyouts
- Defense of Tenant Lawsuits
- Commercial & Residential Tenant Notices
- Mediation



1939 Harrison Street, Suite 460
Oakland, CA 94612

www.friedwilliams.com
510-625-0100

Law Requiring Fee Paid to Evicted Tenants is Upheld

Bob Egelko, San Francisco Chronicle, June 28, 2022

A federal appeals court has upheld a California law requiring a property owner who legally evicts a tenant to pay one month of the tenant's rent in order to reduce the costs of relocation.

The law, sponsored by then-Assembly Member David Chiu, D-San Francisco, took effect in 2020. In addition to limiting rent increases to 10% a year in areas without local rent control, the law provided some financial assistance to renters who were evicted because the owner was moving into the property, converting it to a condominium or demolishing it. The owner must either repay a month's rent to the tenant or cancel the final month's payment.

A lawsuit by the owners' group Better Housing for Long Beach accused the state of unconstitutionally confiscating their property by requiring the payments. But while the suit was pending, the Ninth U.S. Circuit Court of Appeals upheld an Oakland ordinance, similar to laws in San Francisco, San Jose and Los Angeles, requiring property owners to pay all of a legally evicted tenant's relocation expenses.

The court noted that the owners had chosen to evict the tenants, and that the Supreme Court has upheld the government's authority to impose property-related fees, such as property taxes, and fees related to an owner's use of the property, like the costs of cleaning up hazardous wastes. On June 6 the Supreme Court left the ordinance intact by denying review of the owners' appeal.

The relocation rules of the state law are "nearly indistinguishable" from those that were upheld in Oakland, a

three-judge panel of the appeals court said Friday.

Paul Beard, a lawyer for the Long Beach property owners, had argued that the law was a "forced transfer of hard-earned funds" and that the state "cannot force owners to bear public burdens" that should be paid by the general public, such as the relocation costs of legally evicted tenants.

But the court said California is not confiscating private property, just requiring assistance by owners who made the decisions to rent the residence and later to evict the renters. The state is not denying any government benefit to the owners or interfering with their control of their property, the court said.

The panel consisted of Judges Morgan Christen and Johnnie Rawlinson and U.S. District Judge Richard Bennett of Maryland, temporarily assigned to the appeals court.

Beard said his clients were disappointed and were evaluating their next steps. They could ask the full appeals court for a new hearing before a larger panel or appeal to the Supreme Court.

He said the payment required by the California law is "more closely connected" to the owners' property interests than the Oakland ordinance because it is based on the rental value of the property, and not the renter's relocation costs.

Bob Egelko is a San Francisco Chronicle staff writer.
Email: begelko@sfchronicle.com

from page 9

Proposed Housing Fund

advance both affordable rentals and longer-term home ownership.

In Oakland, Alan Dones still marvels at how his father found a way in the 1970s to build the city's first high-rise constructed by a team of Black contractors. Today, as managing partner of his own development firm, Strategic Urban Development Alliance, Dones said it is still a challenge for Black developers to compete for large public contracts and cobble together funding for large-scale projects.

With the proposed Black housing fund, his firm stands to gain \$10 million toward a tentatively approved \$200 million Mandela Station project more than a decade in the making. In a historically Black area decimated by criss-

crossing freeways, the project would add 760 homes and 300,000 square feet of offices, plus space for food trucks, local retail and art to the neighborhood around the West Oakland BART Station — a way, as he sees it, for Black developers, construction crews and businesses to benefit after years of turmoil.

Until then, despite his inbox full of grand pronouncements about racial equity, Dones can't help but notice how few developers who look like him are winning the contracts reshaping his hometown, for better and for worse.

"I sit here in Oakland, and I see a skyline that's growing," Dones said. "I see homeless camps that grow even faster."



PinzaGroup

LOOKING TO

**BUY OR
SELL**

**AN APARTMENT
BUILDING IN
BERKELEY?**

**OVER 70
EAST BAY
BUILDINGS
SOLD IN 2021 &
8 PROPERTIES
IN ESCROW**

**ASK THE EXPERTS AT
THE PINZA GROUP**

BRE# 01941229

- OVER 100 UNITS SOLD IN BERKELEY IN 2021
- STEVEN PINZA OWNS OVER 200 APARTMENT UNITS IN BERKELEY AND THROUGHOUT THE EAST BAY -- INTIMATE AND UNMATCHED KNOWLEDGE THAT COMPETITORS SIMPLY DO NOT HAVE
- OVER \$1B IN APARTMENT SALES SINCE 2013
- THE LARGEST, PRIVATELY HELD & NON-FRANCHISED INVESTMENT REAL ESTATE BROKERAGE IN THE SAN FRANCISCO GREATER BAY AREA
- THE LOWEST COMMISSION RATE, MOST FLEXIBLE TERMS, AND FREE LEGAL AND LANDLORD ADVICE
- MORE APARTMENT BUILDINGS SOLD THAN ANY OTHER BROKERAGE IN THE EAST BAY SINCE 2013
- WINNER OF COSTAR'S TOP BROKER AND BROKERAGE AWARD FOR THE LAST EIGHT YEARS
- EXPERIENCE WITH HUNDREDS OF 1031 EXCHANGE TRANSACTIONS
- EXPERT NEGOTIATION SKILLS AND A HUGE LIST OF SATISFIED CUSTOMERS
- OVER \$200MM IN APARTMENT BUILDINGS SOLD IN 2021 & \$50MM IN ESCROW

CALL



(510) 725-4775



www.pinzagroup.com



info@pinzagroup.com

Business Directory

BORNSTEIN LAW

BAY AREA REAL ESTATE ATTORNEYS

East Bay / San Francisco Offices

AREAS OF PRACTICE

- Immediate Evictions
- Tenant Buy-Outs Agreements
- Rent Board Hearings
- Nuisance/Breach of Lease/Non-Pay
- Owner Move-In & Relative Move-In Terminations



482 W. McArthur Blvd
Oakland CA 94611

Daniel@bornstein.law

(415) 409-7611

www.bornstein.law

Jon Vicars Realtor

Over 25 years
selling Berkeley Apartments

BPOA member since 1982

(510) 898-1995

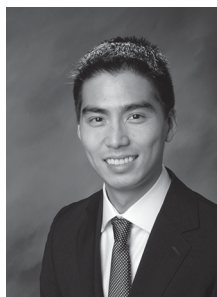
jon@vicarscommercial.com



MULTIFAMILY SALES SPECIALIST

Sell your apartment property for optimal value.
Use our proven services.

COMMITMENT TO EXCELLENCE.



Joey Wang

510.592.4244

joeywang@kwcommercial.com

CA RE Lic. 01890931

201 N. Civic Dr. #130, Walnut Creek, CA

www.kwcommercial.com

THE SHEPHERD LAW GROUP

Affordable attorney with landlord/tenant expertise.

We will work with you to devise a workable solution
to solve tenant issues.

Dependable, skillful and caring approach to tenant problems

NOT YOUR TYPICAL ATTORNEY

Call and Hear the Difference

Michael Shepherd

3542 Fruitvale Ave. #316

Oakland, CA 94602

theshepherdlawgroup@netzero.com

Tel: 510-531-0129

*Products and services advertised herein are not warranted, expressly or impliedly by the publisher or by its board of directors.
The publisher takes no responsibility should the quality of the products and services not be as advertised.*

Business Directory

Residential Leasing Company



► Kimmi Kataria, Broker

CalBRE # 01185967

A.S.K. RENTALS

TEL. : 510.524 2985

e-mail : askrentals@gmail.com

PREMIUM PROPERTIES

SAM SOROKIN
BROKER & PARTNER

CRAIG BECKERMAN
BROKER & PARTNER

REAL ESTATE SERVICES
◆ PROPERTY MANAGEMENT
◆ LEASING
◆ INVESTMENTS
◆ CONSULTING
◆ SALES & BROKERAGE
◆ DEVELOPMENT

2941 TELEGRAPH AVENUE
BERKELEY, CA 94705

510.594.0794 MAIN

WWW.PREMIUMPD.COM

CA DRE LICENSE #01886322

Legal Consultation and Representation for Landlords



Law Office of Michael M. Sims

2161 Shattuck Ave., Suite #232

Berkeley, CA 94704

Tel: (510) 848-6601

BAY AREA CONTRACT CARPETS

747 Independent Road, Oakland

(510) 613-0300

Carpet & Linoleum

Residential & Commercial

Serving the Bay area since 1971

www.bayareacontractcarpets.com

Contractor's License Number 714467

HOLL LAW & MEDIATION

BENJAMIN J. HOLL

Attorney/Mediator

Tel 415-324-8860

Fax 510-665-6005

Email benjamin@holl-lm.com

369 Pine St., Suite 420

San Francisco, CA 94104

www.holl-lm.com



Total Integrity
Insurance Services LLC

Special insurance programs for
landlords and apartment owners with
multiple highly competitive carriers.

• Independent • Professional • Friendly • Knowledgeable •

Call or email Henry Yang : (925) 247-4356

henry@totalintegrityinsurance.com Lic#0G94464



Bayside Pest Elimination

Helmut Tutass Owner/Operator
OPR 11473, PR 6778

"Your Green Pest Management Company."

510-717-3506

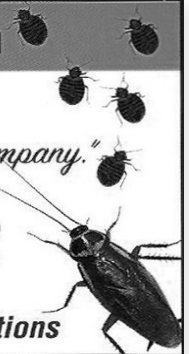
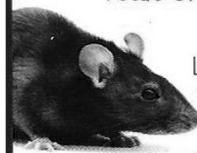
LICENSED • BONDED • INSURED

1474 University Avenue, Suite 148

Berkeley, CA 94702

Specializing in Bed Bug Solutions

www.BaySidePestControl.com



Contributions or gifts to BPOA are not tax deductible as charitable contributions for federal or state income tax purposes, but are generally deductible as trade or business expenses. No portion of payments to BPOA are made to lobbying efforts or campaign committees. For further information, please consult a tax professional or the Internal Revenue code.



2041 Bancroft Way, Suite 203 Berkeley, CA 94704 • www.bpoa.org • bpoa@bpoa.org

PRESORTED
STANDARD
US POSTAGE PAID
OAKLAND, CA
PERMIT #2508

Berkeley Property Owners Association

AUGUST EVENTS

see www.bpoa.org/events for information & registration

Withdrawing Residential Property from the Rental Market

Thursday, August 11, 3:00 pm

30-Minute Hot Topic:

Setting Your Rental Criteria

Wednesday, August 17, 3:00 pm

30-Minute Hot Topic:

Vetting a Prospective Tenant

Wednesday, August 31, 3:00 pm

LANDLORD 101 SESSIONS:

*Each month we take on a new topic in depth,
examining everything you need to know to
manage your own property.*

Check the BPOA calendar for more details.



THE
PRESCOTT
COMPANY
PREMIUM REAL ESTATE SERVICES

DAVID WEGLARZ



Senior Partner | Real Estate Services

**CALL TODAY FOR A FREE &
CONFIDENTIAL PRICING ANALYSIS**

510.398.1027

david.weglarz@theprescottcompany.com

WWW.THEPRESCOTTCOMPANY.COM

DRE#01785615