

# SANTA BARBARA RENTAL PROPERTY **n**ews

CALIFORNIA'S CENTRAL COAST RESOURCE FOR RENTAL PROPERTY OWNERS, MANAGERS & SUPPLIERS

Santa Barbara Rental Property Association  
**SBRPA Program: Answers to Your (Housing) Problems**



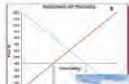
### ANSWERS TO YOUR (HOUSING) PROBLEMS

Termination of Tenancies, Security Deposit Issues, Unlawful Detainers and the Eviction Process

April 26, 2022 - Tuesday 12:00 noon



Santa Barbara Rental Property Association  
**SBRPA Program: Local & National Trends in Rental Property**



### LOCAL & NATIONAL TRENDS IN RENTAL PROPERTY

February 15, 2022 - Tuesday 12:00 noon

Presented by:  
 Dr. Peter Rupert, Professor of Economics, UCSB

Santa Barbara Rental Property Association  
**SBRPA Program: Death & Taxes**



### DEATH AND TAXES

How to Avoid at Least One of Them

March 15, 2022 - Tuesday 12:00 noon

Presented by:  
 Randall Fox, Esq., Reetz, Fox & Bartlett LLP

Due to continuing COVID restrictions we are offering our classes and seminars via Zoom. Zoom link information will be provided at registration ([www.sbrpa.org](http://www.sbrpa.org))

Please join us for a new series of program events –

Local & National Trends in Rental Property  
*Dr. Peter Rupert,  
 Professor of Economics, UCSB*

Death & Taxes (How to avoid at least one of them)  
*Randall Fox Esq.,  
 Reetz, Fox & Bartlett LLP*

Answers to your (Housing) Problems: Termination of Tenancies, Security Deposit Issues, Unlawful Detainers and the Eviction Process  
*G. Michael Brelje, Esq.,  
 Rogers, Sheffield & Campbell, LLP*



Randall Fox is experienced in real estate, land use and zoning law, business and corporate law, estate planning and trust administration, and complex business litigation. He has been with the firm since 1978 and is known for his strategic thinking, quality execution, and ability to get things done.

Randy has over 40 years' experience as an attorney with a client base that ranges from small investors, start-up businesses, family businesses and nonprofit entities, to large landowners, corporations and the FDC. He was an instructor in real estate law at Santa Barbara City College and has been a panel attorney for the California Association of Realtors since 1990.

He has served as a member of the Chancellor's Council at the University of California Santa Barbara, a trustee and past Chairman of Liguia Blanca School, a director and past Chair of the Rehabilitation Institute at Santa Barbara, and a past director of the Goleta Valley Chamber of Commerce, Zona Seis, and past trustee of the Santa Barbara Historical Museum. He currently serves as a trustee of the Santa Barbara Maritime Museum and of Exploring Solutions Past, The Maya Forest Alliance.

Many property owners may be surprised to realize that, even with a moderately healthy return of approximately 7 percent annually, your net worth could easily double in ten to twelve years! However, without proper planning Uncle Sam can demand a hefty chunk.

Currently, the estate tax exemption is \$12.06 million per person in 2022 (which covers a substantial amount of real estate assets) but is scheduled in 2025 to automatically be reduced.

This reset will return the estate and gift tax exemption amount to \$5 million, as it was in 2016 (though it will be indexed for inflation, resulting in an exemption amount of approximately \$6.6 million in 2028).

If the estate tax exemption amount is halved in 2026 and increases only with inflation at a historic rate of approximately 2.5 percent per year, clients could very quickly find themselves at risk of paying significant estate taxes (currently at a 40 percent rate) if they are still in the mindset of having a \$12.06 million estate tax exemption (\$2.1 million for married couples) available when they pass away in the next one to two decades.

Let's talk about techniques to reduce these potential taxes from become a reality for your estate.

**Members Free, Non-members \$75**

Go to [www.sbrpa.org](http://www.sbrpa.org) and click on the Events tab to register. If you need assistance contact the office at 805-687-7007 or [admin@sbrpa.org](mailto:admin@sbrpa.org)

During COVID restrictions we offer classes and seminars via Zoom. Zoom link information will be provided at registration ([www.sbrpa.org](http://www.sbrpa.org))

An hour of insight and an esteemed economist after Rupert, [peter.rupert.com](http://peter.rupert.com)

and one of the most times in history for owners.

to polish the crystal at better days ahead property business."



Dr. Rupert (Macoback photo)

Free Event and click on the Events tab to assistance contact the office at [www.sbrpa.org](http://www.sbrpa.org)

02-15-2022 SBRPA Program: Local and National Trends in Rental Property. . . . .	11
03-15-2022 SBRPA Program: Death & Taxes – How to Avoid at Least One of Them . . . . .	15
04-26-2022 SBRPA Program: Answers to Your (Housing) Problems. . . . .	19







# OMNIA

Insurance & Risk Solutions Inc

HOA'S CONDOMINIUMS APARTMENTS INVESTMENT PROPERTIES

## INSURANCE IS BECOMING MORE CHALLENGING. WE ARE READY FOR IT



WE SPECIALIZE IN PROVIDING  
CUSTOMIZED INSURANCE FOR  
PROPERTIES IN OUR LOCAL COMMUNITY

**CALL (805) 563-0400**  
**OMNIAINS.COM**

*"Ready for Anything"*

*New name,  
same great  
family service  
for over 35 years*

Ca Lic. 0L60662

# Table of Contents

SANTA BARBARA AREA'S RESOURCE FOR RENTAL PROPERTY OWNERS, MANAGERS & SUPPLIERS

## SBRPA OFFICE

123 West Padre Street, Suite D  
Santa Barbara, CA 93105

Office Hours:  
By Appointment Only

[www.sbrpa.org](http://www.sbrpa.org)  
Phone: (805) 687-7007  
Fax: (805) 687-9708

## SBRPA 2021-2022 OFFICERS

**President** Betty L. Jeppesen, Esq.  
**1st Vice-President** Harold Goodman  
**Treasurer** Chris Agnoli  
**Secretary** Mike Bruce  
**Executive Director** Laura Bode  
Steve Battaglia, **Director**  
James Carrillo, CPM®, **Director**  
Charles V. Eckert III Esq., **Director**  
Danielle Holzer-Burkitt, **Director**  
Joyce Hulsebos, **Director**  
Michelle Roberson, Esq., **Director**  
Lori Zahn, **Director**

## Graphic Design

Darkblade Enterprises

The **Rental Property News Magazine** is published monthly by the Santa Barbara Rental Property Association, Inc. Editorial/ advertising offices are located at 123 West Padre Street, Suite D, Santa Barbara, CA 93105. Phone (805) 687-7007. Subscription is included in the annual membership dues.



## February 2022

<b>SBRPA President's Message</b> . . . . .	5
<i>Betty L. Jeppesen, Esq., SBRPA President</i>	
<b>Calendar of Events</b> . . . . .	7
<i>Upcoming Industry events – Virtual and Regular</i>	
<b>CalRHA (California Rental Housing Association)</b> . . . . .	9
<i>Legislative Update, Kate Bell, KateBellStrategies.com</i>	
<b>SBRPA Program: Local and National Trends In Rental Property</b> . . . . .	11
<i>Dr. Peter Rupert, Professor, Department of Economics, UCSB</i>	
<b>NAA (National Apartment Association)</b> . . . . .	13
<i>Independent Rental Owners (IROs)</i>	
<b>SBRPA Program: Death &amp; Taxes – How to Avoid at Least One of Them.</b> . . . . .	15
<i>Randall Fox, Esq., Reetz, Fox &amp; Bartlett LLP</i>	
<b>Mail Chimp Communications.</b> . . . . .	17
<i>Review of the latest housing stories</i>	
<b>SBRPA Program: Answers to Housing Issues.</b> . . . . .	19
<i>G. Michael Brelje, Esq, Rogers, Sheffield &amp; Campbell, LLP</i>	
<b>Santa Barbara Happenings.</b> . . . . .	21
<i>Terry A. Bartlett, Reetz, Fox &amp; Bartlett LLP</i>	
<b>SBRPA Business Partner Directory.</b> . . . . .	32
<i>Meet the Business Partners</i>	
<b>Directory of Products and Services.</b> . . . . .	34
<i>Index of Advertisers</i>	

Articles appearing in this magazine are presented as a public service and may not reflect the opinion of the publisher, its board of directors or its members.

Products and services advertised herein are not warranted, expressly or implied by the publisher or by its board of directors. No investigation has been conducted to ascertain the quality of the products and services advertised herein. The publisher takes no responsibility should the quality of the products and services not be as advertised.



**COMMERCIAL & RESIDENTIAL**



**CENTRAL COAST**  
PAVING

**(805) 665-3292**

**CCPAVE.COM**



Commercial  
Asphalt Paving

**ASPHALT PAVING · SEALCOATING · STRIPING · CRACKFILL · CHIP SEAL · CONCRETE**

**CONTACT@CCPAVE.COM**

**LIC# 1022233 C12**



# President's Message



Betty L. Jeppesen Esq. • Attorney at Law and Real Estate Broker

## **February, 2022-What Will This Year Bring?**

The Legislature was back in session beginning Monday, January 3, 2022 in its new office space in Sacramento with multiple, new committee members and Chairs. Buffy Wickes is the new Chair of the Housing Committee replacing David Chiu who left to become the City Attorney for San Francisco. Wickes is even more pro-tenant than Chiu.

Lorraine Gonzales left on Wednesday, January 5<sup>th</sup> and Nicola Parra left to pursue a Senate seat. The farewell gathering shut down the Legislature due to a positive COVID test by some attendees leaving only one staffer in the building as of Friday, January 7<sup>th</sup>.

There are several Assembly Bills to watch this term including AB916 by Salas which would increase the height of ADU's and JADU's from 16 feet to 18 feet and allow the addition of a bedroom without a public hearing. AB1862 would give density bonuses to developers. AB 1206 would allow welfare property tax exemptions for low income units. We will keep you informed of developments as they occur.

Locally, the question I have heard most frequently from my clients is whether the Declaration of COVID-19 Financial Distress still applies and can block Unlawful Detainer actions. The answer is it depends.

The COVID-19 Tenant Relief Act which is set forth in Code of Civil Procedure sections 1179.01-1179.07 for those of you who would like to look it up, was first enacted on August 31, 2020 in response to the COVID-19 pandemic. The legislative intent of the Act was to limit the authority of the courts to issue a Summons or enter a Default Judgment in an Unlawful Detainer action where the landlord is seeking possession of residential real property based on the non-payment of rent which means in common language that it effectively blocked an Unlawful Detainer action. BUT, it is only for non-payment of rent during certain time periods and does NOT apply to unpaid rent after October 1, 2021 at the expiration of the eviction moratorium.

The Act has twice been amended, first on January 29, 2021 and again on June 28, 2021. The "covered time period" means the time period from March 1, 2020 and September 30, 2021. Initially, it applied to the "protected time period" which was from March 1, 2020 to August 31, 2020. Then, the "transition period" followed which was the time period from September 1, 2020 to September 30, 2021, just over one year.

If a landlord brings or brought an Unlawful Detainer action based on unpaid rent during the "protected time period" (3/1/20-8/31/20) and the tenant submitted or

submits a signed Declaration of COVID-19 Related Financial Distress to the landlord on or before the date the notice to quit expires, then the tenant cannot be evicted for non-payment of rent.

If the notice to quit is based on non-payment of rent during the "transition time period" (9/1/20-9/30/21) and the tenant delivers a signed Declaration of COVID-19 Related Financial Distress to the landlord on or before the date in the notice expires AND on or before September 30, 2021 the tenants tenders to the landlord payment of at least 25% of each rental payment that became due during that period, the tenant cannot be evicted FOR NON-PAYMENT OF RENT. This does not mean that the tenant cannot be evicted for other reasons.

The tenant gets one more chance to file the Declaration of COVID-19 Related Financial Distress. The tenant can file it with Court at the time that the tenant files his or her Answer to an Unlawful Detainer Complaint. The Court then sets a hearing to determine whether the Declaration applies.

So, Unlawful Detainer actions based on non-payment of rent due beginning October 1, 2021, are not precluded by the tenant providing a Declaration of COVID-19 Related Financial Distress either before the end of the time period in the Notice to Quit or with the tenant's Answer and our Court has been so ruling.

I hope this provides a little clarity to a very complex area of the law.

Let us hope that the Omicron variant has peaked and is on the wane; that the Legislature entertains more reasonable rules for landlords who have now been severely burdened for two years; and that we have a happy Spring.

Betty L. Jeppesen

President



THE LAW OFFICES OF  
**BETTY L. JEPPESEN**

21 EAST CANON PERDIDO STREET, SUITE 207  
SANTA BARBARA, CA 93101  
(805) 450-1789  
JEPPESENLAW@GMAIL.COM



# BEAU BRUNNER PAINTING

LIC. # 929377



**Beau Anthony Brunner**

7464 Evergreen Drive  
Goleta, CA 93117

CELL: (805) 218-5251

FAX: (805) 685-0776

EMAIL: beaubrunnerpainting2@gmail.com

VISIT US ONLINE: [BEAUBRUNNERPAINTING.COM](http://BEAUBRUNNERPAINTING.COM)

License # 923073

# HERMOSA PAINTING

**Bob Ulmer**

cell: 805.636.1087

[bob@hermosapainting.com](mailto:bob@hermosapainting.com)

1224 Bath St. #A Santa Barbara, CA 93101

Since 1964



LIC.#005132

406 W. Figueroa St  
SB, CA 93101

**963-3117**

**689-8397**

## MENDEZ BUILDING SERVICES INC.

- Water Damage Specialists
- Carpet Steam Cleaning
- General Building Maintenance
- Wood Floor Refinishing & Repair

Rafael Mendez • [www.mendezservices.com](http://www.mendezservices.com)

## Full service solutions for all of your rental property needs.

*Proudly serving all areas of Santa Barbara County*

**Danielle Holzer-Burkitt**

805.962.3707

[www.DMHProperties.net](http://www.DMHProperties.net)





## SBRPA Calendar

With new mask mandates and restrictions on in-person meetings and social interactions, our local events and seminars have been scheduled as Zoom meetings. Please contact us at 805-687-7007 or [admin@sbrpa.org](mailto:admin@sbrpa.org) if you need assistance signing up for our class.

### SBRPA Lunch Program: Local and National Trends In Rental Property 02-15-2022, Tue., 12:00 noon

Join SBRPA for an hour of insight and analysis featuring esteemed economist Dr. Peter Rupert, Professor, Department of Economics, at UCSB. Register online at [www.sbrpa.org](http://www.sbrpa.org). See page 11 for more information.

### SBRPA Lunch Program: DEATH AND TAXES– How to Avoid at Least One of Them 03-15-2022, Tue., 12:00 noon

*In this world, nothing is certain except death & taxes. Benjamin Franklin, 1789.*

Join us and learn about real estate taxes, presented by Randall Fox, Esq., Reetz, Fox & Bartlett LLP. Register online at [www.sbrpa.org](http://www.sbrpa.org). See page 15 for more information.

### SBRPA Lunch Program: Answers to Your (Housing) Problems 04-26-2022, Tue., 12:00 noon

Termination of Tenancies, Security Deposit Issues, Unlawful Detainers and the Eviction Process. G. Michael Brelje, Esq., Senior Attorney at Rogers, Sheffield & Campbell, LLP, will discuss these and other topics at this event. Register online at [www.sbrpa.org](http://www.sbrpa.org). See page 19 for more information.

2022 FEBRUARY						
SUN	MON	TUE	WED	THU	FRI	SAT
Year of the Tiger		1 Chinese New Year	2 	3	4	5
6	7	8	9	10	11	12
13	14 	15 SBRPA Lunch Program	16	17	18	19
20	21 	22	23	24	25	26
27	28					



### Online Learning and Webinar Recordings

#### NAA's Online Learning with Visto

Visto, brought to you by NAAEI and Grace Hill, is an online learning platform offering an assortment of online courses and recorded webinars that can be taken anytime, anywhere. Most of these courses count for continuing education credits (CECs) needed for credential renewals and are offered year-round. To view a list of credentials and courses approved for CECs, For more information, go to: <https://www.naaq.org/education-careers/online-learning>

#### NAA Seminars & Recordings

For a listing of previous seminars and links to their recordings, go to: <https://www.naaq.org/education-careers/online-learning/webinars>



## Welcome New Members

Camille Borchard, Mark Snay  
Tad Lent II, Tracy Trotter,  
James Krautmann & Anthony Nelson





# SPECTRUM

Realty of Santa Barbara

*"There is no substitute for experience"*

## PROPERTY MANAGEMENT

- Strict rent collecting policy
- Fast tenant turnaround
- Obtain competitive bids and get YOUR approval
- Careful tenant screening
- On call 24 hours / 7 days a week
- No conflict of interest with "In-House" maintenance
- Easy to read monthly statements
- In business over 30 years
- Member SBRPA / IREM CPM candidate

*We increase cash flow and control expenses to maximize property value.*

Call today for a free consultation  
Andy Sillers, Broker  
(805) 681-6268

**SPECTRUMREALTY.COM**



## SPECIALIZING IN COMMERCIAL AND RESIDENTIAL PROPERTY



Real Estate Brokerage Property Management

Santa Barbara's Oldest  
Full-Service Property  
Management Company



**Laura Lerman**  
Commercial & Residential  
Property Manager  
DRE California Salesperson  
License #01411837

Call Today to See  
How We Can Meet Your  
Commercial and Residential  
Property Management Needs

**805.963.5945**



BRE California Brokers  
License #00753419

**2920 De la Vina Street, SB 93105**

Bristol Property Management, Inc. DRE # 01907512 d/b/a The Laurel Company

**CARPETS  
VINYL**

**DRAPES  
BLINDS**

# JODY'S WINDOWS AND FLOORS

**(805) 637-6343**

**JODYSWINDOWSANDFLOORS@GMAIL.COM**

**CONTRACTOR'S LICENSE #854700 • FAX (805) 564-2959**



# CalRHA Legislative Updates



Kate Bell, KateBellStrategies.com

## January 2022

### Budget Update

Governor Newsom unveiled his 2022-23 proposed state budget on January 10th. Shortly thereafter, the Business Consumer Services and Housing Agency conducted a stakeholder call where they highlighted aspects of the Governor's 2022-23 Proposed Budget specific to housing. Several of highlights are included below:



CA Governor  
Gavin Newsom

- Budget includes over \$1 billion to accelerate housing - especially in downtown oriented places. Investments in the budget have twin goals of housing production and climate change.
- Budget will continue to help ADU production, as CalHFA is rolling out an ADU grant program this year
- \$500 million in Infill Infrastructure Grant Program
- \$100 million to convert commercial facilities into housing as well as state-owned housing
- \$200 million to preserve units in urban areas, including retrofits and electrification
- \$100 million for improvements to mobile homes
- \$200 million for Mixed Income Housing via loans to developers for mixed-income rental housing for households with incomes between 30-120% AMI
- \$500 million for the State Low Income Housing Tax Credit program
- \$1 billion for Mortgage Relief - Reinstatement program that covers up to \$80,000 of past mortgage relief.

For additional proposed 2022-23 state housing budget details, please visit: <https://www.ebudget.ca.gov/2022-23/pdf/BudgetSummary/HousingandHomelessness.pdf>

### Legislative Update

The Legislature reconvened on Monday, January 3rd. The Speaker announced several committee changes. In particular, Assemblymember Buffy Wicks was named Chair of the Assembly Housing and Community Development Committee.



CA Assemblyperson  
Buffy Wicks

Additionally, Assemblymember Maienschein was removed from the Housing Committee, while Assemblymembers Chris Ward and Wendy Carillo (both Democrats) were added. Therefore, there is an additional Democrat and the make-up of the committee is now six Democrats and two Republicans.

On the first day back from session, the Assembly Appropriations Chair, Lorena Gonzalez, announced her resignation to join the Labor Federation. Assemblymember Chris Holden has been named the new Chair of the Appropriations Committee.



CA Assemblyperson  
Chris Holden

There are several two-year priority bills that have been set for committee hearings in January and which would need to pass by their house of origin by end of the month, including:

- **AB 916 (Salas)** - The CalRHA sponsored bill, which would streamline bedroom construction by eliminating public hearings and increase ADU height limits from 16 feet to 18 feet on parcels that are multistory and multifamily. The bill is set in Assembly Housing and Local Government Committees on January 12th. YIMBY, SPUR, and the Housing Building Alliance all joined CalRHA in support of the bill.
- **AB 834 (Lee)** - Withdrawal of Accommodations. AB 834 prohibits property owners who have owned rental accommodations for less than five



years from using or threatening to use the Ellis Act to withdraw rental accommodations and places other limits on the use of the Ellis Act. CalRHA is part of a larger coalition opposing the bill before its hearing in the Assembly Housing Committee on January 12th.

- **AB 1241 (Jones-Sawyer)** - Ban the Box for Rental Applications. Fortunately, we have heard that the author will be pulling this bill from the Housing committee hearing, which is the first CalRHA legislative victory of the year.

The deadline for new bills to be introduced is February 18, 2022, after which time we will have a better sense of most of the legislative fights we will be facing next year. In the meantime, Senator Glazer and forty other Legislators will be introducing a bill to increase the renters tax credit. Under the bill, more than 2 million renters



CA Senator  
Steve Glazer

would get much needed financial relief. The bill would increase the renter's credit for the first time since 1979 and reform the credit to give more help to single parents and the most vulnerable Californians.

**Rent Assistance Update**

Since the state applied to the U.S. Treasurer for \$1.9 billion in rent assistance money from the pot that is being reallocated from other states, the state has been awarded \$65 million for their first allocation and are in the process of submitting another request due at the end of the month.



As of January 11th, the state has given out over \$1.7 billion in rent relief, out of the nearly \$6.88 billion requested. CalRHA continues to work with HCD on the implementation and advocate for more funding to the program. For more information, please visit Housing is Key <https://housing.ca.gov/>.



**ADDENDUM:** Stakeholder phone call with the Business Consumer Services & Housing Agency highlighting aspects of Governor Newsom 2022-23 Proposed State Budget on housing.

Panelists on the call and their comments included:

**Lourdes Castro Ramirez**

*Secretary, Business, Consumer Services & Housing Agency*

The Blueprint builds on the Comeback Plan. More than half of CA renters are cost-burdened (spending more than 30% on rent and utilities). Therefore, the Governor's budget proposes funding to reduce homelessness and create more housing.

**Sam Assefa**

*Director, Governor's Office of Planning and Research*

Budget includes over \$1 billion to accelerate housing - especially in downtown oriented places

**Sasha Kergan**

*Deputy Secretary of Housing and Consumer Relations, Business, Consumer Services & Housing Agency*

- Housing shortage impacts seniors, students, workers, and parents most.
- Investments in the Blueprint has twin goals of housing production and climate change.
- Budget will transform existing buildings into housing.
- The budget funds tax credits for housing.
- Will continue to help ADU production. CalHFA is rolling out an ADU grant program this year.

**Gustavo Velasquez**

*Director, Dept. of Housing & Community Development (HCD)*

- \$500 million in Inll Infrastructure Grant Program
- \$100 million to convert commercial facilities into housing as well as state-owned housing

**Gustavo Velasquez (cont.)**

- \$200 million to preserve units in urban areas, including retrofits and electrification
- \$100 million for improvements to mobile homes

**Tiena Johnson Hall**

*Exec. Director, California's Housing Finance Agency (CalHFA)*

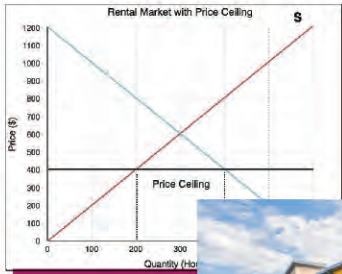
- \$200 million for Mixed Income Housing
- Loans to developers for mixed-income rental housing for households with incomes between 30-120% AMI
- \$500 million for the State Low Income Housing Tax Credit program
- \$1 billion for Mortgage Relief - Reinstatement program that covers up to \$80,000 of past mortgage relief

Sosan Modant with Lighthouse Public Affairs asked about aordable ownership production, which was requested in a joint letter by Habitat for Humanity, CBIA, and Realtors, but not included. Sasha pointed to the mixed use rental housing program, but said they could keep talking.

I asked about rental assistance and Amy Wilson said they were awarded \$65 million for their first allocation and are in the process of submitting another request due at the end of the month.

For additional budget details, please visit: <https://www.ebudget.ca.gov/2022-23/pdf/BudgetSummary/HousingandHomelessness.pdf>





## LOCAL & NATIONAL TRENDS IN RENTAL PROPERTY

February 15, 2022 • Tuesday 12:00 noon

Presented by:  
Dr. Peter Rupert, Professor of Economics, UCSB

### Current position:

Professor Department of Economics  
University of California, Santa Barbara

Executive Director, UCSB Economic  
Forecast Project

Associate Director, Laboratory for  
Aggregate Economics and Finance

### Areas of specialization

Macroeconomics, labor economics,  
family economics.

### Appointments

1986-1991	West Virginia University
1991-1993	State University of New York at Buffalo
1993-1994	Birkbeck College, University of London
1994-1995	University of Southern California
1995-2003	Federal Reserve Bank of Cleveland
2003-2004	University of Western Ontario
2004-2007	Federal Reserve Bank of Cleveland
2007-now	University of California, Santa Barbara
2012-2017	Chair, UCSB Department of Economics



Due to continuing COVID restrictions we are offering our classes and seminars via Zoom. Zoom link information will be provided at registration ([www.sbrpa.org](http://www.sbrpa.org))

Join SBRPA for an hour of insight and analysis featuring esteemed economist Dr. Peter Rupert.  
[www.peterrupert.com](http://www.peterrupert.com)

*"We've survived one of the most challenging times in history for rental property owners."*

*Now, it's time to polish the crystal ball and look at better days ahead for your rental property business."*



Dr. Rupert (Noozhawk photo)



Dr. Peter Rupert, speaks at a 2019 Economic Forecast Summit in Santa Barbara. (Noozhawk photo)

### Members Only – Free Event

Go to [www.sbrpa.org](http://www.sbrpa.org) and click on the Events tab to register. If you need assistance contact the office at 805-687-7007 or [admin@sbrpa.org](mailto:admin@sbrpa.org)





**KEN SWITZER**  
EXPERT REAL ESTATE  
SERVICE AND ANALYSIS

**BERKSHIRE HATHAWAY** | California Properties  
**COMMERCIAL DIVISION**



Iconic Mixed-Use Building, Downtown Carpinteria



Spectacular Waterfront-Area Apartments



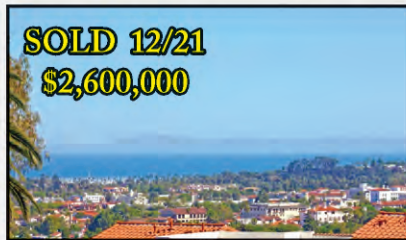
Historic Retreat Compound



Mixed-Use, Downtown Location



Hollister Ranch Development Parcel



2 Adjacent R-2 View Parcels



Northern California Office/R&D



Isla Vista Duplex, 3-BR + 2-BR



Goleta Office/Retail, 1500 SF



Santa Ynez Comm./Ag Parcels



Isla Vista Development Parcel

805.680.4622 | KenSwitzer1@yahoo.com | BHHS Commercial Division | DRE #01245644

©2020 Berkshire Hathaway HomeServices California Properties (BHHSCP) is a member of the franchise system of BHH Affiliates LLC. BHH Affiliates LLC and BHHSCP do not guarantee accuracy of all data including measurements, conditions, and features of property. Information is obtained from various sources and will not be verified by broker or MLS. Buyer is advised to independently verify the accuracy of that information.



## Independent Rental Owners (IROs)



National Apartment Association

### What is an Independent Rental Owner (IRO)?

The National Apartment Association (NAA) defines an Independent Rental Owner (IRO) as an individual or individuals that are active in both the ownership and management of their properties.

#### Main Characteristics of IRO

- They have their own money invested in the property (with or without partners) and oversee Multifamily OR Single-Family housing.
- They are actively involved in the management of their properties.
- They self-identify based on the above criteria and not by portfolio unit count.

#### Considerations for IRO

- Membership is defined by experience and not by unit count. IROs may consist of less than 10 units and can exceed over 6,000 units given the size of the independent investor. Resources are provided based on all levels of experience specific for each member.
- Smaller sized properties and portfolios generally require a unique property management style, as opposed to the management style used for properties of larger unit count.
- IRO Education and Networking opportunities may also be beneficial for those that work for an IRO, such as property managers, managing directors and other employees or those that conduct business with IROs, such as supplier partners.
- Self-identification is an important part of being an IRO. The NAA IRO program is built around all facets of multifamily management and encourages learning and conversation with likeminded individuals.

Download the IRO Membership benefits brochure to learn more. [https://www.naa.org/sites/default/files/2021\\_iro\\_membershipflyer\\_rev.pdf](https://www.naa.org/sites/default/files/2021_iro_membershipflyer_rev.pdf)

**Emotional Support Animals – What IROs Need to Know.** Reasonable accommodation requests for assistance animals—including emotional support animals—cause concern for apartment owners and operators. They affect an owner's ability to assess pet deposits and fees and to apply rules and policies to a resident's animal. Additionally, they expose owners to possible fair housing complaints. View the webinar: <https://www.youtube.com/watch?v=QktvHgGiDE8>

**Flexible and Vacation Rental Options for IROs.** Do you want to know the secret to successfully own, operate and market a vacation rental for maximum profit? In this webinar, learn how to properly select your market, how to advertise the property and how to keep it full booked and operational. Insights will be given into what works and what doesn't when you have your own vacation rental. Explore renovation costs, HOA fees and anything else that can impact your bottom line. View the webinar: <https://www.youtube.com/watch?v=VvMFlapMBTY>

**Data Security for IROs.** For those who don't feel confident with the technologies and jargon involved, cybersecurity is a major headache. Learn simple steps you can take today to immediately improve your data security. Spot the ways you can be hacked, the types of data you need to protect and what you can do to prevent it from happening to you. View the webinar: <https://www.youtube.com/watch?v=4TZll584a0M&feature=youtu.be>

**Fair Housing Concerns for IROs.** View a webinar that provides a deep dive into trending fair housing issues affecting the industry, including reasonable accommodation requests for emotional support animals, occupancy standards and resident screening (including criminal and eviction history). Learn about the resources NAA has to offer to help face any challenge. View the webinar: <https://www.youtube.com/watch?v=srCCjXD2hgE>





# Demand High for Central Coast Apartment Assets

## JUST SOLD • 146 LOUREYRO RD • MONTECITO, CA 93108

The Steve Golis Team recently represented the buyer in the purchase of this five-home compound inspired by the vibrant architecture of Mexico's famed San Miguel de Allende. Located in Montecito's Coastal Zone, the property comprises a 5-bedroom main residence and four two-bedroom dwellings. The grounds feature walled courtyards, fountains, hand-carved woodwork, landscaping and three garages to accommodate more than six cars. The property, listed by Darcie McKnight & Thomas M. Dabney of Village Properties, received multiple offers yet the Golis Team successfully secured it for their client. This one-of-a-kind property ultimately sold for \$6,250,000 setting a record for the highest price per unit sale in the area.

Residential rental income properties of all sizes continue to be a highly sought after commodity at a time of extremely low inventory. We have buyers ready to purchase with exchange dollars or all-cash offers.

*Contact the Golis Team today for details  
on these & other premier offerings.*

**STEVE GOLIS • 805.879.9606 • [sgolis@radiusgroup.com](mailto:sgolis@radiusgroup.com)**  
CA Lic. 00772218

**MIKE LOPUS • 805.879.9637 • [mlopus@radiusgroup.com](mailto:mlopus@radiusgroup.com)**  
CA Lic. 01970736

**ANETA JENSEN • 805.879.9624 • [ajensen@radiusgroup.com](mailto:ajensen@radiusgroup.com)**  
CA Lic. 01994822



RADIUSGROUP.COM

### CURRENT OFFERINGS

5392-5400 Hollister Ave. • 8-Unit Mixed-Use  
*Offered at \$4,250,000*

6587 Cervantes Rd. • 22 Units in Isla Vista  
*Offered at \$10,500,000*

308 W. De la Guerra St. • 4 Units Downtown  
*Offered at \$1,895,000*

1317 Punta Gorda St. • Fully Entitled Development  
*Offered at \$3,950,000*

### COMING SOON

Development Opportunity in Carpinteria

Retail Space in Downtown Lompoc



# DEATH AND TAXES

How to Avoid at Least One of Them

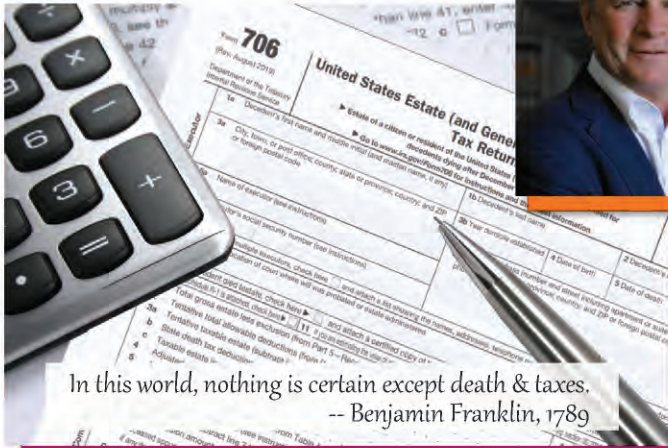
March 15, 2022 • Tuesday 12:00 noon

Presented by:

Randall Fox, Esq., Reetz, Fox & Bartlett LLP



Due to continuing COVID restrictions we are offering our classes and seminars via Zoom. Zoom link information will be provided at registration ([www.sbrpa.org](http://www.sbrpa.org))



In this world, nothing is certain except death & taxes.  
-- Benjamin Franklin, 1789



Randall Fox is experienced in real estate, land use and zoning law; business and corporate law; estate planning and trust administration; and complex business litigation. He has been with the firm since 1978 and is known for his strategic thinking, quality execution, and ability to get things done.

Randy has over 40 years' experience as an attorney with a client base that ranges from small investors, start-up businesses, family businesses and nonprofit entities, to large landowners, corporations and the FDIC. He was an instructor in real estate law at Santa Barbara City College and has been a panel attorney for the California Association of Realtors since 1990.

He has served as a member of the Chancellor's Council at the University of California Santa Barbara, a trustee and past Chairman of Laguna Blanca School, a director and past Chair of the Rehabilitation Institute at Santa Barbara, and a past director of the Goleta Valley Chamber of Commerce, Zona Seca, and past trustee of the Santa Barbara Historical Museum. Fox currently serves as a trustee of the Santa Barbara Maritime Museum and of Exploring Solutions Past: The Maya Forest Alliance.

Many property owners may be surprised to realize that, even with a moderately healthy return of approximately 7 percent annually, your net worth could easily double in ten to twelve years! However, without proper planning Uncle Sam can demand a hefty chunk.

Currently, the estate tax exemption is \$12.06 million per person in 2022 (which covers a substantial amount of real estate assets) but is scheduled in 2025 to *automatically* be reduced.

This reset will return the estate and gift tax exemption amount to \$5 million, as it was in 2016 (though it will be indexed for inflation, resulting in an exemption amount of approximately \$6.6 million in 2026).

If the estate tax exemption amount is halved in 2026 and increases only with inflation at a historic rate of approximately 2.5 percent per year, clients could very quickly find themselves at risk of paying significant estate taxes (currently at a 40 percent rate) if they are still in the mindset of having a \$12.06 million estate tax exemption (\$24.1 million for married couples) available when they pass away in the next one to two decades.

Let's talk about techniques to reduce these potential taxes from become a reality for your estate.

**Members Free, Non-members \$75**

Go to [www.sbrpa.org](http://www.sbrpa.org) and click on the Events tab to register. If you need assistance contact the office at 805-687-7007 or [admin@sbrpa.org](mailto:admin@sbrpa.org)



# CELMAYSTER LISTINGS UPDATE

from Santa Barbara's native expert

J U S T   S O L D



## 6 E Valerio St, Santa Barbara

3BD/2BA Residence + 4 Short-Term Rental Units

Christos represented all parties in the sale of this substantially remodeled 5-unit rental property situated near the corner of State and Valerio. "Casa Valerio" consists of a second-floor, 1,363 square foot, 3BD/2BA residence with a two-car garage and two private decks, and four permitted short-term rental units on the ground floor.

**Sold at asking price: \$3,300,000**



## Christos Celmayster

Partner

805.898.4388

[christos@hayescommercial.com](mailto:christos@hayescommercial.com)

DRE# 01342996

## CALL TODAY!

- Get a **FREE** analysis of your property
- Discuss real estate investments in today's market

## CELMAYSTER 2021 SALES

	Units
201 Ladera St	21
712 W Anapamu St	8
1124 Castillo St	5
1904 San Pascual St	4
1232 Laguna St	3
242-246 Puente Dr	3
1815 San Andres St	3
536 W Pedregosa St	3
1369 Danielson Rd	2
802 N Voluntario St	2
806 N Voluntario St	2
897 Camino Corto	1





# Mail Chimp Communications

To help keep everyone updated on the rapidly changing rental housing market, SBRPA is using MailChimp to send members emails. If you are NOT receiving emails: 1. check your spam folder, 2. if not in your spam folder, please notify us by emailing [admin@sbrpa.org](mailto:admin@sbrpa.org). Put **your email address** in the subject line.

Sat, Dec. 25, 2021 3:07 pm  
CalRHA Magazine

Mon, Jan. 10, 2022 11:30 7:49 PM  
CalRHA Call to Action




**CalRHA's Call to Action**

**ACTION ALERT**  
This Wednesday, the Assembly Local Government Committee is scheduled to vote on CalRHA's sponsored legislation AB 916, which is an instrumental step to addressing the state's housing crisis by removing impediments to Accessory Dwelling Unit (ADU) construction.

Contact members of the Assembly Local Government and Assembly Housing Committees and tell them to **VOTE YES on AB 916**.

**Contact Legislators**  
Call or email legislators:

Local Government Committee  
Housing Committee



If you know of articles, events or programs that might be of interest to our members please let us know. You can call 805-687-7007 or email [admin@sbrpa.org](mailto:admin@sbrpa.org)




**Sol Wave WATER**  
805-845-5443

<https://www.solwavewater.com/>  
the best solution for your water treatment needs

**SAN ROQUE REALTY**

"A Friend on Your Side"®

**Ed Fuller**  
Broker/Owner  
GRI, ABR, BPOR, SRES, e-Pro, GREEN  
Selling Santa Barbara Real Estate Since 1979  
Office 805.687.1551 Cell 805.570.6988  
55 Hitchcock Way Suite 202  
Santa Barbara, CA 93105  
CalBRE Lic #00661695  
Ed@SanRoqueRealty.com







# BEACHSIDE PARTNERS

## MULTI-FAMILY ADVISORS



JUST SOLD | 520 W. GUTIERREZ STREET

# DEAL STORY



### PROPERTY FACTS

520 W. GUTIERREZ ST.  
Santa Barbara, CA 93101

Type: Multifamily  
Units: 3 Units  
Price: \$2,775,000  
COE: 1/9/2022

### THE STORY

By doing thorough location analysis, demographic overlay and established upside potential, **Nick Henry and Lori Zahn were able to successfully represent the seller and generate multiple offers** for this closing. This triplex demonstrated a valuation of \$925,000 a door for **a total sale price of \$2,775,000 which was \$80,000 over the asking price**. This asset, serving the needs of local students came fully furnished and offers the potential of an additional unit via adding an ADU.

With over 40 years of Commercial Real Estate experience, collectively, Beachside Partners has established themselves as Central Coast leaders in multi-family sales and acquisitions. Contact us to find out how to capitalize on today's market and reach your investment goals.



### NICK HENRY

PARTNER  
805.705.7311  
NICK@BEACHSIDEPARTNERS.COM  
DRE# 01748131



### LORI ZAHN

ASSOCIATE BROKER  
805.451.2712  
LORI@BEACHSIDEPARTNERS.COM  
DRE# 01914851

[WWW.BEACHSIDEPARTNERS.COM](http://WWW.BEACHSIDEPARTNERS.COM)







## ANSWERS TO YOUR (Housing) PROBLEMS

Termination of Tenancies, Security Deposit Issues, Unlawful Detainers and the Eviction Process

April 26, 2022 • Tuesday 12:00 noon

Presented by:

G. Michael Brelje, Esq., Rogers, Sheffield & Campbell, LLP



Due to continuing COVID restrictions we are offering our classes and seminars via Zoom. Zoom link information will be provided at registration ([www.sbrpa.org](http://www.sbrpa.org))

Join SBRPA for a discussion with an expert:

*G. Michael Brelje, Esq., Senior Attorney at Rogers, Sheffield & Campbell, LLP*

### TOPICS INCLUDE:

What are a landlord's rights and responsibilities at this time? How do I legally terminate a tenancy? What is an Unlawful Detainer and the eviction process like these days?

What type of eviction cases are landlords finally able to bring forth against their tenants? What is the best course of action for collecting past due COVID-19 rental debt?

What security deposit implications and issues are there?

How to deal with difficult tenants that won't communicate and won't pay rent, or that are committing other "at fault" breaches of their lease.

What if your tenant has been untruthful about COVID-19 impacts? What are YOUR options today? Should YOU proceed with an eviction at this time?

And, much, much more . . . including Q&A to follow the presentation.

**Members Free, Non-members \$75**

Go to [www.sbrpa.org](http://www.sbrpa.org) and click on the Events tab to register. If you need assistance contact the office at 805-687-7007 or [admin@sbrpa.org](mailto:admin@sbrpa.org)



Mr. Brelje is an experienced and respected civil litigation trial attorney, who specializes in the areas of real estate transactions and disputes, construction, landlord/tenant, and trust administration and estate related issues. He began his legal training as a law clerk while attending college and law school. After graduating with honors from the University of California at Santa Barbara in 2003 with bachelor's degrees in Communication and Sport Management, Mr. Brelje obtained his Juris Doctor from the Santa Barbara College of Law in 2008. Mr. Brelje is admitted to practice before all Courts in the State of California and is a member of the State Bar of California, the U.S. District Courts for the Central and Eastern Districts of California, and the Supreme Court of the United States.

Mr. Brelje is also an active member of Santa Barbara legal community. He previously served on the Board of Directors of the Santa Barbara County Bar Association for several years and is a current member, and was the former president of the Santa Barbara Barristers. As a contributor to the Santa Barbara Rental Property Association, he has lectured on, and authored numerous articles related to, Real Property law, Civil Litigation, and Landlord/Tenant relations and legal issues.

During his tenure, Mr. Brelje has worked on numerous complex civil and appellate cases in the areas of legal research, discovery, motions, trial and appellate preparation, and law and motion and trial appearances. He has also made oral arguments in the California Court of Appeal on behalf of his clients. Mr. Brelje focuses his practice in the areas of general and complex civil litigation, real estate law, landlord/tenant issues, construction law, trust administration and estate litigation, and condominium law.



## Looking to Buy or Sell Apartment Investments?

Here's what a few past clients have said:

“ Steve has represented me on several transactions and each one has been a **positive experience**. He is knowledgeable, experienced, and **genuinely cares about my investment goals**.” -KN

“ Steve was very **attentive** and **diligent** during the entire process and we had a successful outcome. **We couldn't recommend him more highly**.” -TS

*Call me to see how I can help with your multi-family investment portfolio.*



**Steven R. Battaglia**

805.688.5333

srb@BattagliaRE.com • www.BattagliaRE.com • CA DRE #01318215



**Darkblade**  
Printing & Graphics

**805-284-5992**



# Santa Barbara Happenings



Terry A. Bartlett – Reetz, Fox & Bartlett LLP

## **City Welcomes Randy Rowse as Mayor**

On January 11, Randy Rowse was sworn in as Santa Barbara's new Mayor, replacing Cathy Murillo. Rowse previously served on the City Council with Murillo for 7 years. Rowse is expected to bring a nonpartisan approach to the City and is focused on the revitalization of local businesses. He hopes to remove politics from City Hall.

## **Proposal to Reinstate Parent-Child Exclusion from Property Tax Increase on Transfers Moves Forward**

Language in an initiative known as Repeal the Death Tax Act has recently been approved by the California Attorney General. It is now up to the public to generate enough signatures to get the initiative on the November 2022 ballot.

Proposition 58 allowed transfers of certain properties to be excluded from reassessment when that property is transferred between parents and children. After Proposition 19 became effective on February 16, 2021, California residents who receive real property from their parents are now taxed based on the full fair market value of the property, unless it is the primary residence of the parent and it is used by the child as their primary residence after transfer. If used as the child's primary residence, up to the first \$1 million is eligible for exclusion from reassessment. For uses other than a primary residence (e.g. rental housing, vacation home, or commercial property), there is no exclusion.

If passed, the proposed initiative will allow parent to child exclusions from reassessment (property tax increases) for owner and non-owner-occupied properties. It will also eliminate the \$1,000,000 limit that Proposition 19 imposed on primary residences and raise the limit from \$1,000,000 to \$2,400,000 of assessed value on properties other than the primary residence.

The proposed initiative requires approximately 1.3 million signatures by the end of April in order to appear on the November 2022 ballot.

## **California Assembly District 37 (Santa Barbara County) Seat Open**

California is currently in the process of redistricting State Senate and Assembly Districts. The 37th District will no longer include western Ventura County. The newly formed district in Santa Barbara will be without an incumbent. At the time of this writing, there are three official candidates: Gabe Escobedo, Jonathan Abboud and past City Councilmember and current Santa Barbara County Supervisor Gregg Hart.

The primary election will be held on June 6, 2022 and the top two candidates will go against each other in the November 8, 2022 runoff election.

## **Mark Zuckerberg Joins the Exodus from California to Texas**

Not long after Elon Musk moved Tesla to Texas, Mark Zuckerberg's company Meta (formerly Facebook) announced it will be leasing 33 floors of office space in Austin, Texas. Meta's new building will be part of Austin's largest building at 66-stories high. Meta has indicated that it will be looking to fill hundreds more jobs. California's high taxes, corporate regulations, and housing cost continue to push businesses out. According to Austin's Chamber of Commerce, 25 major companies have relocated to Texas as of November 2020, including Samsung Electronics and Oracle.

## **City of Santa Barbara Faces \$344.5 Million Unfunded Pension Liabilities and Santa Barbara County also in Red Ink to the Tune of \$1.1 Billion**

In 1999, then-Governor Gray Davis signed Senate Bill 400 which gave public safety employees (including prison guards, park rangers, and highway patrol officers) substantial retirement benefits. Local governments then adopted the model, offering public safety employees the ability to retire at age 50 while still earning up to 90% of their highest salary in retirement. Pensions are paid out by government agencies and employees, and with returns on CalPERS (the State pension fund) investments. When the 2008 recession harmed investments, governments began to pile up pension liabilities. The City of Santa Barbara is now facing \$344.5 Million in unfunded pension liabilities.

*Continued on page 23*





# FREE RENTAL FOR RENT LISTING SITE

List your property with confidence on our rental listing site that boasts a dynamic tenant pool. Our site can be accessed only by the employees of local member companies.

For questions or help with your listing  
Contact: Kym Paszkeicz  
kym@coastalhousing.org  
805-450-5698



**"A TERRIFIC RESOURCE! IT TAKES ABOUT 2 MINUTES TO REGISTER AND ABOUT 5 MINUTES TO POST A RENTAL PROPERTY! YOUR PROPERTY WILL BE VIEWED BY THE EMPLOYEES OF COASTAL HOUSING'S 60 AREA MEMBER COMPANIES THAT EMPLOY 45,000 LOCAL WORKERS!"**

~ Bob Hart, Santa Barbara Association of Realtors

For 35 years, Coastal Housing Partnership has helped local employers attract, hire and retain valued employees by providing a suite of housing benefits. More than 60 local employers are members of Coastal Housing Partnership and employ over 45,000 local workers.



In 2022, the City of Santa Barbara will pay out \$32 million in pensions. With little control on how to make up the gap, the City is looking at different strategies to pay the liabilities.

The City's Finance Committee, and eventually the full City Council, will have to decide which route to take to stabilize the situation. The City of Santa Barbara Ordinance Committee is currently analyzing its pension plans. We are left to hope that our elected officials have the financial expertise to make the right decision, but the prospects for success are daunting.

According to the 2021 Grand Jury report, Santa Barbara County is also facing \$1.1 billion in unfunded pension liabilities. The Grand Jury has requested that the County and cities develop a plan by June of 2022 to address the solvency risks in these pension plans.

### Santa Barbara Based Sonos Defeats Google in Patent Dispute

On July 6, 2022 the U.S International Trade Commission ruled that Google infringed upon local business Sonos' patents for synchronizing audio across multiple speakers. A cease-and-desist order was placed against Google in addition to a ban that would block any imports of products that infringe upon the patents. Sonos currently has two more patent-infringement cases against Google at the federal level. Go Sonos.

### Insider Trading by Government Officials: House Speaker Nancy Pelosi Makes Millions on Stock Trades of Companies She Regulates

Speaker Pelosi has personally gained up to \$30 million from stock trading on the big tech companies she oversees in Congress while blocking congressional efforts to rein in big tech. Questions surrounding insider trading have arisen.

An investigation by Insider found that 182 high ranking congressional staffers violated the law between January 2020 to September 2021. U.S Representatives have access to confidential, non-public information giving them an unfair advantage in trading. A bipartisan group of lawmakers are set to introduce the Ban Conflicted Trading Act which would prohibit buying or selling individual stocks and serving on corporate boards while in office. To no surprise, Pelosi opposes the ban on Congressional trading stating, "we are a free market economy."

While some members of Congress are torn on this issue, 76% of all U.S voters are in support of the ban.

### UC Santa Barbara Student Develops Tool to Detect COVID-19 Variant – Is Omicron the End of COVID?

UC Santa Barbara doctoral student Zach Aralis has developed a test that can differentiate between the Omicron and Delta variants. The differences between these variants are responsible for Omicron's increased transmissibility, yet milder symptoms. Aralis has been able to collaborate with local healthcare providers as well as Santa Barbara County Public Health Department.

A study of patients infected with COVID in Pretoria, South Africa (the city where the first outbreak of Omicron occurred) revealed a short-lived wave with milder illness than earlier strains. If the pattern continues globally, researchers believe Omicron might mark the end of the COVID era.

### Santa Barbara, Ventura, and San Luis Obispo Counties See Increase In Retail Crime

Data gathered by the Business Times from County Sheriff's departments indicates increases in commercial burglaries for the Tri-County Region. Complete crime statistics will be released from the federal government within the next few months. In Santa Barbara County alone, there were 138 commercial burglaries in the first 11 months of 2021. Any business can be affected by commercial burglary. The worsening and constant issue of retail crime is ultimately decreasing citizens' quality of life.



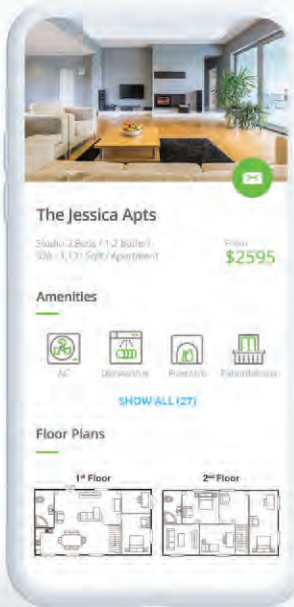
**Proudly Partnering With  
Local Businesses For Over 60 Years**





# A refreshingly simple way to manage your properties

-   
Residential
-   
Commercial
-   
Affordable
-   
Self Storage
-   
Condo/HOA
-   
Manufactured



Discover what you can do with **intuitive & powerful property management software**

**Breeze**  
Starting at  
**\$1** per unit per month\*

**Breeze PREMIER**  
Starting at  
**\$2** per unit per month\*

Easy setup	✓	✓
Property accounting	✓	✓
Vacancy & prospect tracking	✓	✓
ILS posting	✓	✓
Online applications	✓	✓
Online payments	✓	✓
Online maintenance	✓	✓
Email & text communications	✓	✓
Walk-in payments with PayNearMe	✓	✓
Vendor payments	✓	✓
Owner payments & reports	✓	✓
Live chat support	✓	✓
Renters insurance*	✓	✓
Resident screening*	✓	✓
Corporate websites*	✓	✓
Property websites*		✓
Online lease execution*		✓
Customer relationship management		✓
Job cost tracking		✓
Rent deferment		✓
Rent control		✓
Invoice approval & processing		✓
Corporate accounting		✓
Customizable financial statements		✓
Menu-level security		✓

\*Minimums apply \*\*Additional fees apply

“Yardi Breeze is easy to use. Tenant tracking, maintenance requests and online support ... I love everything about it!”

**Danielle Drozdek**  
RB Homes, Inc.

Get a free, personalized demo to see why thousands of companies choose Yardi Breeze





# Don's HEATING & Air Conditioning Inc. 805-683-2233

Lic# C20-483508

## Time to Winterize



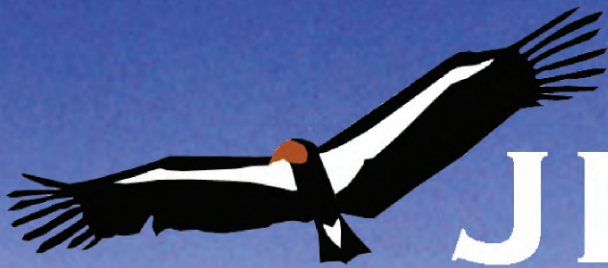
Photo by Aaron Burden on Unsplash

Even if we don't get snow in Santa Barbara, you should still 'winterize' your HVAC system. Give us a call and let us perform the maintenance on your system, which will help prolong its life. A properly working HVAC unit can prevent the need for future major repairs or system replacements.

***We install, service and repair both home and commercial systems!  
Call for an appointment today.***

3463 State Street, Suite 477, Santa Barbara, CA 93105  
email: [donsheatingsb@gmail.com](mailto:donsheatingsb@gmail.com)





# JPIA

JOHN E. PEAKES INSURANCE AGENCY INC.

- We offer blanket policies for multiple properties
- Office Locations in Ventura, Lancaster and Monterey
- Carriers offered: Mercury, Philadelphia, Travelers, CSE Insurance, Nationwide, Oregon Mutual and many more.
- Coverage provided for all Commercial Properties, Multi-Family Dwelling and Single Family
- Proud Member of the *Santa Barbara Rental Property Association*

**Family Owned And Operated Since 1969**

1445 Donlon St., Ste 6, Ventura, CA 93003

PH: 805-650-0199 | License # 0619917

[www.peakesinsurance.com](http://www.peakesinsurance.com)





When you consider the benefits of membership, you'll realize why so many vendors agree -- success depends on reaching the decision makers in the rental housing industry. You can't afford NOT to join.



### Your Annual Dues Entitle You to:

- Free listing in the SBRPA News magazine Business Partner Directory
- Free referrals to members
- Free listing on SBRPA's website directory of Business Partners
- Opportunity to submit educational articles for publication in the SBRPA magazine
- An introduction of your company reps & display materials at membership meetings
- The opportunity to display your brochures/business cards in the SBRPA office lobby, and to have your information included in all SBRPA New Member Kits.
- Early bird notification of special events (trade shows, meetings, etc.)
- Networking with property management companies at SBRPA meetings.

### Sign us Up Now!

Annual Membership \$395. Fill out the form below and mail to the office at: SBRPA, 123 W. Padre St., Ste D, Santa Barbara, CA 93105, or you can sign up online at <https://www.sbrpa.org/member-compass>

Company \_\_\_\_\_

Contact name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Office Phone \_\_\_\_\_ Cell \_\_\_\_\_ Email \_\_\_\_\_

#### FORM OF PAYMENT

Check (make payable to SBRPA) Credit Card:  Visa  MC  AmX  Discover

Cardholder Name \_\_\_\_\_ Billing Zip \_\_\_\_\_

Signature \_\_\_\_\_ Exp Date \_\_\_\_\_



SANDPIPER



## PROPERTY MANAGEMENT

# Helping You Increase Your Bottom Line!

Residential • Commercial • Multi-Family

**Sandpiper Property Management** is an Accredited Residential Management Company (ARM)  
with the Institute of Real Estate Management (IREM)



### MARKETING

- Craigslist, Newspaper, our website
- Over 10 online rental websites
- Tenant locator services
- 24/7 Phone attendant
- Market to Students, Adults, Seniors

### SETTING RENT AMOUNTS

- Full market survey for each vacancy
- Maximize monthly rent
- Minimizing vacancy period

### MANAGEMENT

- Collect rents
- Bilingual staff
- Handle slow or non paying tenants
- Pay monthly expenses
- Produce monthly statements for owners
- Distribute monthly proceeds to owners
- Our experienced staff protect your asset
- Regular site inspections

### 24 HOUR MAINTENANCE

- 24/7 on call maintenance team
- Lic. & Bonded
- In house maintenance lowers expenses
- Budgeting for large capital expenses

### SCREEN PROSPECTIVE TENANTS

- Credit and background check
- Employment verification
- Past landlord verification
- Prior eviction check and
- Face to face interview with all applicants

### LIABILITY

- We confirm you have adequate insurance
- Current lawyer endorsed leases
- Mold, and lead disclosures used
- Conduct any necessary evictions

### OUR RESULTS

- Annual portfolio occupancy rate consistently over 98%
- Consistently lowest maintenance expenses in the industry
- High client retention rate

**Call 805-705-4744 for a free consultation.**

**1811 State Street, Santa Barbara CA. 93101**

**805-705-4744**

**[www.SandpiperPropertyManagement.com](http://www.SandpiperPropertyManagement.com)**





## Sundance Press

Short Run Publication Printing

Sundance Press is the proud printer of  
The Rental Property News Magazine.

Call to see how we can help with printing your  
newsletter, ad mailers or other short run publication.

[sundancepress.com](http://sundancepress.com)

520.622.5233



## MERIDIAN GROUP

Real Estate Management, Inc.



### COMMITTED TO EXCELLENCE!

- Full Service Real Estate Management
- Commercial & Multi-Unit Residential
- Over 30 Years of Experience
- 24/7 Maintenance Service
- Online Application & Payment Options

### ADDING VALUE TO YOUR INVESTMENT

Since 1999

Locally Owned and Managed by  
**Robert Kooyman, CPM® & Robert Ramirez**

CA DRE License #01272282

5290 Overpass Road, Building "D"

Santa Barbara, CA 93111

P. (805) 692-2500 / F. (805) 692-5020

[www.meridiangrouprem.com](http://www.meridiangrouprem.com)

# If you Manage It...

## We're Unmatched in

- Reliability
- Satisfaction
- Customer Service



[www.mastercarehomecleaning.com](http://www.mastercarehomecleaning.com)

## Your Client's Wellness in Mind...

- CDC guidelines will be adhered to by all team members
- Footwear booties, gloves and masks will be used at all times while in the property
- Methodical vertical approach to cleaning, sanitizing and disinfecting each room
- "Touch Point" focus using a detergent /medical grade disinfectant on all high traffic surfaces

# (805) 683-1915



# 2021 SBRPA MEMBERSHIP APPLICATION



1. **FILL IN MEMBERSHIP APPLICATION, save form as PDF file.**
2. Mail with check to SBRPA, 123 West Padre St., Suite D, Santa Barbara, CA. 93105, or if paying by credit card or you wish to be invoiced, please email application to admin@sbrpa.org.

If you have difficulty completing the form, call the office for assistance at 805-687-7007 or admin@sbrpa.org.

**We look forward to having you join the SBRPA community!**

**I hereby make application for Membership:**

Name(s)

Mailing Address

City  State  Zip

E-mail Address

Telephone Work  Home

Cell  FAX

How did you hear about us?

**RENTAL UNITS OWNED OR MANAGED (continue on separate page if necessary)**

Street Address(es)	No. of Units
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
Total Units	0

**ASSOCIATION FEES: How to calculate membership fees**

Registration Fee (First year only) ..... \$ 25.00

Basic Annual Membership Dues ..... \$150.00

Unit Fees (calculate as follows)

Up to 200 units, add \$5.00 per unit      No. of Units up to 200  x \$5.00 = \$

Over 200 units, add \$1.00 per unit      No. of Units over 200  x \$1.00 = \$

**PAC CONTRIBUTIONS: (\$40 recommended)**

Your contribution goes to support or oppose ballot issues and candidates through SBRPA's participation in local, state and national level PACs. \$

Total Paid

**METHOD OF PAYMENT:**

Check enclosed (payable to SBRPA)      Credit card:  Visa       MasterCard       AmX

Credit card #       Exp (MM/YY)

Name on Card       Billing Zip       SecCode

*Contributions or gifts to SBRPA are not deductible as charitable contributions for federal income tax purposes. However DUES PAYMENTS ARE DEDUCTIBLE by members as an ordinary and necessary business expense. In accordance with the "Revenue Reconciliation Act of 1993," the portion of our SBRPA dues that are allocable to non-deductible lobby expenditures for the year 2021 is 1%.*



Serving the Central Coast since 1929





# SBRPA MEMBERSHIP BENEFITS

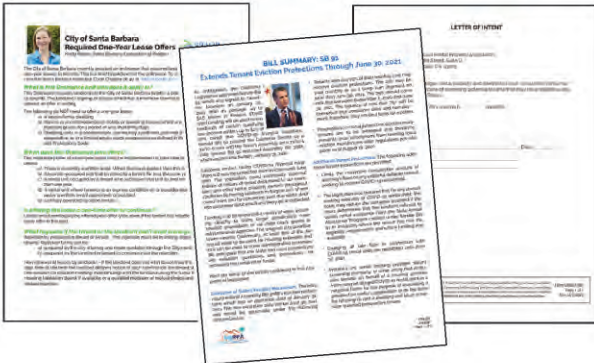
Stay Informed & Current with Rental Housing News

## Comprehensive and Up-to-Date Legal Forms

Over 60 forms categorized into 8 categories:

1. Move-In Documents;
2. Rental Agreement Addendums;
3. Move-Out Documents;
4. Notices;
5. Miscellaneous Documents;
6. Local Forms and Documents;
7. TRA (Tenant Relief Act) Forms;
8. Credit Report Forms and Documents.

Forms are in 'fillable' PDF format and available in the office or online ([www.sbrpa.org/legal-forms](http://www.sbrpa.org/legal-forms))



## Educational Programs, Seminars, Workshops and More!

Meetings & events on topics of interest to our members will be held via Zoom until the pandemic restrictions are lifted.



## Credit Reports and Screening

Apply for authorization to do Credit Reports, order on-site inspections, use the online screening tool, obtain documents & forms and learn how to interpret Credit Report documents.

## State & National Affiliations



Join SBRPA and gain membership in CalRHA (California Rental Housing Association) and NAA (National Apartment Association) along with use of their resources, benefits and publications. – CalRHA's monthly magazine, and NAA's "Units".



## SBRPA Rental Property News Magazine and Website

Our *News* magazine, published monthly, includes recurring articles like the *President's Message* (outlining important issues); the *Attorney's Corner* (timely topics in property management from a legal perspective); *SB Happenings* (local events related to, or of interest to our members); *CalRHA Legislative Update* (updates from our advocates in Sacramento); *NAA Programs & Events* (news, classes & events from CalRHA & NAA



## Legislative Advocacy in Sacramento and Washington D.C.



Experienced and effective legislative advocacy in Sacramento and Washington D.C. working on your behalf!



We have updated our website ([www.sbrpa.org](http://www.sbrpa.org)) where you can find digital copies of our magazine, legal forms and resources as well event details.

## Join today!

Online under Members —> Join SBRPA or call the office 805-687-7007 and ask for an application.



# Business Partner Directory

Welcome to **SBRPA's Business Partner Directory**, our Vendors & Supplier listing. This is a special member group created for our Vendors and Suppliers. You get a free listing in the Business Partner Directory on our website, and your page will include a description of your business, your logo and contact information, as well as a link to your own website, LinkedIn/Facebook URLs and Twitter/Instagram handles. To join, please fill out an online application (<https://www.sbrpa.org/membership-information>) or call the office to have one emailed to you. For more information about our Business Partners, contact:Lori Zahn Chair, SBRPA Business Partnerships Cell 805.451.2712



## Beachside Partners, Inc.

128 E. Carrillo St., Suite B, Santa Barbara, CA 93101 • 805.453.5097

Our approach to real estate is simple; handle all transactions with a dedication and commitment that exceeds all expectations. Beachside partners is on the forefront of what is happening throughout the market and will navigate your real estate investment to a brighter future. We have a track record of offering a full range of real estate solutions and providing successful outcomes for our clients, which has in turn built long lasting relationships. For more info: <https://beachsidepartners.com/>



## Citizens Business Bank

1101 Anacapa St., Santa Barbara, CA 93101 • 805.324.5920

Citizens Business Bank is consistently recognized as one of the top-performing banks in the nation and offers a wide array of banking, lending, and investing services through over 50 banking centers and 3 trust office locations serving Santa Barbara County, the Inland Empire, Los Angeles County, Orange County, San Diego County, Ventura County, and the Central Valley area of California. For more info <https://www.cbbank.com/>



## Central Coast Community Energy (3CE)

71 Zaca Lane, San Luis Obispo, CA 93401 • 805.803.1017

Central Coast Community Energy (3CE) is a locally-controlled public agency supplying clean and renewable electricity for residents and businesses in Monterey, San Benito, parts of San Luis Obispo, Santa Barbara and Santa Cruz Counties. 3CE is based on a local energy model called community choice energy that partners with the local utility (in our case PG&E or SCE) which continues to provide consolidated billing, electricity transmission and distribution, customer service and grid maintenance services. For more info <https://3cenergy.org/>



## Coastal Housing Partnership Rental Listing Site

P.O. BOX 50807, Santa Barbara, CA 93150 • 805.450.5698

Coastal Housing Partnership hosts a Rental Listing Site for Landlords/Property Managers. This site is FREE for local landlords to post their residential rental listings in Santa Barbara County and Ventura Counties. Feature your property to over 45,000 local employees and 60+ companies. List your property with confidence on the rental listing site that boasts a dynamic tenant pool. The site can be accessed only by the employees of our member companies. Go to <https://rentals.coastalhousing.org/> for more info and to register for the site.





**Michele Herrera**  
Loan Advisor, NMLS #321843  
805.680.0066



### **Michele Herrera, RPM Mortgage**

319 East Carrillo St., Santa Barbara, CA 93101 • 805.680.0066

Michele Herrera has been helping the Santa Barbara community with their mortgage lending needs throughout California for over 28 years. Because Michele began her long career as a loan processor, she is intimately familiar with all the details of the home financing process. With decades of practical experience under her belt, and knowledge of the best lending options available, Michele's clients have the advantage they need to successfully close their loan. RPM gets you Home On Time® whether you're buying or refinancing. For more info <https://www.rpm-mtg.com/lo/mherrera/>



### **Sol Wave Water**

636 Santa Barbara St, Santa Barbara, CA 93101 • 805.845.5443

Welcome to Sol Wave Water. With over 28 years, personally, of experience in all facets of the "water world" we know our industry and the local water. Our mission is to provide you with the best solutions to your water issue, dingy laundry, frizzy hair, spotty glasses and dishes, longevity for your water using appliances and ease of mind. We offer a full line of equipment for sale as well as rentals, 5-gallon bottle delivery, water vending machines, and demo units. If you have a system already, we offer service and maintenance plans including the delivery of salt and potassium if you need. Locally owned and operated, Sol Wave Water, delivers to your home or office. Now offering bottled water in Santa Barbara, Montecito, Santa Ynez Valley and Ventura County! For more info <https://www.solwavewater.com/>



### **WDC Kitchen & Bath Center**

3920 State St., Santa Barbara, CA 93105 • 805.222.1380 x 2234

WDC Kitchen & Bath is a family owned company right in your backyard. Originally founded as Warehouse Discount Center in 1982, WDC has grown to become not only the largest independently owned specialty retailer of its type on the West Coast, but one of the largest in the nation! Currently operating five interactive showrooms in Southern California, and an extensive e-commerce website with an impressive ready-to-ship inventory, WDC is poised and ready to make your dream remodel come true. For nearly four decades, WDC has earned its place as a staple for home improvement professionals and customers alike by focusing on expert service, unbeatable value, and a commitment to supporting the So Cal community we call home. Come and be part of the WDC Family today! For more info <https://www.wdcappliances.com/stores/5/santa-barbara-appliances-plumbing-housewares>



### **Whitestone Industries**

7 West Figueroa St., 3rd Floor, Santa Barbara, CA 93101 • 888.567.2234

As a leading premier commercial contractor in California, Whitestone Industries specializes in commercial painting and cleaning services. Taking recent events into consideration, Whitestone strives to provide all clients with the utmost care, respect and quality. Our goal is to make sure that all of our employees are background checked and properly trained/certified in all aspects of safety, quality control and client relationships. With technology becoming more innovative, we continue to increase our standards daily in order to more efficiently and safely provide services to our community. For more info <https://www.wsindustries.com/>



# Directory of Products & Services

## Index of Advertisers

Battaglia Commercial Real Estate.....	20
Beachside Partners .....	18
Beau Brunner Painting.....	6
Betty Jeppesen, Esq.....	5
Berkshire Hathaway – Ken Switzer .....	12
Bill Terry Insurance.....	2
Central Coast Paving.....	4
DMH Properties .....	6
Don’s Heating & Air Conditioning .....	25
Hayes Commercial Real Estate .....	16
Hermosa Painting .....	6
Jody’s Windows & Floors.....	8
John E. Peakes Insurance Agency .....	26
Laurel Company .....	8
Mastercare .....	29
Mendez Building Services .....	6
Meridian Group .....	29
Radius Group .....	14
Sandpiper Property Management .....	28
San Roque Realty .....	17
Sol Wave Water.....	17
Spectrum Realty.....	8
Sundance Press.....	29
The Towbes Group .....	23
Yardi.....	24
Wash Laundry Systems .....	36

### ATTORNEYS AT LAW

**Betty L. Jeppesen,  
Attorney At Law**  
jeppesenlaw@gmail.com  
(805) 450-1789

### CARPETS/FLOORING

**Jody’s Windows & Floors**  
(805) 637-6343

### CLEANING/MAINTENANCE SERVICES

**MasterCare Home  
Cleaning Services**  
www.MastercareHomeCleaning.com  
(805) 683-1915

**Mendez Building Services**  
www.mendezservices.com  
(805) 963-3117

### COIN-OPERATED LAUNDRY

**Wash Laundry Systems**  
www.washlaundry.com  
(800) 421-6897

### HEATING/AIR

**Don’s Heating & Air  
Conditioning**  
donsheatingsb@gmail.com  
(805) 683-2233

### INSURANCE

**Bill Terry Insurance**  
www.billterryinsuranceagency.com  
richard@billterryinsuranceagency.com  
(805) 563-0400

**John E. Peakes  
Insurance Agency Inc.**  
www.peakesinsurance.com  
cpeakes@peakesins.com  
(805) 658-2423

### MAILBOXES

**Salsbury Industries**  
www.mailboxes.com  
(800) 624-5269

### PAINTING

**Beau Brunner Painting**  
www.beaubrunnerpainting.com  
(805) 218-5251

**Hermosa Painting**  
Bob.ulmer@verizon.net  
(805) 952-3418

### PAVING

**Central Coast Paving**  
justin@ccpave.com  
(805) 636-1200

### PRINTING

**Sundance Press**  
(520) 622-5233



## PROPERTY MANAGEMENT

### **DMH Properties**

danielleholzer@dmhproperties.net  
(805) 962-3707

### **Bristol Property Management/ The Laurel Company**

www.thelaurelco.com  
carolle@bristolsb.com  
(805) 963-5945

### **Meridian Group**

www.meridiangrouprem.com  
(805) 692-2500

### **Sandpiper Property Management**

www.sandpiperpropertymanagement.com

### **The Towbes Group**

www.towbes.com  
(805) 962-2121

## REAL ESTATE

### **Battaglia Commercial Real Estate**

www.battagliare.com  
steve@battagliare.com  
(805) 688-5333

### **Beachside Partners**

Lori Zahn  
lori@BeachsidePartners.com  
Beachsidepartners.com  
(805) 626-3150

### **Berkshire Hathaway Ken Switzer**

www.realestatesb.com  
kswitzer@bhhsca.com  
(805) 680-4622

### **Coastal Housing Partnership**

rentals.coastalhousing.org  
corby@coastalhousing.org

### **Hayes Commercial**

www.hayescommercial.com  
christos@hayescommercial.com  
(805) 563-2111

### **Radius Group – The Golis Team**

www.radiusgroup.com  
Steve Golis  
sgolis@radiusgroup.com  
(805) 879-9606

### **San Roque Realty**

www.radiusgroup.com  
Ed@SanRoqueRealty.com  
(805) 687-1551

### **Spectrum Realty**

www.spectrumrealty.com  
Ed@SanRoqueRealty.com  
(805) 681-6268

## SOFTWARE

### **YARDI**

www.yardi.com  
(805) 699-2040

## WATER TECHNOLOGY

### **Sol Wave Water Steve Nipper**

steve@SolWaveWater.com  
www.solwavewater.com  
(805) 845-5443



## Future-proof your laundry.

**WASH**

Keep your residents happy with WASH's digital laundry room solutions.

- ✓ Mobile pay, credit card and laundry card options
- ✓ Unparalleled security
- ✓ Fewer service calls, vandalism and theft
- ✓ Refunds, service requests, payments and more through the WASH-Connect mobile app

Ditch the quarters and choose mobile pay!

Visit [wash.com/mobile](http://wash.com/mobile)  
or call **800.777.1484** to  
future-proof your laundry room today!

