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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.

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President's Message



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

Before I begin my June President's message, I want to honor the memory of one of our Board Members and former President of SBRPA who passed away. Charles V. Eckert III (known as Chuck) worked diligently for you and SBRPA for 5 decades. Chuck monitored the happenings in Isla Vista as well as Goleta and Santa Barbara. He was an attorney as well as a property investor. He would attend meetings; give talks; help and guide in so many ways. He fought rent control at least 3 times during the time that I served on the Board of Directors with him. He won the Charles Stevens Award which as you may know is the highest honor that our organization can bestow. This month, the Board of Directors of SBRPA voted unanimously to create a second award named after Chuck. The Charles V. Eckert III award will be presented, as earned, to a recipient who displays the same "exceptional service" that Chuck gave to this organization. He will be missed. Please see the article dedicated to Chuck in this issue of the magazine.

California Housing Legislation Highlights

This has been a very busy year for legislation. Please see the attached chart, which shows all of the California Housing Bills. We have color-coded the Bill numbers to indicate which are good for landlords (G for green), bad for landlords (Y for yellow) and very bad for landlords (R for red). There are 103 Bills. 34 or 33% are good for landlords. 46 or 45% are bad for landlords. And, 23 or 22% are really bad for landlords. That means that 67% of all housing Bills that are passing through the Legislature are bad or really bad for landlords!

Our industry has been under attack for at least two years now. Landlords have been forced to bear the burden of the COVID-19 pandemic. Rental relief programs (ERAP) did not appear until well over a year after the pandemic began and during that time, the landlords had to provide housing for free while still paying their mortgages, utilities, gardeners, maintenance and more.

Some landlords were forced to provide housing for over a year while receiving no rent.

Finally, on March 31, 2022, the rental assistance program ended its application process. Tenants who have applied by that date can still not be evicted for non-payment of rent through March. This protection is currently set to expire on June 30, 2022.

The State has just completed its "May revise" of the budget. In that May revise, 2.7 billion dollars

of state funds have been set aside for rental assistance and 1.2 billion dollars of state funds have been set aside to cover past utilities. This still ends with March 31, 2022 bills.

The agencies handling state and federal funding for rental assistance are backlogged. They have thousands of applications on file and are handling them in the order that they were submitted assuming all paperwork was supplied.

Meanwhile, unlawful detainer actions CAN be filed for rent due beginning April 1, 2022.

3-day pay or quit notices CAN be served for rent due beginning April 1, 2022.

Again, since the laws are changing so rapidly, we ask that you monitor the SBRPA legal forms and ensure that you are using the up to date forms.

Thank you for your membership.

Betty L. Jeppesen

President

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California Housing Legislation Highlights

as of March 27, 2022

ACCESSORY DWELLING UNITS

- SB 897** 2-story ADUs & garage conversions.
- AB 916** 2-story ADUs & adding bedrooms.
- AB 2221** Cleanup edits of previous ADU laws.
- AB 2430** Tiny houses.

PARKING

- SB 1067** No parking if at least 25% low/mod income housing near transit.
- AB 2097** No parking needed for housing or businesses near transit.
- AB 2244** Parking reduction for sites with housing & religious buildings.

WILDFIRES

- SB 1292** Limiting development in fire hazard zones & replacing the zoned capacity elsewhere.
- AB 2705** Fire hardening & retrofitting standards.

GENERAL PLAN HOUSING ELEMENTS

- AB 1445** Requires fire, sea level rise, evacuation risk to be considered in determining housing goals.
- AB 1976** Allows state to fine and rezone cities that don't zone enough land for apartments.
- AB 2339** Unmet housing goals are carried over and added to goals of next planning cycle.
- AB 2653** Allows CA to reject cities' housing element annual reports that don't meet guidelines.

PROJECT APPROVALS

- AB 1952** Faster approval for state-funded infill project
- AB 2218** Must live within 20 miles to file CEQA lawsuit against infill housing.
- AB 2234** Faster approval of building permits.

REDUCING COSTS

- AB 1056** Modular housing program.
- AB 2513** Reduce construction defect insurance costs.
- AB 2063** Remove fees on density bonus units.

HOMEOWNERSHIP

- AB 1837** Helps occupants & nonprofits buy foreclosed homes, limits investor buying.
- AB 2013** State plan to increase homeownership among people of color.
- AB 2123** Housing grants for healthcare workers.
- AB 2166** Sets aside 30% of federal CDBG money for helping low & moderate income homebuyers.
- AB 2170** Gives current & future occupants & nonprofits priority in buying foreclosed 1-4 unit buildings.

HOMELESSNESS

- SB 513** Funding for pet facilities, food, & health.
- SB 914** Goal to end homelessness among domestic violence survivors, their children, & unaccompanied women.
- SB 1083** Grants to prevent homelessness for families & pregnant people.
- AB 1685** Waiver of parking fines for people who are homeless.
- AB 2011** Funding for RV parks and subsidies for RV dwellers.
- AB 2325** Interagency coordination to end homelessness.
- AB 2483** Prioritizing funding for housing that contains at least 25 units for elderly people who are homeless.
- AB 2547** Grants to prevent homelessness for older adults & people with a disability.
- AB 2623** Allows exception to Housing First policy to allow sober housing in facilities that have children.

TENANT APPLICATIONS

- SB 649** Preference for local residents in affordable housing.
- SB 1026** Energy efficiency disclosure for rental housing.
- SB 1335** No credit checks required for tenants receiving subsidies

ZONING

- SB 6** Housing in office/retail zones.
- AB 682** Cohousing with shared kitchens.
- SB 1369** Conversion of commercial/industrial/public bldgs to h
- AB 1551** Density bonus for commercial projects that incl. afforda
- AB 2619** Makes it easier to open a residential care facility serving more than 6 people.



- AB 1816** Re-entry housing for people released from jail or prison.
- AB 1961** Centralized website for applying for affordable housing.
- AB 2203** No credit checks required for tenants receiving subsidies.
- AB 2297** Regulations on monthly fee instead of a security deposit.
- AB 2383** Bans asking about criminal record on initial application.
- AB 2527** No credit checks required for any tenant.
- AB 2559** Reusable credit / tenant screening reports.

more details at tinyurl.com/2022housingbills

CC-BY Alfred Twu, mail@firstcultural.com @alfred_twu

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SBRPA Calendar



Online Learning and Webinar Recordings

2022 JUNE						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
				APARTMENTALIZE San Diego		
26	27	28	29	30		

NAA's Apartmentalize
 June 22-24, San Diego, CA
 Get ready for NAA's annual Apartmentalize where where the industry's thought leaders, trendsetters, and innovators come together to share ideas and solutions.conference. See page 23 for more details.

NAA Affiliate Conference
 August 1-5, Louisville, KY
 This conference consists of the NAAEI Exchange (formerly NAAEI Affiliate Education Conference), the Government Affairs Roundtable (GART), and AEX Live. For details: <https://www.naaHQ.org/2022-naa-affiliate-conference>

**SBRPA's office is open by appointment
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We ask that you make an appointment so that our small staff of 1 1/2 have time set aside to focus exclusively on you, and how we can assist you.

Contact admin@sbrpa.org or 805-687-7007 to make an appointment.

If the matter is urgent, we can usually accommodate you the same day or the following day. We just want to be available to make sure we have time set-aside to serve you with total attention.

SBRPA's Annual Charity Golf Tournament
 October 28, 2022

See page 28 for Sponsorship details and to register your Golf Teams.

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Meet the SBRPA Officers & BOD



Andy Sillers, Director

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Andy Sillers is a Santa Barbara native born at Cottage hospital. He found his love for real estate at an early age. During the summers in the early 1980s he helped his uncle maintain rental property in Colusa, near Sacramento. Andy obtained his real estate license in 1990 and began working for Claude Raffin and Jon Gathercole at Realty World – Spectrum in 1992. Claude and Jon were instrumental in teaching Andy the business of property sales and management. When Claude and Jon retired in 2007, Andy purchased the business.

Spectrum Realty has been in existence in Santa Barbara since 1984 and maybe one of oldest brokerages in town. It was featured on the old Santa Barbopoly game. Spectrum Realty is a full-service boutique brokerage serving Goleta, Santa Barbara and Carpinteria. Specializing in management of single-family homes and apartments.



Andy Sillers closed over four million dollars in property sales in the past 12 months. Andy received acknowledgement of 25 year of membership from the Santa Barbara Association of Realtors in 2017.

Andy has been happily married to his wife Nicole since 1998. Nicole and Andy celebrated Nicole's birthday this month by visiting Nashville for the first time.



Andy and family at the Grand Ole Opry in Nashville



Together they have two sons, William (age 20) and Matthew (age 17). William is a graduate of Dos Pueblos and pursuing trade school studies and

Matthew is a Junior at Dos Pueblos where he plays of the Junior Soccer team and a seasoned '05 soccer player for Santa Barbara Soccer Club.

The Sillers family enjoys travelling and have been able to explore Alaska via cruise and train in 2019 during which they saw four of the big five game animals (grizzly, moose, caribou and Dall sheep). In 2021 they traveled to Tulum and experienced the beauty of the cenotes (underground water holes) and Mayan ruins.

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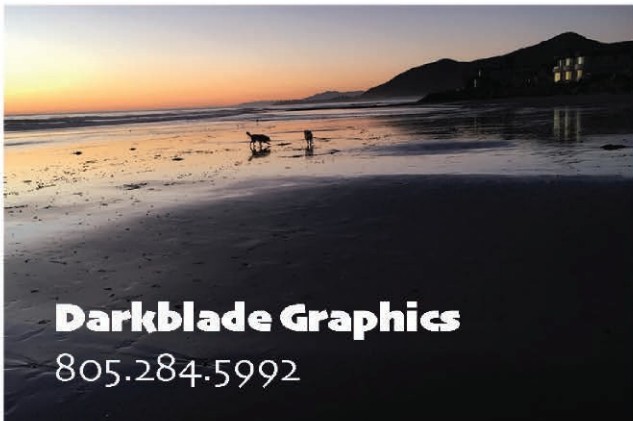




The Sillers travelled to see the cenotes & Mayan ruins

One of Andy's lifelong passions is his love of two wheels (bicycles and motorcycles). Andy enjoys exploring Santa Barbara's front and back country on eMountain bike.

At the beginning of the pandemic he embarked on a 2000-mile four state adventure motorcycle ride with his brother Garry and 3 good friends. They camped under the stars while exploring Arizona and Utah. They explored St. George, Flagstaff, Zion, and Bryce canyon mostly by dirt roads. They even witnessed the elusive Gila monster.



Andy and friends on their 4-state motorcycle ride

Andy Sillers was a past director and education chairperson for SBRPA. He resigned for a period to spend more time with his teenage sons. He is looking forward to assisting the association with many tasks that now face this great organization.

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In Memory of Chuck Eckert (1935-2022)

Native Santa Barbaran and lifelong resident, Charles Vincent Eckert III was born on September 9, 1935 at Cottage Hospital to Adelaide (Walters) and Charles V. Eckert Jr.

“Chuck” had an idyllic Santa Barbara childhood. He always excelled in school, was a Boy Scout, and loved baseball ... it was not uncommon for Chuck and his younger brother Butch to seek out and play in pick up ballgames with other kids in the neighborhood, just like the movie, “Sandlot”, which was one of his favorites. Chuck attended Goleta Union School, and for a short time, Paradise School in Santa Ynez. He went on to La Cumbre Jr. High School, and Santa Barbara High School. In high school, Chuck was a fierce rival on the debate team, he was involved in student government, and active in the YMCA, where he met his first wife, Linda (Downing) whom he married in 1955.

Chuck attended UCSB at the original campus on The Riviera where he earned his BA in Political Science, graduating with highest honors. He went on to study law at UC Berkeley. In 1961 Chuck returned to Goleta and opened his law practice, as the first fulltime attorney in Goleta. He was also “first” to try both criminal and civil jury cases in the Goleta Justice Court. The law practice grew, and over the years Chuck took on several law partners. (Brian O’Gorman, Jim Smith, Richard Tyler, David Grokenberger and Casey Hoppell). He was very well respected among his colleagues, and was often called on to consult with some of them right up to the end. In 1989, he served as President of the American Board of Trial Advocates (Santa Barbara, Ventura and San Luis Obispo), Consumer Attorneys of California, the American Bar Association, the California Bar Association, and the Santa Barbara County Bar Association, he also served as an arbitrator, and served as Superior Court Judge Pro Tem.

In addition to the law, Chuck was involved in and served many local organizations, including the Elks Lodge, and the Goleta Breakfast Optimist Club.

Beginning with his first purchase of a small property in what is known as Old Town Goleta, Chuck was a very successful real estate investor. In the late 1980’s, he and his son, Charles V. Eckert IV (Chip) teamed up and created Eckert Investments, an investment and property management company, in which Chuck was active in daily operations right up until the final days of his life. He participated as Chairman, and on the Executive Committee of the Isla Vista Property Owners’ Association, and as Director of the Santa Barbara Rental Property Association. In 1981-1983, Chuck was President of the Santa Barbara Housing Council. He took special pride in Goleta, where he lived and worked for most of his life. He was Chairman for both the Committee for Greater Goleta, and Goletans for Better Government. Chuck’s political influence helped shape Goleta and Santa Barbara in ways that most would never know.

Chuck was also an avid bowler. He bowled with his dad, Chili, his brother, Butch and Butch’s son, Gary, and his son Chip for years. In the mid-1980’s, for one season, the five got to bowl together. He took pride in being one of 5 Eckert’s on the same bowling team. (Chili, Chuck, Butch, Chip, Gary.)

Chuck loved watching his children, grandchildren and even great-grandchildren playing ball of some sort (baseball, football, soccer, etc.). But he especially loved baseball! In 1982, the Goleta Valley South Little League team won the Little League World Series. Chuck took time out of his busy schedule to travel around the country with his cousins, Carolyn Stewart and Bill Oakley, watching their two sons, Bruce and Billy win a Little League World Series. Chuck got such satisfaction...such a thrill watching the youngsters in the family succeed.

In 1971 Chuck married his wife, Janet Brainerd. He and Janet celebrated their 50th wedding anniversary in October, 2021. Chuck and Janet were fortunate to visit many parts of the world. They enjoyed many family vacations together along with their children and grandchildren, especially their annual trip to Bass Lake, which they were able to enjoy for a number of years, where such wonderful family memories were created. Family was important to Chuck. He took the time to cultivate very unique relationships with each one of his children, grandchildren, and even great grandchildren. He counseled, encouraged and supported each one as they grew up, and beyond into adulthood. As one grandchild so aptly stated, “He’s given me advice from life experiences that no one else could. He’s told me when I need to try harder, and celebrated me when I’ve done my best.”

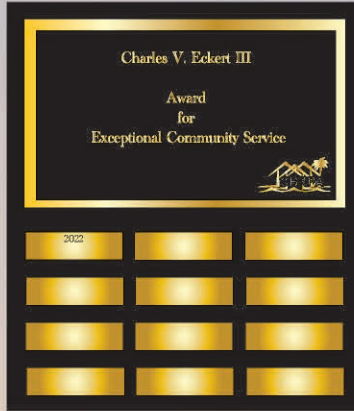
On March 24, 2022, after a long illness, which he fought bravely until the end, Chuck passed away at Serenity House, after saying goodbye to the many family members who loved him and who he loved so much, and after saying a final goodbye to his wife Janet, with Chuck’s daughter Heidi, and son Chip by his side, holding his hands.

Charles Vincent Eckert III is survived by: his wife, Janet; sons, Charles V. Eckert IV (Sue), Chuck Brainerd (Kate), Mike Brainerd (Tammy); Daughter, Heidi Peet (Bob); ten grandchildren: Amy, Jessica, Ben, Antonia, Charles V. “Vinny” Eckert V, Joey, Jared, Jakob, Kaitie, Glenn; thirteen great grandchildren: Brooklynn, Elijah, Uriah, Lola, Sophia, Daniel, Dominic, James, Alexander, Noah, Tullah, Mikayla, Charles “Charlie” V. Eckert VI; Brother: Butch Eckert (Mary Lou), and sisters: Scarlett Eckert, and Melody Bowles (Jim).

We are blessed by the extraordinary legacy of unconditional love, honesty, integrity and hard work, which he left us. A Celebration of Chuck’s life was held on May 18, 2022. Donations may be made in his honor to the Goleta Valley Boys’ and Girls’ Club, Los Padres Boy Scouts, and the Goleta Valley Historical Society.



SBRPA has created an award to honor Chuck, a man who provided exceptional service to his community. Beginning in October of this year, SBRPA will be accepting nominees for the award of members who exemplify SBRPA's mission to give back to our community. This year's winner will be honored at the annual SBRPA meeting in January.



Presentation of SBRPA's new Charles V. Eckert III Award for Exceptional Community Service. (front row L to R) SBRPA Director Nick Gonzalez, Executive Director Laura Bode, President Betty Jeppesen, Chip Eckert, Antonia Eckert Shaw, and (back row) Vice-President Harold Goodman - photo by Salina Walker

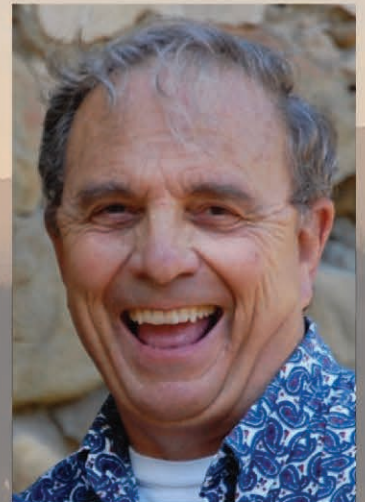


(left to right) Golf Chairperson & SBRPA Director Danielle Holzer, Chuck, and SBRPA Director Lori Zahn.

This photo (left) was taken at the 2019 SBRPA Charity Golf Tournament with the infamous Hatchet throwing cage behind us.

Chuck was an amazing, brilliant man.

Lori Zahn
Sol Wave Water



Chuck was an extraordinary attorney and person. I fought rent control with Chuck three times beginning with the early 1980's. I remember all those meetings in the upstairs meeting room at the SBAOR. Michael Towbes also took part in those as well as several SBRPA Board members. Chuck encouraged me to attend all those Isla Vista Park and Recreation meetings (think bed tax) in the drafty building in Isla Vista or in the Isla Vista Theater if there were a lot of attendees. In fact, Chuck caused me to spend hundreds if not thousands of hours fighting for landlords right alongside him. He would not ask anyone to do anything that he himself was not also committed to. Chuck was unfailingly honest, decent and helpful. He could be counted on to make the best speeches at the drop of a hat.

It was an honor and a pleasure to serve on the SBRPA Board of Directors with Chuck for 40 years this year.

He will be missed.

Sincerely,

Betty
Law Offices of Betty L. Jeppesen

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CaRHA Legislative Updates



Kate Bell, KateBellStrategies.com

May 2022

Political Update

Since the last update, we have two new Legislators that have been sworn into office.

Assemblymember Matt Haney has filled Assemblymember David Chiu's San Francisco seat and Assemblymember Lori Wilson has filled Assemblymember Jim Frazier's seat.



CA Assemblymember
Matt Haney

The runoff of the two special elections to fill the vacancies left by Autumn Burke and Lorena Gonzalez, will take place in conjunction with the primary election on June 7th.



CA Assemblymember
Lori Wilson

The top two to replace Autumn Burke are her former staffers, Tina McKinnor and Robert Pullen-Miles. The runoff to fill Lorena Gonzalez' seat is between David Alvarez and Georgette Gomez. This promises to be a very busy election year.

Legislative Update

We are almost halfway through the legislative year, having just passed the policy committee deadline for bills to be heard in their house of origin. There are several bills of note that CaRHA was opposing that failed to get a hearing. These are wins so far for the year and include:

- AB 1710 (Lee) - LED - Opposed
- AB 1771 (Ward) - Transfer Tax - Opposed
- AB 1791 (Nazarian) - \$500/unit - Costa Hawkins - Opposed
- AB 2289 (Lee) - Wealth Tax - Opposed
- AB 2290 (Carrillo) - Unlawful Detainers - Opposed
- AB 2297 (Wicks) - Tenancy in Lieu of Security
- Deposit - Opposed
- AB 2434 (Santiago) - Homelessness Action
- Authority - County of LA - Opposed
- AB 2469 (Wicks) - Rent Registry - Opposed

For the remainder of May fiscal bills will need to pass the Appropriations Committee by May 20th and all bills will need to pass the Floor by May 27th. Here is a timeline of the remaining legislative deadlines:

May 13 Last day for policy committees to meet prior to May 31

May 20 Last day for fiscal committees to hear and report to the floor bills introduced in their house

May 23-27 Floor session only.

May 27 Last day for each house to pass bills introduced in that house

May 31 Committee meetings may resume

June 15 Budget Bill must be passed by midnight

June 30 Last day for a legislative measure to qualify for the Nov. 8 General Election ballot

July 1 Last day for policy committees to meet and report bills. Summer Recess begins upon adjournment, provided Budget Bill has been passed

Aug. 1 Legislature reconvenes from Summer Recess

Aug. 12 Last day for fiscal committees to meet and report bills

Aug. 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

Aug. 25 Last day to amend bills on the floor

Aug. 31 Last day for each house to pass bills

Sept. 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.

Rent Assistance Update

The rent assistance application portal is now closed and approximately \$3.1 billion has been paid out in rent assistance in the state. For more information on the rental assistance program, please visit:

www.HousingisKey.



BEACHSIDE PARTNERS MULTI-FAMILY ADVISORS



125-141 WEST HILL ST | \$4,900,000

NEW LISTING!



PROPERTY FACTS

125-141 WEST HILL ST
Oxnard, CA 931033
Type: Multifamily
Units: 20 Units
Unit Mix: (16)2+1, (4)1+1
Lot Size: 41,085 SF
List Price: \$4,900,000

ABOUT

The Villa Salvador Apartments features 20 units spread out over nearly 1 acre in a convenient central Oxnard location 2 blocks south of 5 Points. Layout includes 2 buildings, an onsite laundry room and 20 individually enclosed garages. Great unit mix with (16) 2BD/1BA and (4) 1BD/BA apartments. Separately metered for gas and electricity. Dual pane windows. Improvements of note include new roof, repair of downspouts and trim painting all done within the last 2 years. Current rents are approximately 16% below market allowing for a new owner to increase net operating income over time.



NICK HENRY

PARTNER
805.705.7311 | DRE# 01748131
NICK@BEACHSIDEPARTNERS.COM



BEACHSIDE PARTNERS MULTI-FAMILY ADVISORS

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 Nick to find out how to capitalize on today's market and reach your investment goals.

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MrLandlord

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Rental Owner Updates

May 2022

WAKE UP CALL!

A landlord recently shared a story that after reading it, was a wake up call for many landlords.



Read how this landlord was able to effectively handle these and additional property challenges which seem to multiply while she was in the hospital for a week:

Hospital stay for me (by Barb IMO)

Like many of you, my spouse and I do the real estate investment sort of together, but I do most of it. Hubby helps when I specifically ask him to.

Well, I woke up early morning about 4am on March 10 and had him take me to the ED. Thought I had appendicitis. Turned out to be much worse (please keep me in your prayers and I start the cancer battle). Before noon, I was in emergency surgery with a large vertical incision.

Meanwhile, the property manager job never stops. On the 11th, I got an email about a roof leak. The 13th got a text about a toilet. Meanwhile, we have a 4-plex under construction and a bunch of stuff in my house to go over.

Thank goodness for my iPad, cell phone, and husband.

I texted the roofer from the hospital bed. That one is fixed.



image smarttap.com

Called a plumber from hospital bed. Working on the toilet issue (plumber can't find anything wrong, thinking something fell in that should not have.)

Gave husband a list of what needed to be delivered to new construction site, and what else to do (new locks for front doors, swap out the existing locks for CA cores and had two CA keys plus two new screw to the wall key boxes to the GC. If I had needed to, I could have sent the GC into my house in my sun room to get what he needed. I have August locks in my home, and can open the locks remotely from anywhere.

I was in the hospital for a week. Still laid up at home, but all going well.

I've got my books in QuickBooks Online these days, and my accountant finished my 1065 while I was in the hospital recovering. I also sent two invoices to travel nurses for their rent while in there. It isn't quite land-lording on autopilot, because I'm active, but things can go without me a few days and even when crazy happens, it is ok.

Oh, and while I was there, we had an electrical issue at our own home. When hubby called me to tell me that we had no power in our main level, and he couldn't find anything wrong in the breaker box, I was able to call my favorite handyman. At 9pm. We have two different electrical systems in our home after the meter, one upstairs and one main level. It splits at the meter. Anyway, husband had already tried the main the breaker box. It wasn't thrown. Handyman showed him the breaker that was in the main split box after the meter that hubby didn't know about (he never thought about it). That was the culprit. No clue why, and once that one was reset all was well.

Thank goodness for a phone full of people to call.

Now, what is in your pocket for an unexpected week long stay? Can you landlord on near-autopilot? Do you have people in place?

IF YOU REPORT IT, YOU MAY EVENTUALLY GET PAID

When a resident moves out or is evicted, if they left owing you money, don't just let them go without any accountability.



Landlords in most cases are still able to report the former resident's debt to the credit bureaus. This can be done online for a low fee. By reporting it, you may get them to eventually pay you the money (even if it takes months or years later) once they are receiving income and try to rent or buy another home. Plus, it may help another landlord avoid getting burned.

Learn more about "Tenants Debt Reporting Service" (<https://tenantcreditchecks.wordpress.com/frequently-asked-questions-about-the-service/#tell-me-more>)

DO NOT ASSUME YOUR "VACANT" RENTAL IS EMPTY

Just because your residents have moved out (or were evicted), do not assume your rental home stays vacant.

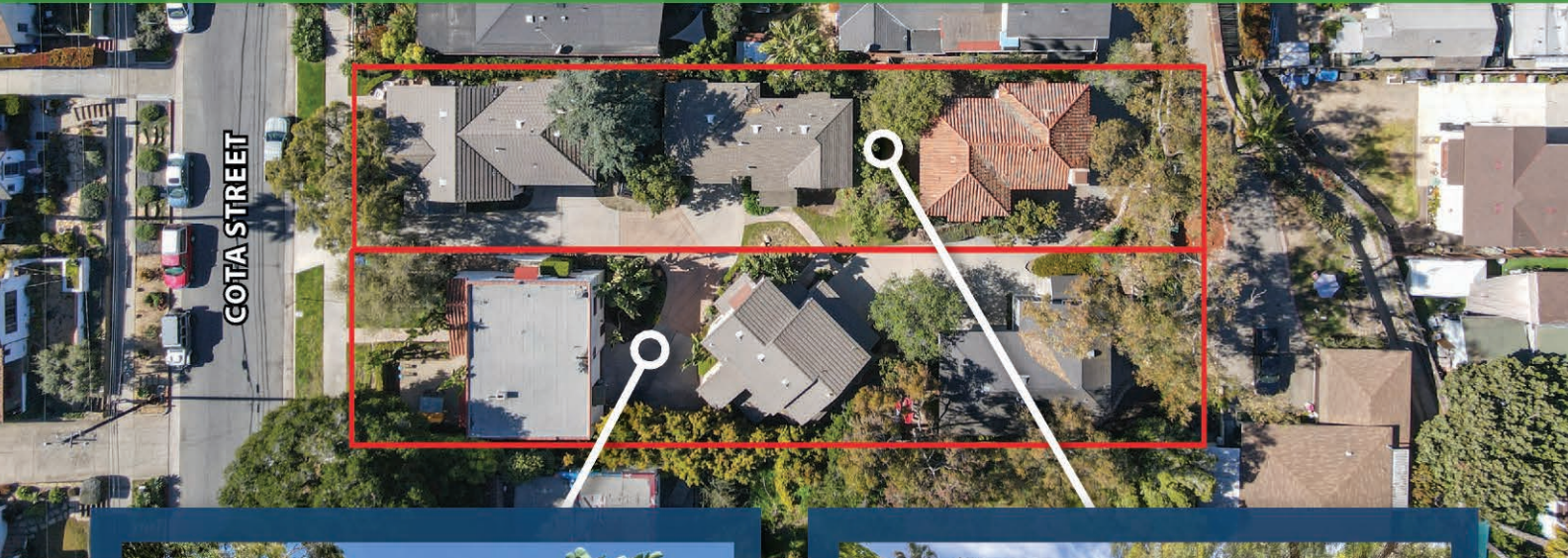
Systematically check on your "vacant" rental. Hopefully you have very little turnover time, so that there is little opportunity for squatters to move in. As an

Continued on page 21

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Christos Celmayster

Partner

805.898.4388

christos@hayescommercial.com

DRE# 01342996



CALL TODAY!

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

added tip: As much as possible, make your "vacant" rental appear occupied.

Check out this News story on Squatters moving into rental homes and changing locks:

https://fox5sandiego.com/news/national-news/squatters-move-into-2-rental-homes-change-locks-police-say/?fbclid=IwAR1ZbeNNwzvYAW-Y20iHy-cagwksPwZc9880PL_TMkCsuVzho1JC32NcaMnw

CAN YOU WORK WITH ME?

One successful landlord has shared on our popular Q&A Forum a series of common questions he gets asked by applicants and how he responds to them. Here is one example of a common question and his response:



image confused.com

Applicant: "Can you work with me on (the 1st month rent/the deposit)?"

Landlord: "No, we already have contractors." Or just "No".

In the same discussion, other landlords, including myself, shared how we would respond to the same question. Here's the same question and my response:

Applicant: "Can you work with me on (the 1st month rent/the deposit)?"

My response: "Yes, if you are approved for the property, our lease offers qualified residents two options for the Move-in payment requirements.

You can:

- A. Pay the 1st month's rent and deposit at time of move in, OR
- B. Increase the monthly rent going forward by 10% and pay that amount, and we will reduce the required security deposit by half. It's your choice."

To see responses to the same question by other landlords or to share how you would respond: <https://www.mrlandlord.com/landlordforum/display.php?id=14640266#14640266>

OTHER STATE LAWS AFFECTING LANDLORDS

And no, the laws are not always bad news (though it seems most of the time it is). I ran across a new law in Tennessee that I had to actually read twice to make sure I read it right. The law requires a resident to put up a year's worth of rent if they want to appeal an eviction. A cash deposit or a bank letter of credit will be required from the resident. Wow! I told you all new laws are not bad news for landlords.

DON'T LEAVE IT UP TO THE JUDGE!

An experienced landlord has learned the hard way about the importance of coming to an agreement with a resident or former resident PRIOR to going before the judge. Here's the landlord's account in his own words of what happened just this month when he and a resident went to court regarding non-payment of rent.



image fixthecourt.com

"Had eviction court yesterday. It's been six months since our last one. Already I had talked with the resident and let him get his things out a couple of weeks ago. The situation was a 6 month marriage gone bad. We went before the judge. We sat at the same table. The judge grinned and said, 'Are you two together? I know Mr. [name of landlord], but are you the defendant?'"

Resident - Yes, your honor.

Judge - I am going to guess that you two have come to an agreement since I never have a landlord and resident sit together for small claims and an eviction.

The resident answered yes and then proceeded to inform the judge we had worked out an agreement of \$100 per paycheck garnishment. All I said during the whole time was 'Thank you' when we left. Then outside the courtroom, I took the resident to the clerk office where he would go when he can pay extra.

Then I met an old friend landlord in the courthouse rotunda. We chatted about properties and such. The judge's secretary comes out and says, 'I'm glad I caught you. We have a \$500 body attachment for Tenant CT and here is his new court date.'

I have been trying to collect on Mr. CT since 2016. Cha-ching!"

The landlord explains how and why this strategy works. Plus, another landlord chimes in as well and shares an additional secret related to what a landlord should look to include in the terms of agreement between the two parties. To see the discussion: <https://www.mrlandlord.com/landlordforum/display.php?id=14650109#14650109>

INCOME-TO-RENT CALCULATOR

Free landlord calculator (<https://www.mrlandlord.com/pages/Rent-Ratio.html>) to determine minimum amount of income applicants need to earn/receive (weekly, bi-weekly, monthly, or annually) to qualify for your rental.

BLUFF-TOP TRIPLEX NEAR UCSB CAMPUS



6625 Del Playa Dr. | Isla Vista, CA 93117

This wonderful, extensively remodeled triplex is located on the ocean side of Del Playa Drive, which runs along Isla Vista's bluff top and remains the most sought after street for student housing in this UCSB-adjacent community. Isla Vista is one of the country's most beautiful places to live, work and attend school, and this area of the community commands higher rents and is the first to lease up annually. Leases are typically signed nine (9) months prior to expiration for the following school year. This triplex has (1) 5 bedroom/2 bathroom, (1) 6 bedroom/3 bathroom, and (1) 6 bedroom/4 bathroom. The units have multiple refrigerators, dishwashers, granite counters, stainless appliances, common laundry with 2 washers/2 dryers and an oversized patio to enjoy sweeping ocean views. Recent capital improvements include new plumbing and heating along with a roof system that is just 3 years old. The property has been reconfigured and sits approximately 30' from the cliff. There are also building plans that add 5 additional rooms over the parking lot! They were approved and the current seller decided not to proceed as tenants were in place. A new owner would just need to resubmit the plans for processing and permitting.

Contact the Golis Team today for details on this and other premier investment opportunities in the Tri-Counties.

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APARTMENTALIZE Success in a New Light

San Diego • June 22-24, 2022

Experience the unstoppable energy of Apartmentalize, where the industry's thought leaders, trendsetters, and innovators come together to share ideas and solutions.

Top 4 Reasons You Should Attend Apartmentalize

Grow your knowledge

Education — Innovative learning formats and open spaces that foster knowledge exchanges allow you to align your own education to your personal learning level, need and interests. As you design your own education experience with your professional objectives in mind, you will be able to challenge yourself to explore and find fun in your learning.

The General Sessions will feature Nationally recognizable speakers from outside the industry motivate you with their inspiration and personal stories of success and real-life experiences. Some featured speakers include:

EARVIN "Magic" JOHNSON

Basketball Legend, Entrepreneur & Philanthropist
Having left the basketball court for the boardroom, Johnson parlayed the skills and tenacity he acquired on the court into the business world as Chairman and CEO of Magic Johnson Enterprises (MJE). MJE provides high-quality products and services that focus primarily on ethnically diverse and underserved urban communities.

DANICA PATRICK

Racecar Legend, Entrepreneur, Author & Podcaster
As a racecar driver, Danica Patrick broke barriers and set records with her on-track performance. With her racing career behind

her, Danica looks to her next chapter as she focuses on her passions: good food, great wine, fitness and helping others achieve their goals.

DAN LEVY

Writer, Actor, Director and Producer

Daniel Levy is an Emmy® Award-winning writer, actor, director, producer, and New York Times Best Selling author. He is best known for his work on one of the most beloved shows on television, Schitt's Creek, which he co-created with his father Eugene Levy. For its sixth and final season, the series received nine Emmy wins, becoming the most awarded comedy series in a single year. The show also broke major records for being the first comedy or drama series to sweep all four acting categories and received the most wins for a comedy series in its final season. Levy and his father were also the first father-son pair to win Emmys in the same year, while Levy personally tied the record for most wins by an individual in a single season with four total wins.

Find Solutions

Industry suppliers are ready to help you solve your biggest business challenges. You will receive MyExpo Planner, our free tool to help you search exhibitors at Apartmentalize and save your must-see companies, products and more.

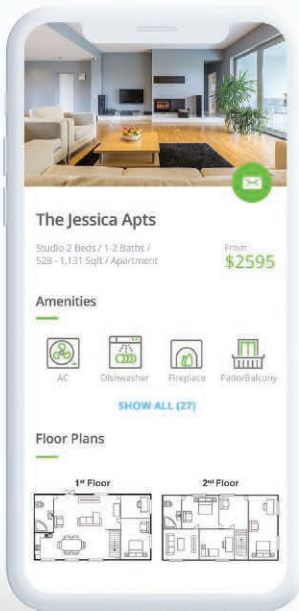
Reconnect & Have Fun

Get together with new and current friends at the industry's largest event. The Apartmentalize schedule is designed to maximize your connections with other attendees and exhibitors. With interactive sponsored activities, the NAA Exposition and structured networking sessions, Apartmentalize provides countless opportunities to meet and exchange ideas with the best in the industry.

Continued on page 25

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Menu-level security		✓

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Danielle Drozdek
RB Homes, Inc.

*Minimums apply *Additional fees apply

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WELCOME RECEPTION — Kick off 2022 Apartmentalize by enjoying snacks and beverages while networking with fellow attendees and suppliers and at the Welcome Reception. The Maintenance Mania®, National Championship will be held during the reception and all attendees are invited to attend, network and cheer on the competitors.

MAINTENANCE MANIA® NATIONAL CHAMPIONSHIP. Across the country, NAA affiliates host Maintenance Mania® events to recognize the top maintenance technicians in the industry. Winners from each affiliate will get a chance to qualify for a spot at the National Championship. Join nearly 1,000 spectators to celebrate 15 years of Maintenance Mania® and watch these highly skilled maintenance technicians compete in a fast-paced race of skills and timing. There are seven events, including a Pinewood Derby-style car race. Good luck to the contenders!

NAA EXPOSITION. The NAA Exposition brings together the rental industry's top management professionals and suppliers eager to network, share ideas and the latest products and services. You will have a chance to explore exhibiting companies and attend these featured areas:

- Expo Eats: Grab a complimentary lunch on Thursday and Friday.
- Express Education: Two stages featuring 30-minute interactive sessions that include quick digestible content, easily applied takeaways, Q&A and storytelling.
- New Exhibitor Section: Check out companies who are exhibiting at Apartmentalize for the very first time.
- NSC Lounge: Learn more about the companies who are members of NAA's National Suppliers Council.
- Carnival Row: Try your luck at four different carnival games for the chance to win fun prizes!

NAA EXCELLENCE AWARDS. NAA's Excellence Awards, or Excels, recognize excellence and leadership in the rental housing industry. Excels celebrate communities, industry professionals and affiliated apartment associations who make unique contributions to the industry. For the winners, receiving an Excels award represents milestones and outstanding achievement.

FRIDAY NIGHT PARTY. Close your 2022 Apartmentalize experience by celebrating new connections and newfound knowledge. This event is always a crowd-pleaser with craft cocktails, beers and bites.

A ticket to the Friday Night Party is included in Full Conference and Friday One-Day registrations.

PROFESSIONAL HEADSHOT CENTER. Need a professional headshot? You've come to the right place. Stop by to have your headshot taken by a professional photographer from Alchemy MediaWorks free of charge. Headshots are available on a first come, first serve basis in the Sails Pavilion.

Celebrate and Give Back

Be a part of what makes our industry great and support a local cause.

NAA GIVES BACK. A \$1 donation will be added to your registration with the ability for you to change the dollar amount to your donation of choice. This donation will go to the Resident Relief Foundation, who helps keep responsible residents in their apartments during an unexpected financial emergency and help them better prepare for future emergencies.

The National Apartment Association (NAA) is joining the Resident Relief Initiative to help good, hard-working residents affected by the COVID-19 crisis by helping to raise much-needed funds for this great cause. As a public 501(c)(3) nonprofit, every donation to Resident Relief Foundation is 100% tax-deductible. Keep responsible residents in their homes, get owners paid, and eliminate eviction, collection and turnover costs.



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Danica Patrick

Racing Legend, Entrepreneur,
Author and Podcaster

Thursday General Session

June 23, 10 a.m. - 11:30 a.m.

Get Revved Up for a Power-Packed Speaker!

When your professional life needs some acceleration, nothing compares to the energy, inspiration and ideas you'll get from attending Apartmentalize. Come top off your tank!

As the first woman to win a Cup Series pole in the 55th Daytona 500 race, Danica Patrick has broken records and stereotypes throughout her racing career. She is now a business owner and entrepreneur, author and the host of the podcast, *Pretty Intense*.



apartmentalize.naahq.org



Yardi, Title Sponsor for
SBRPA's 2022 Charity Golf Tournament
 Registration 9:30 AM • Shotgun 11:00AM Friday, October 28, 2022

SPONSORSHIPS

Feed the Hungry Mob \$2,000

- Logo on box lunches
- Meet & Greet the hungry golfers!
- Golf foursome & Dinner for four
- Skirted table

Mulligan Package & Drink Cart \$2,000

- Registration signage and tee sign
- One Foursome package
- Four banquet dinners

Attended Tee Box Package \$1,250

- Attended Tee Box -- Meet & Greet all the golfers!
- One Foursome package
- Four banquet dinners
- Recognition in promotional materials

Attended Tee Box \$750 each

- One golfer, one banquet dinner
- Skirted table -- Meet & Greet all the Golfers!
- Recognition in promotional materials

Closest to Pin \$500

- Signage
- Present award at dinner ceremony

Golf Cart Sponsor \$2,500

Exclusive signage on every cart

Tee Sign \$200 each

- Unattended tee box
- Recognition in promotional materials & at event

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- Meridian at the Oasis Water Hole
- American Riviera's Marvelous Margaritas
- Battaglia Biergarten.





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4 Foursomes with golf packages, Presenting banner, 12 banquet dinners with reserved seating. 2 premium hole sponsorships with signage, presenting speaker at Awards reception, and logo in all print & online marketing material for 1 year.

Title \$5,000

2 Foursomes with golf packages, Title banner, 4 banquet dinners with reserved seating. 1 premium hole sponsorships with signage, logo in all print & online marketing material for 1 year.

Gold \$2,500 (more than one available)

1 Foursome with golf packages, 4 banquet dinners with reserved table, logo in all print & online marketing material for 1 year.

Silver \$1,250 (more than one available)

1 Foursome, 4 banquet dinners with reserved seating and signage.

Individual Golfer \$180

Any questions? Please contact Chairperson Danielle Holzer:
 PH 805-331-3963 or
 email danielleHolzer@dmhproperties.net





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SOLD 3/22	Santa Barbara	Mixed-Use 2 Spaces+SFR	\$ 4,887,500 (Seller)
SOLD 2/22	Santa Barbara	8 Apartment Units	\$ 5,950,000 (Buyer/Seller)
SOLD 2/22	Santa Barbara	5 Apartment Units	\$ 3,950,000 (Buyer/Seller)
SOLD 12/21	Santa Barbara	2 Development Lots	\$ 2,600,000 (Buyer/Seller)
SOLD 12/21	Isla Vista	Development Lot	\$ 750,000 (Buyer/Seller)
SOLD 11/21	Santa Barbara	Retreat Compound	\$ 7,500,000 (Buyer/Seller)
SOLD 8/21	Isla Vista	2 Apartment Units	\$ 1,585,000 (Buyer/Seller)
SOLD 7/21	Goleta	2 Commercial Spaces	\$ 1,168,000 (Buyer/Seller)
SOLD 9/20	Isla Vista	4 Apartment Units	\$ 2,950,000 (Seller)
SOLD 8/20	Santa Barbara	2-Unit Vacation Rental	\$ 1,925,000 (Seller)
SOLD 5/20	Santa Barbara	3 Apartment Units	\$ 1,325,000 (Seller)
SOLD 3/20	Goleta	4 Apartment Units	\$ 1,650,000 (Buyer/Seller)
SOLD 3/20	Goleta	4 Apartment Units	\$ 1,550,000 (Seller)
SOLD 1/20	Isla Vista	2 Apartment Units	\$ 1,630,000 (Seller)
SOLD 1/20	Goleta	4 Apartment Units	\$ 1,637,000 (Seller)

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Santa Barbara Happenings



Terry A. Bartlett – Reetz, Fox & Bartlett LLP

Economic Summit Provides Updates on Labor and Housing Markets

The UCSB Economic Forecast Project held its annual South County Economic Summit at the Granada Theater to discuss its findings on the real estate market and the labor market. In the labor market, reports show there is an unusual trend pointing to both a low unemployment rate and increased job openings.

In the real estate market, housing prices are up while inventory is very low. In 2019, there were 624 active listings, and the median sale price was \$1.29 million. In 2022, there have been 348, active listings and the median sale price is \$2.25 million. Former president of the Santa Barbara Association of Realtors, David Kim, suggested that the shift is due to remote workers from big cities, such as Los Angeles and San Francisco, flocking to Santa Barbara to buy homes.

Office vacancy is currently at 9.7% in Santa Barbara and 6.1% in Goleta. Retail space on State Street continues to suffer with vacancies.

Local Government Works to Keep Gasoline Prices High Imported. ExxonMobil Sues Santa Barbara County Supervisors over Denial of Oil Trucking Project.

In a recent hearing, the Santa Barbara County Board of Supervisors denied ExxonMobil's request to restart its Santa Ynez Unit. ExxonMobil's proposal consisted of a phased restart in which production would be at 39% of its previous capacity. The proposal included building truck loading racks at its Las Flores processing facility on the Gaviota Coast and transporting oil out of Santa Barbara County to the Santa Maria Pump Station for delivery to the Phillips 66 Santa Maria Refinery in San Luis Obispo and Pentland Terminal in Kern County. Restarting oil production would likely bring back 200-250 jobs and contribute an additional \$1 million in property taxes to the County on top of delivering local oil extracted in compliance with the most strict environmental standards on the planet. Our Board of Supervisors decided against the project.

In response, ExxonMobil filed a lawsuit against the Board of Supervisors, alleging that the decision to deny was unlawful. ExxonMobil argues that Board of Supervisors "improperly treated the consideration of the project as a referendum on offshore production as well as the transportation and use of crude oil in the County" rather than an objective application of County rules. The company has asked the Court to vacate and set aside the project denial and require the Board to reconsider the application.

Hot Springs Trail Brings Protest Rather than Peace: Homeowners Win Initial Legal Battle

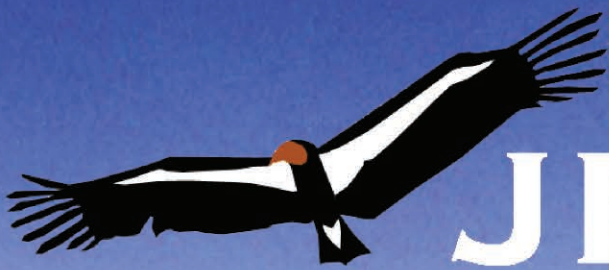
The Montecito Hot Springs Trail has always been a popular hiking spot for local residents, but during COVID-19 the hot springs and Montecito hills lured people from all regions. Santa Barbara County currently provides 8 parking spaces at the base of the Trail, which are quickly taken at the beginning of each day by the first of hundreds of hikers. Many excess cars then park illegally in front of fire hydrants, park overnight, block driveways, and cause an overall hazard and headache for local residents.

The County is seeking to add parking spaces along the roadway right of way on East Mountain Drive, but neighbors raised concerns over how the County's proposal would ruin Montecito's semi-rural character and exacerbate current problems. Some homeowners have placed rocks and signs obstructing the public right of way to prevent people from parking near the trailhead. Homeowners filed suit and asked for an injunction to block Santa Barbara County from moving forward with the plan to add more parking spaces. Superior Court Judge Donna Geck ruled in favor of the homeowners and concluded the County cannot move forward until it is determined whether an Environmental Impact Report is needed.

Inflation: Government Failing to Provide Relief for Consumers

Despite centuries of study, no one definitively knows what causes inflation. While it tends to show

Continued on page 33



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Santa Barbara Happenings from page 31

up during periods with excessive money printing and large fiscal deficits, sometimes such periods have not witnessed inflation. No one knows why it shows up when it does, and every inflation seems to be different—making the study of inflation difficult. However, at the base level, inflation is caused by too much demand chasing too few resources.

Current inflation is unique in that it is being driven by a lack of supply. There's not enough oil, wheat, housing, automobiles, semiconductors and labor.

Normally, when there is a shortage, entrepreneurs scramble to add supply and fix the shortage, or in the case of labor, invest in productivity. However, when the government gets in the way of adding supply, you end up with accelerating prices as consumers pay more for scarce resources.

We all know that the Federal Reserve Bank has a mandate to keep inflation in check. But despite all their efforts, it is obvious that inflation is screaming out of control.

What isn't obvious is how to fix this. In an ideal world, the government would work to alleviate the bottlenecks to new supply. Instead, the current administration (in Washington and locally) seems fixated on creating an energy crisis and energy is at the root of much of the current inflation. Meanwhile, the supply chain is a mess because the government handed out stimulus checks and incentivized people not to go to work. Housing is in shortage because many communities have restricted development. Fertilizer is in shortage due to a lack of permits for new supply. Our problems are self-inflicted.

We need government to alleviate the bottlenecks, yet it seems to be making them worse.

Despite Severe Drought, California Coastal Commission Rejects Desalination Plant

Despite the worsening drought and immediate need for increased water supplies, the California Coastal Commission voted against construction of a desalination plant in Huntington Beach. The project was first proposed more than two decades ago and would have taken nearly 107 million gallons of seawater and produced 50 million gallons of drinkable water per day, enough to supply fresh water to approximately 460,000 people in Orange County. Santa Barbara has an operational desalination plant, and San Diego is home to the nation's largest plant that accounts for about 10% of the water used by its 3.3 million residents. California needs more.

Santa Barbara Courthouse Reopens to the Public

Since the beginning of the pandemic, Santa Barbara's historic courthouse has been operational, but not open to the public. The Courthouse is now reopening, allowing people to rent the Mural Room and other Courthouse venues for events. The Sunken Garden has long been the venue for Old Spanish Days performances, outdoor concerts, weddings, and rallies.

The Courthouse was originally built in the 1870s in the Greek revival architectural style, but many buildings were destroyed in the 1925 earthquake. The rebuilt Courthouse became a symbol of the City's Spanish roots and set a precedent for Santa Barbara's new look. Go and have a look around next time you have visitors!

New Report Provides Insight into Santa Barbara's Hotel Industry

A new report by Hayes Commercial Group found that the first quarter of 2022 generated record values of 29 commercial real estate sales (excluding hotels) totaling \$151 million and hotel sales topping \$64 million. This is a significant increase compared to the first quarter numbers in the previous two years.

In Santa Barbara, local landlord and developer Ed St. George purchased the Franciscan Inn & Suites located at 109 Bath Street for \$21 million. Additionally, an unnamed local investor purchased the Quality Inn located at 3055 De La Vina Street for \$9.7 million.

The report also provided the previously undisclosed sale price of the former Kimpton Goodland Hotel in 2021 as \$33 million (a decrease from the \$41 million it sold for in 2015).

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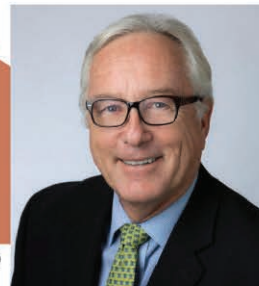
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The Attorney's Corner



David M. Grokenberger, Esq. • Rogers, Sheffield & Campbell, LLP

CHANGING TIMES, NEW FACES

Dear SBRPA Members:

I have health conditions arising from the Montecito mud flow of 2018 that have forced my early retirement from the full-time practice of law. The decision to take this step was not easy. I have spent almost four decades providing services on a variety of issues to the membership. It was not the issues that kept me engaged but the earnest and thoughtful people I served for decades.

I have valued the long-term relationship with the SBRPA and will miss the daily, if not weekly, exchanges on the ever-changing legal landscape affecting property ownership and management. Thank you for the memories and friendships formed during our time together. These will not be forgotten, but cherished.

I leave the "front-line" of legal representation with capable replacements available to you on issues ranging from unlawful detainer, purchase of residential and commercial real estate and the myriad of related issues that concern you. My advice then and now is to address the concern and questions when your good sense tells you counsel is needed. If you think it so, you are probably right, and the question(s) should be asked. If the concern does not require counsel, then you should be so advised, and life continues. If the question requires preventative action or advisement, you should be told, and you can engage counsel to advise.

I leave my practice with the following referrals to ask and engage when the signs of controversy or potential controversy arise:

Michael Brelje c/o mike@rogerssheffield.com

Nathan Rogers c/o nathan@rogerssheffield.com

Scott Mullen c/o Smullen@rogerssheffield.com

There are other partners and senior associates available and if there is a better fit for your issue you will be directed to them. I will also continue to be available to consult with my associates as needed, and if a member wants to talk with me, I would be pleased to do so. The best way to reach me is by email and we can schedule a phone call follow up. My email is david@rogerssheffield.com.

The monthly articles will continue. I wish for you a safe and controversy free business. That said in my 40+ years of real estate practice the truth is legal counsel is a necessity! Thank you again for your patronage and friendship.

Regards,

David M. Grokenberger

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