

Nov 2023

SANTA BARBARA RENTAL PROPERTY news

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

SBRPA Annual Member Meeting

December 7, 2023 • Santa Maria Inn



image OC Gonzalez, unsplash.com

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President's Message



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

"Where Do These New Ordinances Apply?"

First, remember that you only have until November 11, 2023 to get your tenants on a written Lease or month-to-month rental agreement. If there is no WRITTEN agreement after that, it is a defense to an eviction action.

Last month, I spoke to you about the new County Code Ordinances 5175 and 5186. They are stricter than the California state-wide laws and they are stricter than the City of Santa Barbara laws.

This month, we will discuss WHERE they apply legally and geographically.

Legally, these new laws apply only in the unincorporated areas of Santa Barbara County. "A county or city may make and enforce within its limits all local, police, sanitary, and other ordinances and regulations not in conflict with general laws." Cal. Const., art. XI, § 7 (emphasis added). County Sanitation Dist. No. 2 v. County of Kern, 127 Cal.App.4th 1544, 1612 (2005) (holding that only unincorporated area of a county is "within its limits"); City of Dublin v. County of Alameda, 14 Cal. App.4th 264, 274-275 (1993) (same).

Whew, you say. That's good. Well, is it? Let's look at what that means geographically speaking. For example, those areas of Montecito that are not in the City of Santa Barbara and all of Summerland are unincorporated areas. Here is what I found for Montecito: Montecito is an unincorporated town and census-designated place in Santa Barbara County, California, United States. Located on the Central Coast of California, Likewise, Summerland is a census-designated place in Santa Barbara County.

For your ease of reference, here are two links to maps that might assist you in determining whether your rental property is located in an incorporated area locally: Here is a link to an interactive map of Santa Barbara <https://gisgeography.com/santa-barbara-map-california/> *

So, what about Goleta? Well: The City of Goleta was incorporated in 2002, making it one of the youngest cities in California. Santa Maria became a City in 1905.

But, Orcutt is an unincorporated town in Santa

Barbara County, California, just south of and conjoined to Santa Maria. Solvang was founded by Danish-Americans in 1911 and became a legally chartered California city in 1985.

Betty L. Jeppesen

President of the Santa Barbara Rental Property Association

*County of Santa Barbara city maps: Buellton, Carpinteria, Goleta, Guadalupe, Lompoc, Santa Barbara, Santa Maria and Solvang have been included for reference. Full maps, including boundary activity and reference documents are available at countyofsb.org. -Ed



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SBRPA Calendar



SBRPA Annual Member Meeting

Thursday, December 7, 2023 • 12:00 noon–1:30 PM
 Santa Maria Inn, 801 South Broadway, Santa Maria, CA
 Join us for our annual meeting, where there will be a vote on the 2024 Proposed Slate of Board members. .
 NOTE: members are encouraged to nominate other individuals to the Board of Directors. Please send your nominations to Admin@sbrpa.org

november 2023

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	4
End Daylight Savings	5	6	7	8	9	10
	12	13	14	15	16	17
	19	20	21	22	23	24
CYBER MONDAY	26	27	28	29	30	



2023 Assembly of Delegates

Tue, Nov 14–Thu, Nov 16, 2023 • San Diego, CA
 The Assembly of Delegates (AOD) is composed of up to two hundred and fifty (250) delegates from the NAA's ten regions and will be held at the Hilton Bayfront in San Diego. AOD is NAA's largest business meeting of the year, where all NAA and NAAEI Boards, Committees and Task Forces meet, and the new incoming volunteer leadership is installed. For schedule times & details go to <http://naahq.org>.

2024 Q1 EVENTS

AEX Live/NAAEI Educators Conference

Tue.-Wed., January 23-25, 2024
 Francis Marion Hotel, Charleston SC

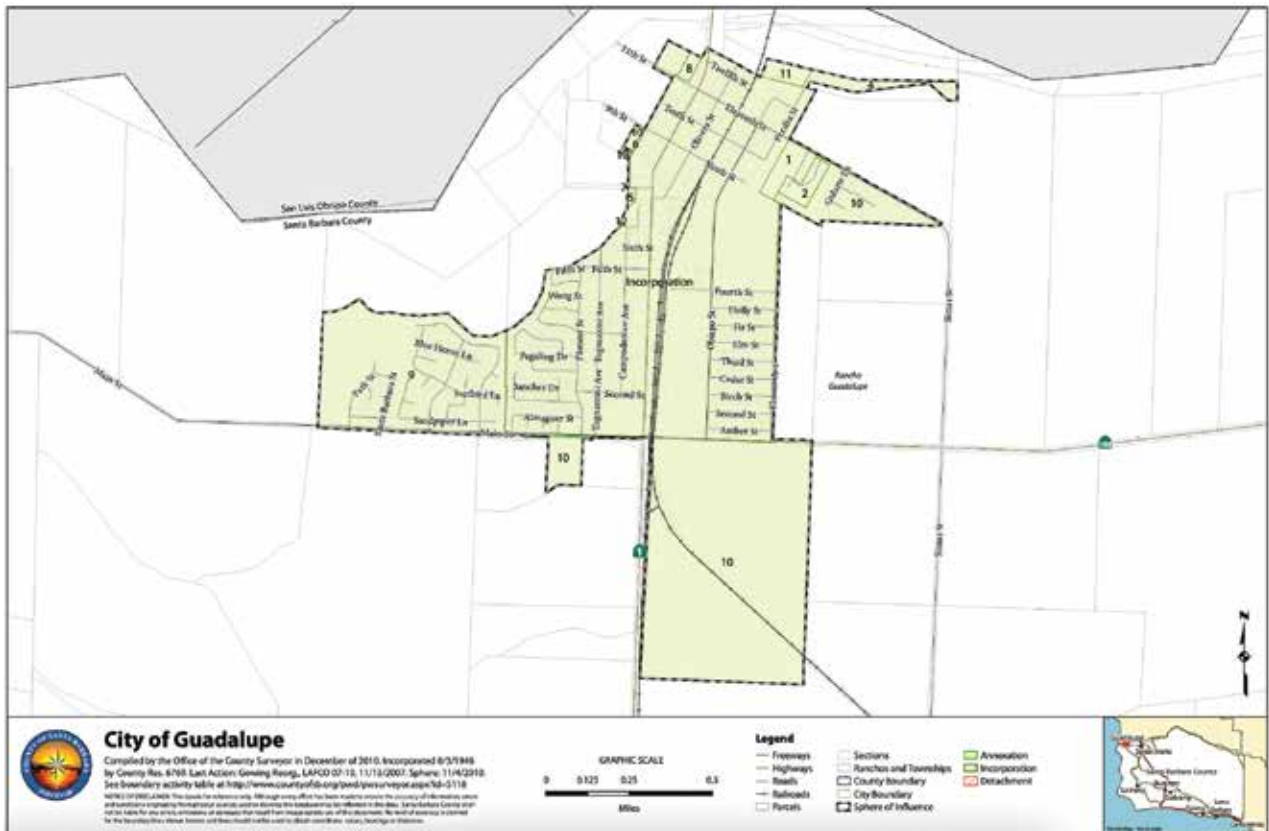
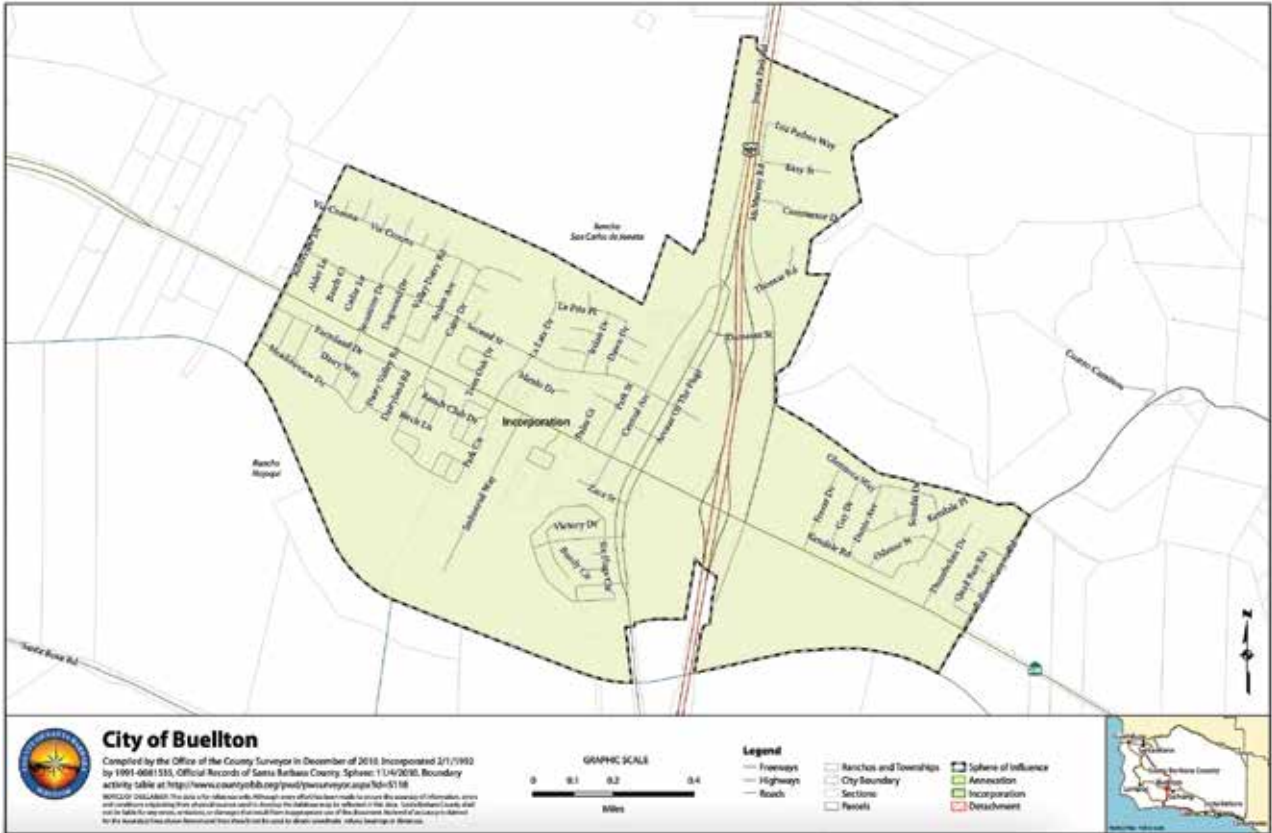
Advocate

Tue.-Wed., March 12-13, 2024
 Grand Hyatt Washington, Washington DC
 NAA's annual advocacy conference – is the prime opportunity to meet with your representatives by joining rental housing suppliers, property managers, owners and operators.

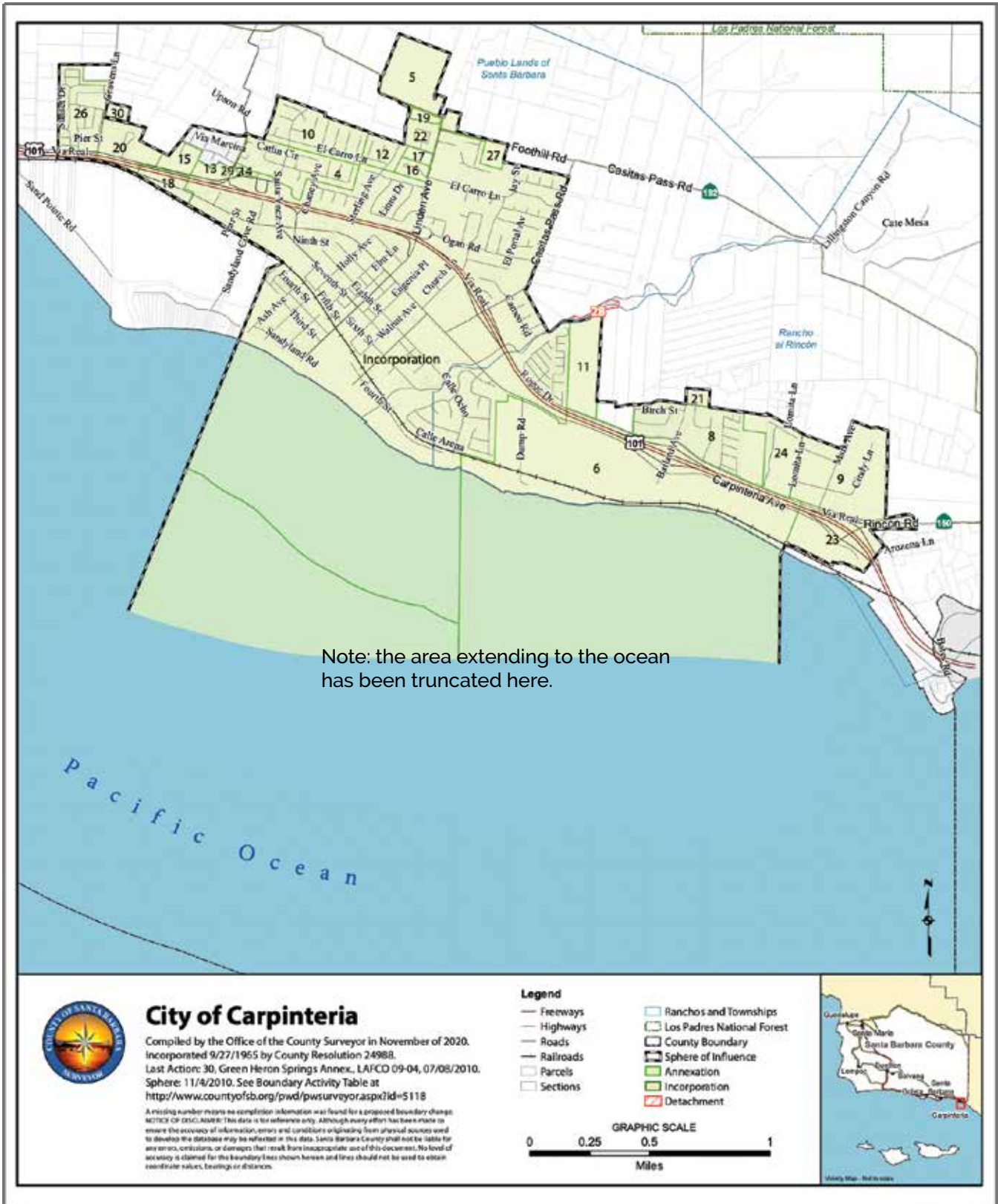
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Incorporated Cities of Santa Barbara County

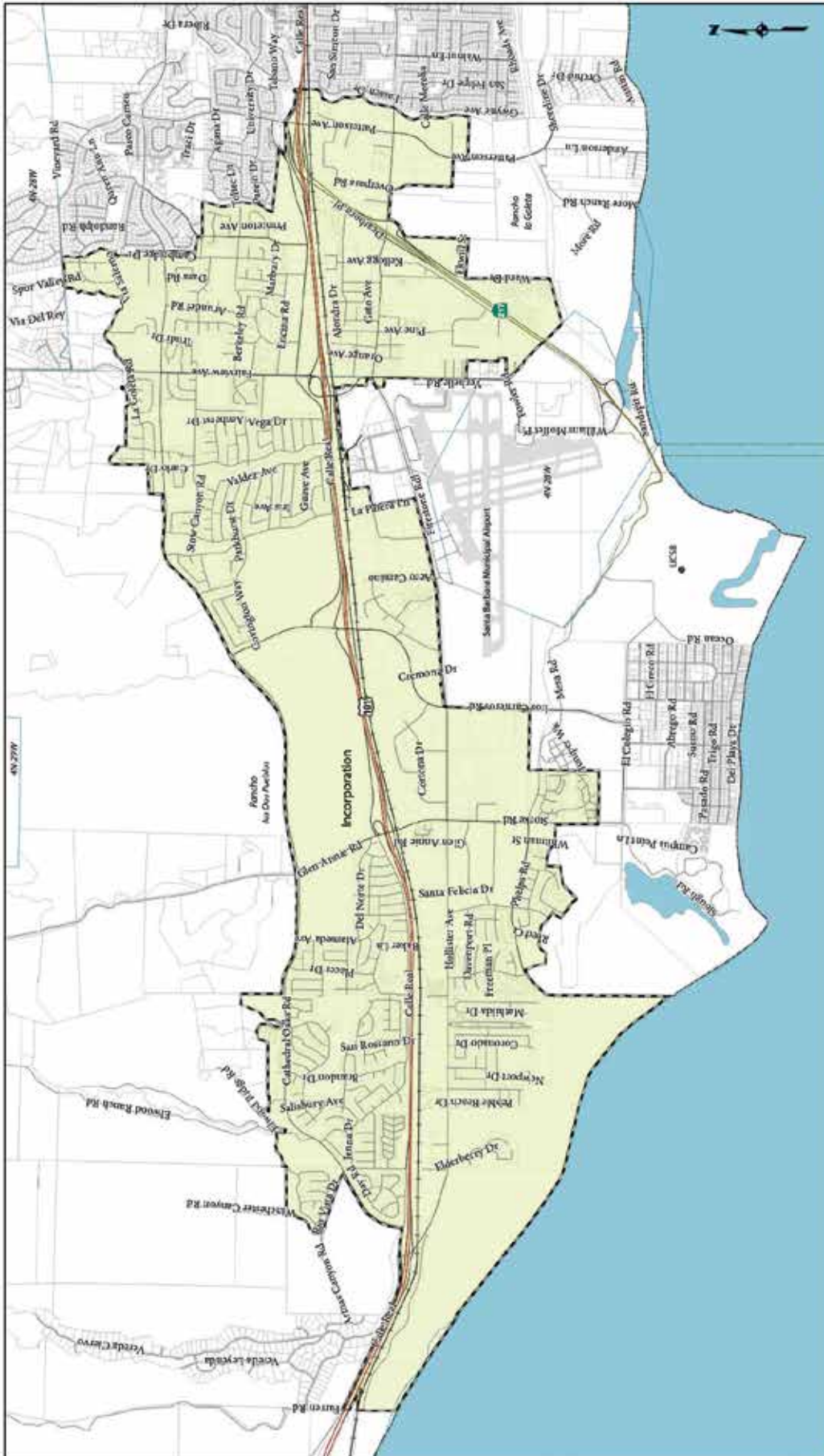
These maps are from the countyofsb.org website, and were created from the legal descriptions on file in the Santa Barbara County Surveyor's Office.



NOTE: To see the full map of City of Carpinteria including the areas extending into the ocean, go to countyofsb.org website.



Note: the area extending to the ocean has been truncated here.

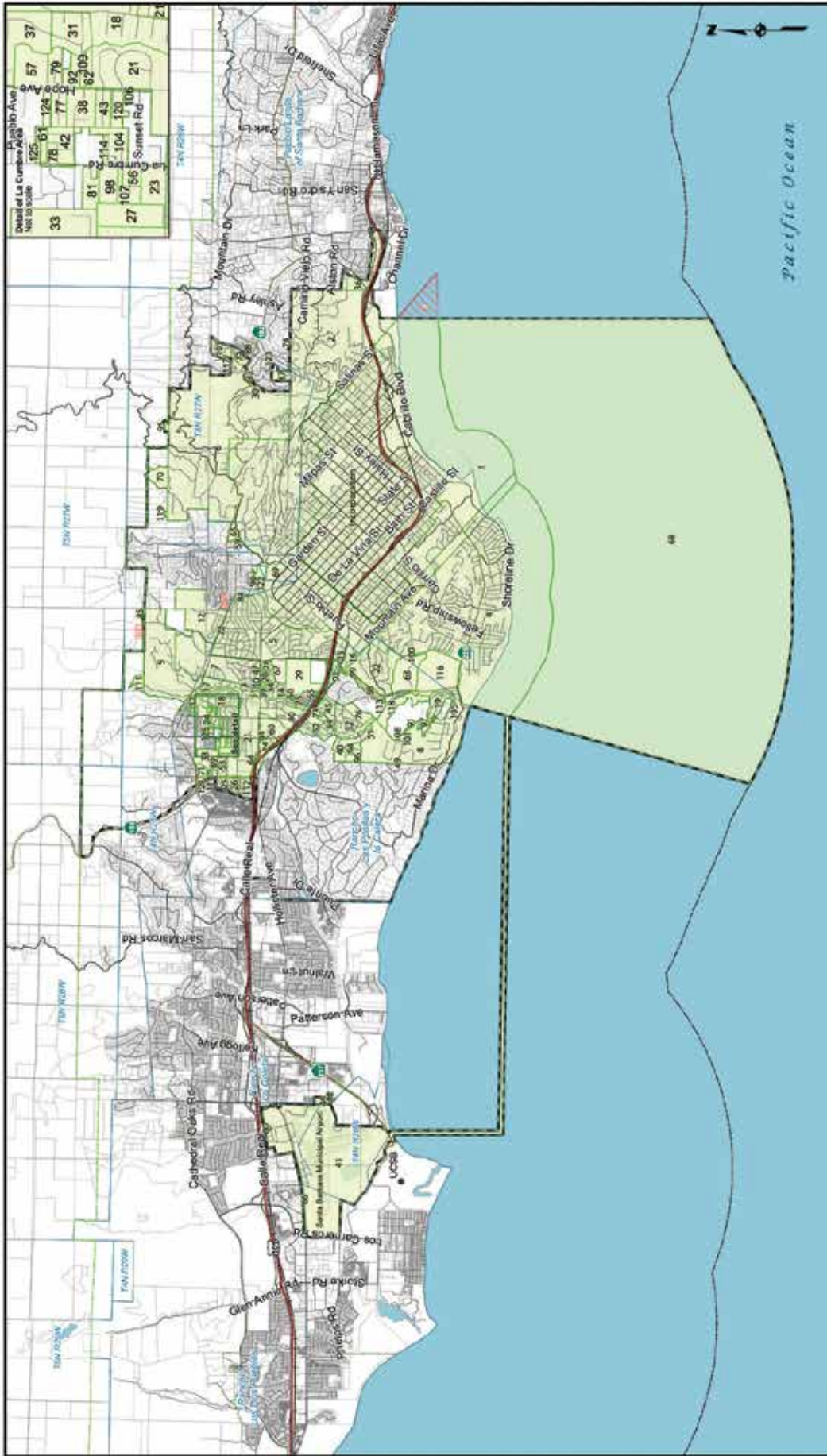


- Legend**
- Freeways
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 - Parcels
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 - Ranchos and Townships
 - City Boundary
 - County Boundary
 - Sphere of Influence
 - Annexation
 - Incorporation
 - Detachment

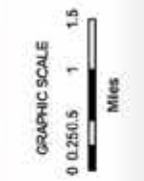


City of Goleta
 Compiled by the Office of the County Surveyor in December of 2010, Incorporated 2/1/2003
 by 2002-0013744, Official Records of Santa Barbara County, Sphere: 3/2/2009, Boundary
 et al. The public is hereby notified that the information on this map was prepared by the
 County Surveyor's Office and is not intended to be used for any other purpose.
Adobe InDesign 2022
 Adobe has made every effort to ensure the accuracy of information, errors
 have been corrected to this date. Some information may be subject to
 change without notice. Adobe is not responsible for any errors or omissions.





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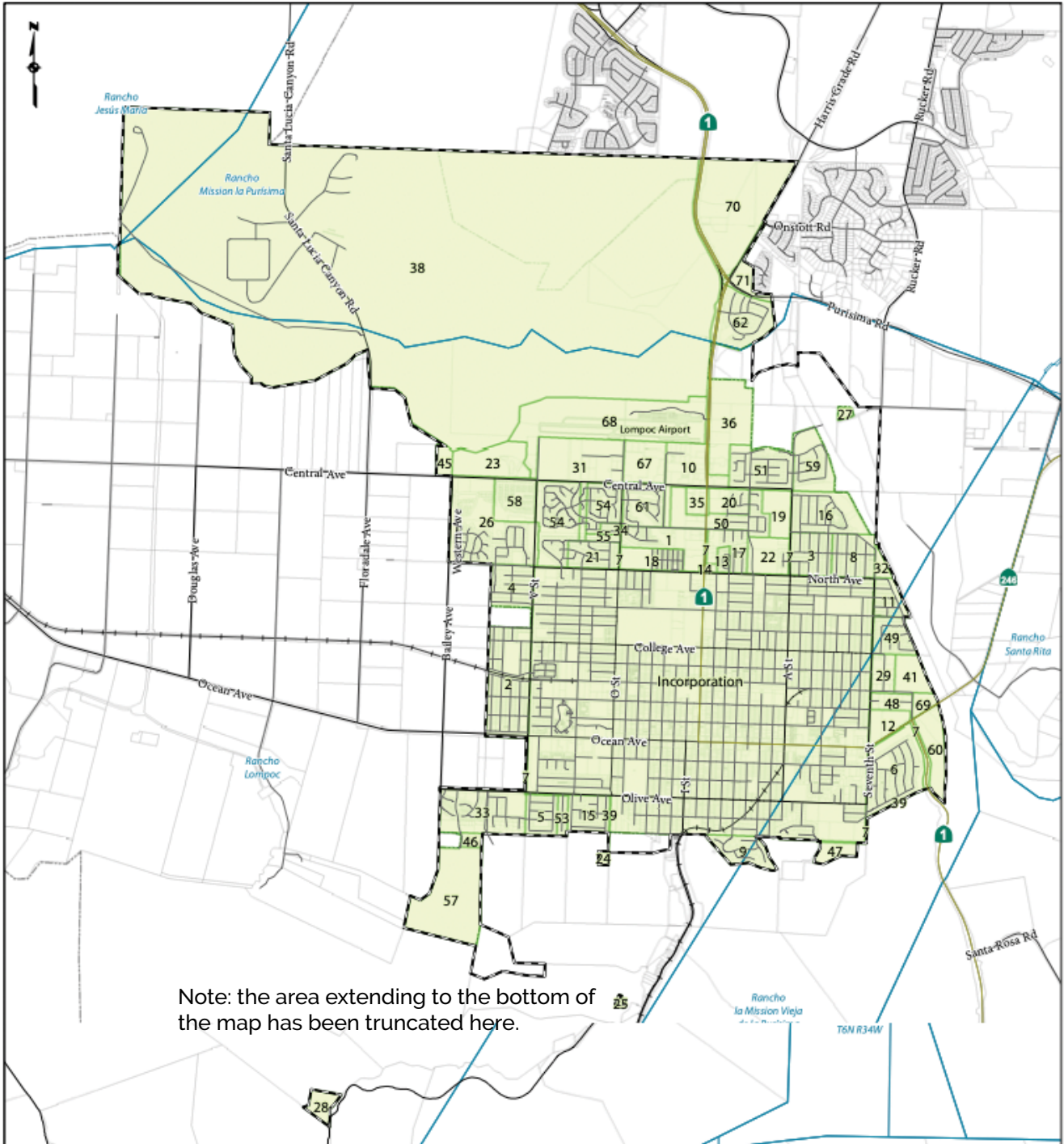
Compiled by the Office of the County Surveyor on 08/24/2022. Incorporated April, 1850.
 Last Action: 125, 726 N. La Cumbre Rd. Conesa Reorg., LAFCC number 19-03 & resolution 21-01, 6/8/2021.
 Sphere: 2/3/2011, Last amended 9/2/2020.
 See boundary activity table at: <http://www.countyofsb.org/173/Incorporated-Cities>

City of Santa Barbara

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NOTE: To see the full map of City of Lompoc, including the areas truncated here, go to countyofsb.org website.



Note: the area extending to the bottom of the map has been truncated here.



City of Lompoc

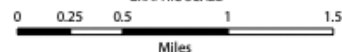
Compiled by the Office of the County Surveyor on 12/01/2016
 Incorporated 8/6/1888, Board of Supervisors Minute Book F/71-72.
 Last Action: 71, Summit View Homes Reorganization, LAFCO 14-01, 2/24/2016.
 Sphere: 11/4/2010, amended 2/24/2016. Boundary activity table at
<http://www.countyofsb.org/pwd/pwsurveyor.aspx?id=5118>

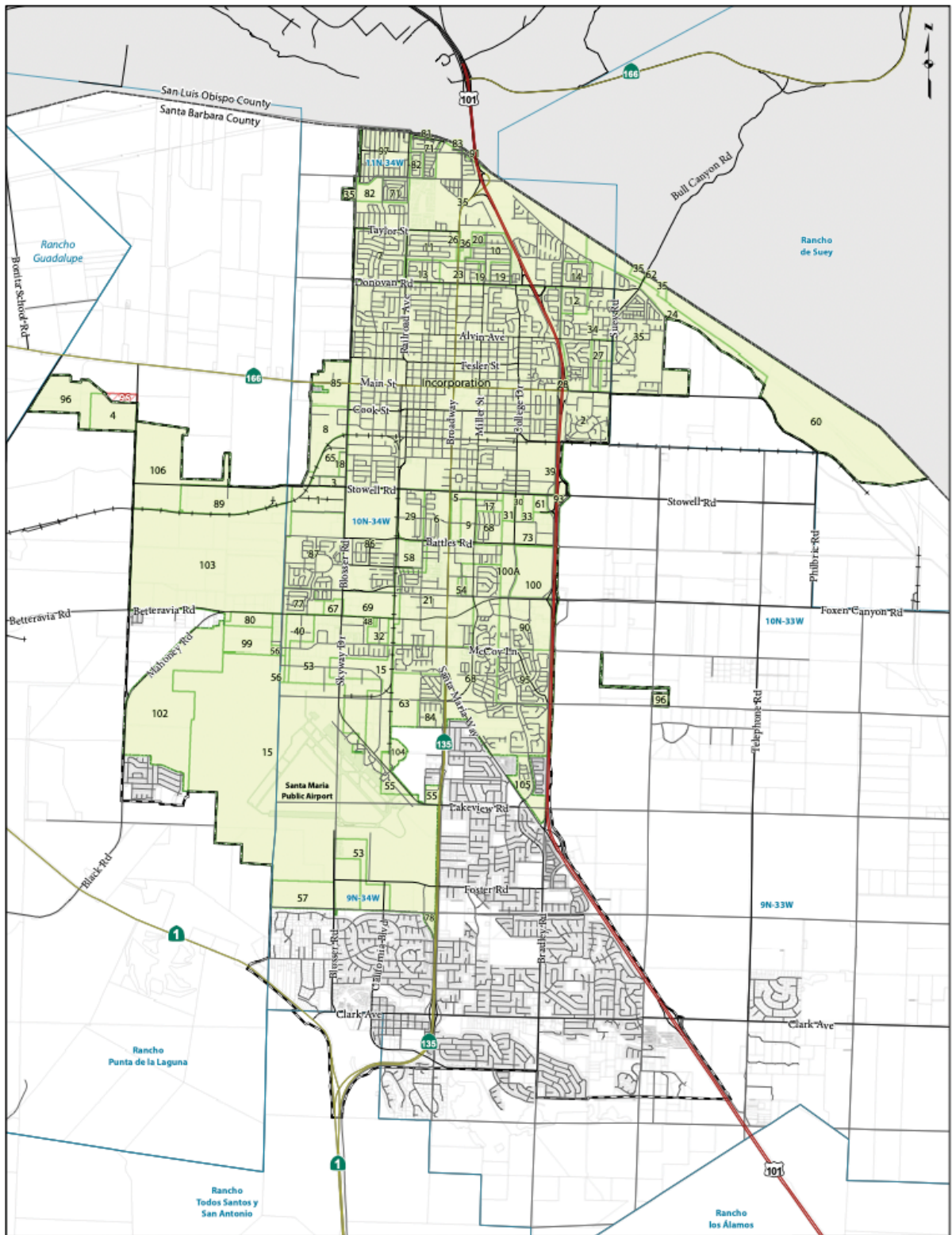
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GRAPHIC SCALE



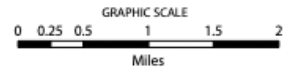


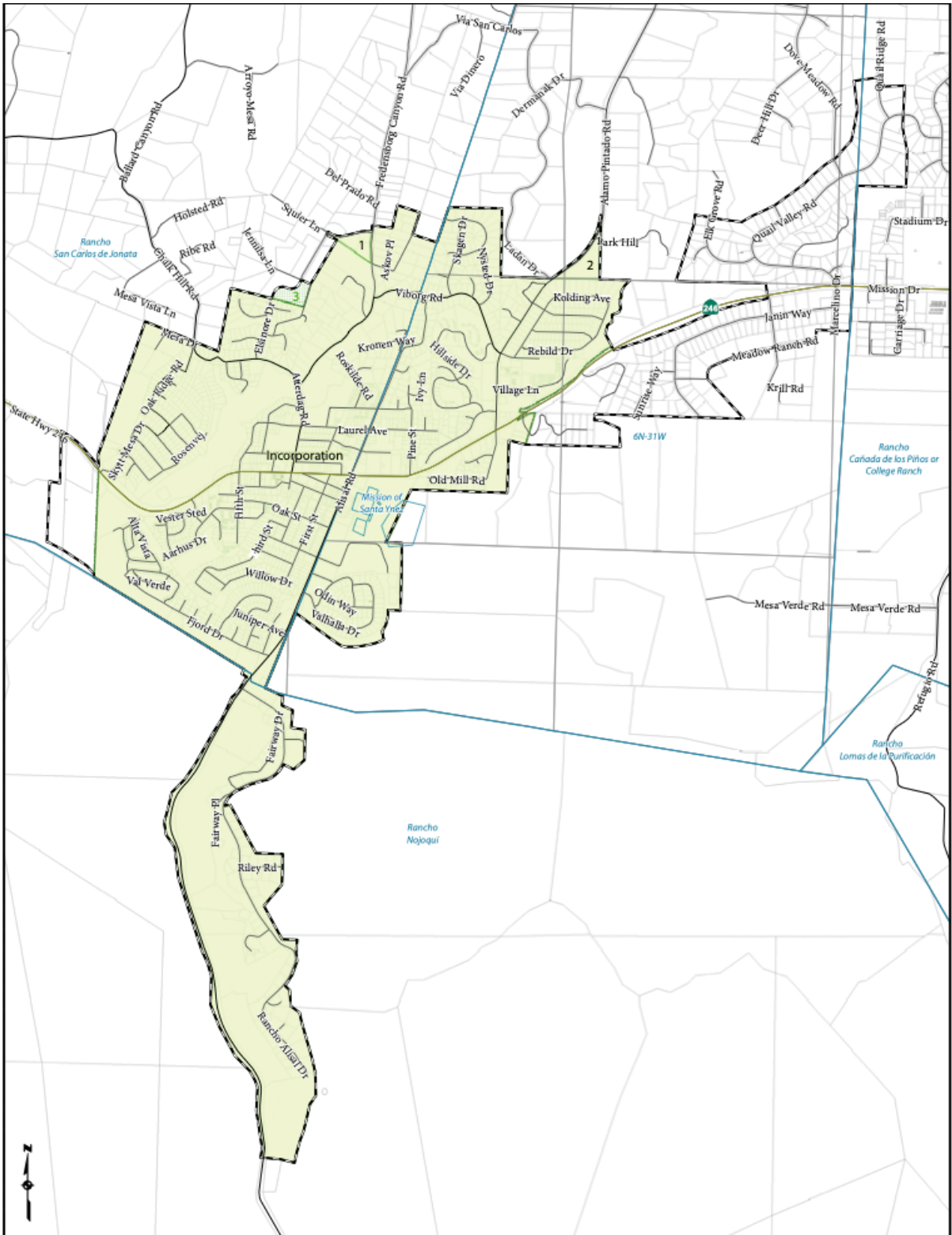
City of Santa Maria

Compiled by the Office of the County Surveyor on 3/25/2014.
 Incorporated 9/18/1905. Board of Supervisors Minute Book J/150-152.
 Last Action: 106, Wastewater Treatment Plant Reorg., LAFCO 07-08, 10/5/2007.
 Sphere: 11/4/2010. See Boundary Activity Table at
<http://www.countyofsb.org/pwd/pwsurveyor.aspx?id=5118>

A missing number means no completion information was found for a proposed boundary change.
 NOTICE OF DISCLAIMER: This data is for reference only. Although every effort has been made to ensure the accuracy of information, errors and conditions originating from physical sources used to develop the database may be reflected in this data. Santa Barbara County shall not be liable for any errors, omissions, or damages that result from inappropriate use of this document. No level of accuracy is claimed for the boundary lines shown herein and lines should not be used to obtain coordinate values, bearings or distances.

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 - County Boundary
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 - Sphere of Influence
 - Annexation
 - Incorporation
 - Detachment





City of Solvang

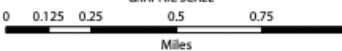
Compiled by the Office of the County Surveyor in July of 2016.
 Incorporated 12/17/1984, by LAFCO Case 82-R-1,
 Recorded as 1984-0066853, Official Records.
 Last Action: 3, Seltzer Modification,
 Out-Of-Agency-Agreement LAFCO 05-14, 9/1/2005.
 Sphere: 11/4/2010. See boundary activity table at
<http://www.countyofsb.org/pwd/pwsurveyor.aspx?id=5118>

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GRAPHIC SCALE



CalRHA Legislative Updates



Kate Bell, KateBellStrategies.com

October 2023

Legislative Update—Recap Wins & Governor's Action

The Legislature has now returned from Summer Recess and will be conducting business before the Appropriations Committees and on the Floors of both houses. Bills need to pass the Appropriations (fiscal) committees by September 1st and the deadline for bills to pass to the Floor to the Governor is September 14th. He then has 30 days to sign or veto.



CA Governor
Gavin Newsom

- **AB 919 (Kalra).** Tenant Opportunity to Purchase
- **AB 1035 (Muratsuchi).** Mobile Home Park Rent Cap
- **ACA 3 (Lee).** Wealth Tax
- **SB 395 (Wahab).** Statewide eviction database
- **SB 440 (Skinner).** Regional Housing Authorities
- **SB 460 (Wahab).** Ban the Box on Rental Applications
- **SB 466 (Wahab).** Repeal of Costa-Hawkins

However, many reached the Governor's desk where he has until October 14th to sign or veto legislation. So far, he has signed the following:

AB 690 (Chen) – SUPPORT.

Legal Document and Unlawful Detainer Assistants: Extends the operation of the provisions of law regulating legal document assistants (LDAs) and unlawful detainer assistants (UDAs) from January 1, 2024, to January 1, 2030.



CA Assemblymember
Phillip Chen

AB 1418 (McKinnor). Tenancy: Local Regulations: Criminal Convictions. Limits the ability of local governments to adopt local ordinances, rules, policies, programs, or regulations to penalize a tenant's contact with law enforcement, or require landlords to adopt policies or procedures that do so.



CA Assemblymember
Tina McKinnor

AB 1607 (Carrillo). LA County Affordable Solutions Act: Allows the Los Angeles County Affordable Housing Solutions Agency (LACAHS) to transfer a portion of revenue raised by a tax measure to the County of Los Angeles for programs that provide support and services to prevent and combat homelessness.



CA Assemblymember
Wendy Carrillo

AB 1679 (Santiago) – OPPOSE. Transaction and Use Taxes: County of LA. Authorizes Los Angeles County (LA County) to impose a transaction and use tax (TUT) that exceeds the 2% statutory limitation.



CA Assemblymember
Miguel Santiago

SB 48 (Becker). Building Energy Savings Act- requires the California Energy Commission (CEC) along with other agencies, to develop a state strategy to achieve state goals for energy and greenhouse gas (GHG) emissions from existing buildings.



CA Senator
Josh Becker

Continued on page 17



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SB 567 (Durazo) – OPPOSE

Just Cause: Makes revisions to the no-fault just cause eviction provisions of the Tenant Protection Act of 2019 (TPA) and provides additional enforcement mechanisms for violations of restrictions on residential rent increases and no-fault just cause evictions, to take effect April 1, 2024.



CA Assemblymember
Elena Durazo

AB 875 (Gabriel).

Courts: Reporting Data. Requires California courts to report aggregated data regarding unlawful detainer actions.



CA Assemblymember
Jesse Gabriel

SB 712 (Portantino).

Micro Mobility Devices: Prohibits a landlord from prohibiting a tenant from owning personal micro mobility devices, as defined, or from storing and recharging up to one personal micro mobility device in their dwelling unit for each person occupying the unit.



CA Assemblymember
Anthony Portantino

Finally, there are several bills **still pending** on the Governor's desk, including:

AB 12 (Haney) – OPPOSE.

Security Deposits: Would prohibit a landlord from receiving a security deposit for a rental agreement in an amount in excess of one month's rent, regardless of whether the residential property is unfurnished or furnished. We did achieve a carve out for owners of up to 2 properties/4 units.



CA Assemblymember
Matt Haney

The bills below have been **vetoed** by the Governor:

AB 309 (Lee).

Social Housing Act: Creates the Social Housing Program (Program) within the Department of General Services (DGS) to identify and develop up to three social housing projects on state-owned surplus land deemed suitable for housing.



CA Assemblymember
Alex Lee

AB 548 (Boerner) – OPPOSE.

State Housing Law: Inspection. Requires local enforcement agencies to develop policies and procedures for inspecting multiple units in a building if an inspector or code enforcement officer has determined that a unit in that building is substandard or is in violation of state habitability standards.



CA Assemblymember
Tasha Boerner

AB 524 (Wicks) – OPPOSE.

Discrimination: Family Caregiver Status. Expands the protected characteristics under the Fair Employment and Housing Act's (FEHA) anti-discrimination provisions in employment to include family caregiver status.



CA Assemblymember
Buffy Wicks

AB 1317 (Carrillo) – OPPOSE.

Unbundled Parking: Would require the owner of residential real property that provides parking with a residential unit to unbundle parking from the price of rent ("unbundled parking" selling or leasing parking spaces separate from the lease of the residential use).



CA Assemblymember
Wendy Carrillo




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FOR SALE	Santa Barbara	Commercial Condo Suite	\$ 995,000
IN ESCROW	Isla Vista	4 Apartment Units	\$4,500,000
SOLD 2023	Santa Barbara	8-Key Hospitality	\$5,200,000 (Seller)
SOLD 2023	Carpinteria	Mixed-Use / Hospitality	\$5,650,000 (Seller)
SOLD 2023	Gaviota	Development Parcel	\$4,285,000 (Seller)
SOLD 2023	Isla Vista	Development Lot	\$2,500,000 (Seller)
SOLD 2022	Santa Barbara	Commercial Retail	\$2,150,000 (Buyer)
SOLD 2022	Santa Ynez	Commercial Vacant Lot	\$ 900,000 (Seller)
SOLD 2022	Santa Barbara	4 Apartment Units (beach)	\$8,835,000 (Seller)
SOLD 2022	Santa Barbara	Mixed-Use 2 Spaces + SFR	\$4,887,500 (Seller)
SOLD 2022	Santa Barbara	8 Apartment Units	\$5,950,000 (Seller/Buyer)
SOLD 2022	Santa Barbara	5 Apartment Units	\$3,950,000 (Seller/Buyer)
SOLD 2021	Santa Barbara	2 Development Lots	\$2,600,000 (Seller/Buyer)
SOLD 2021	Isla Vista	Development Lot	\$ 750,000 (Seller/Buyer)
SOLD 2021	Santa Barbara	Retreat Compound	\$7,500,000 (Seller/Buyer)
SOLD 2021	Isla Vista	2 Apartment Units	\$1,585,000 (Seller/Buyer)
SOLD 2021	Goleta	2 Commercial Spaces	\$1,168,000 (Seller/Buyer)

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AB 1332 (Carrillo) – SUPPORT
ADU Pre Approved Plans: Requires local governments to create a program for the pre-approval of Accessory Dwelling Units (ADUs).



CA Assemblymember
Juan Carrillo

AB 1620 (Zbur) – NEUTRAL
Permanent Disabilities: Comparable Units. Allows a jurisdiction with rent control to require an owner of a rent-controlled unit to allow a tenant with a permanent physical disability to relocate to an available comparable or smaller unit located on an accessible floor of the property and retain their same rental rate. We negotiated amendments on this bill to remove opposition.



CA Assemblymember
Rick Chavez Zbur

SB 71 (Umberg) – SUPPORT
Small Claims and Limited Civil Case: This bill increases the amount in controversy limits for civil cases within the jurisdiction of the small claims court, as specified. This bill increases the limit on the amount in controversy for an action or special proceeding to be treated as a limited civil case.



CA Senator
Tom Umberg

SB 267 (Eggman) – OPPOSE.
Credit of Persons Receiving Government Subsidies: Would prohibit the use of a person's credit history as part of the application process for a rental housing accommodation without offering the applicant the option of providing alternative evidence of financial responsibility and ability to pay in instances in which there is a government rent subsidy and would require that the housing provider consider that alternative evidence in lieu of the person's credit history.



CA Senator
Susan Eggman

An issue that the Legislature did not fully address during session was the growing problem of insurance in the state. The Legislative leaders have said that they will continue to work on the issue this fall and going into next year.

Initiative Update

Two other constitutional amendments that were passed by the Legislature, but didn't need a signature by the Governor are ACA 1 and ACA 13. Those bills had a large coalition of opposition, but were able to secure the required 2/3 vote of the Legislature. They will join the list of eligible initiatives for the November 5th, 2024 ballot. Top priorities for CalRHA are the Justice for Renters Act and Taxpayer Protection Act

ACA 1 (Aguiar-Curry) – OPPOSE.

Voter Approval Threshold: ACA 1 lowers the voter threshold from a 2/3 supermajority to 55% majority to approve local (city, county, and special district) GO bonds and certain special taxes for affordable housing, public infrastructure, and permanent supportive housing projects, and defines those terms.



CA Assemblymember
Cecelia Aguiar-Curry

ACA 13 (Haney) – OPPOSE.

Initiative Threshold: This measure would further provide that an initiative measure that includes one or more provisions that would amend the Constitution to increase the voter approval requirement to adopt any state or local measure would be approved by the voters only if the proportion of votes cast in favor of the initiative measure is equal to or greater than the highest voter approval requirement that the initiative measure would impose. The measure would specify that this voter approval requirement would apply to statewide initiative measures that appear on the ballot on or after January 1, 2024.



CA Assemblymember
Matt Haney

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HELP STOP RENT CONTROL INITIATIVE



A new rent control initiative will be on the November 2024 ballot.

2024 BALLOT INITIATIVE WHAT IT DOES

Local jurisdictions will have free rein to **impose and expand rent control.**

Will prohibit rent increases upon vacancy (also known as vacancy de-control) by **eliminating the owner's ability to charge the market rate** when a tenant vacates the unit.

Imposes rent control on **all properties** including **single-family homes** and **condominiums** by eliminating AB 1482 protections.

To stop this so-called "Justice for Renters" initiative in 2024, CalRHA and its affiliates are asking for your support and contribution to fight this third attempt by the same anti-housing activists behind Propositions 10 and 21 from 2018 and 2020. CalRHA and its regional associations collectively need to raise a minimum \$5 million dollars, so we're all in this together.

All funds raised will go toward the initiative fight. To make a contribution, please click [here](#) or scan the QR code. Thank you for your generosity.



PROPERTY OWNERS WHY IT MATTERS

Your rental income and property value will decline.

If you are renting your units below market, you may never catch up because the initiative allows local jurisdictions to "cap" how much you may increase rent following a vacancy.

Rent "caps" would apply to single-family homes and condominiums.



\$5 MILLION TARGET

The last rent control fight cost the broader housing industry \$80 million dollars. This next fight will cost even more.



DEDICATED FUNDS

Funds will be deposited into a dedicated account specifically for fighting the initiative.



SUCCESS TOGETHER

We defeated both the 2018 and 2020 rent control initiatives. With your support, we can do it again.



BEACHSIDE
PARTNERS

NEW LISTING!



30 UNITS IN LOMPOC | OFFERED AT \$5,475,000

701-717 NORTH F STREET | LOMPOC, CA 93436

(30) 2BD/1BA Units | 34,850 SF Lot | 5 Detached Buildings on 5 APN's | Upside in Rental Rates

701-717 North F Street is a well maintained 30-unit apartment building located in Lompoc featuring 5 detached buildings on 5 parcels totaling 34,850 SF of land. Built in 1960 the building has had several meaningful upgrades within the last couple years including new roofs and gutters, fresh exterior paint, fencing and secure gates along with tankless water heaters (3 in each building). Windows are dual paned. Kitchens have granite countertops. Second story units feature exposed beam ceilings. Maple trees along with drought tolerant landscape provide shade and inviting curb appeal. Convenient location for tenants within close proximity to Lompoc High School, shopping and buslines. Separately metered for electricity and gas. Uncovered off street parking. Upside potential on rental rates. Property is in an opportunity zone.



NICK HENRY & LORI ZAHN

NICK: 805-705-7311 | LORI: 805-451-2712

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SB County Housing Organizations



Partners in Housing Solutions



Partnering to Address the Housing Crisis

The housing crisis in Santa Barbara County has been evident for years with homelessness at the forefront. It seems like the obvious way to solve homelessness is housing, however, locally people are displaced at a quicker rate than they are housed. According to the 2023 Point in Time Count, homelessness in Santa Barbara County decreased by 3.7% in comparison to 2022 but the need is still overwhelming. And so, the question remains, how do we address this crisis?



Partners in Housing Solutions (PHS) helps people find long-term permanent housing!

We are a local nonprofit organization dedicated to helping the unhoused find and retain permanent housing through a network of rental property owners and managers.

The journey began when a dedicated group of accomplished and passionate individuals from Social Venture Partners Santa Barbara (SVPSB) led a homelessness conference at UCSB. There was interest in all of Santa Barbara County. The forum was attended by almost 700 locals. "It was well received, but some of us were left wondering how much we really helped", said an SVPSB member.

That thought led to the development of a task force to tackle this complicated issue. Assuming that Santa Barbara was not unique in this challenge, the research began to find an existing solution. They discovered a program in Seattle that started in 2009 that included landlords in its development called The Landlord Liaison Project. It was based on a collaborative effort between landlords, social service agencies, and people experiencing homelessness to overcome barriers to permanent housing.

This was the answer the task force was looking for. The team had a strong desire to make BIG strides. So, in 2015 Partners in Housing Solutions (formerly Landlord Liaison Partnership) was born.

Partners in Housing Solutions' model includes creating partnerships with social service agencies and rental property owners to streamline the housing process for the unhoused. Since its inception, PHS has helped over 1,100 formerly unhoused people get connected to permanent homes and partnered with 215 rental property owners/ managers. The work does not end when people obtain housing. PHS follows through to ensure that the people they serve can remain housed. Ninety-two percent of those placed by Partners in Housing Solutions remained housed for over a year.

The network of property owners/managers is the backbone of the program. As such PHS provides free services to support property owners who rent to their clients. Through the 24-hour turnaround hotline, they



help with tenant issues and questions. PHS provides mediation and tenant training as well as regular check-ins with clients which includes visits to the rental units. Their Risk Reduction Fund helps mitigate financial loss and placement incentives are extended for eligible households. Additionally, PHS works hand in hand with community partners to empower those they house to gain the tools they need to remain housed in the long term. Maintaining their relationship with rental property owners in their network is key to their success and to that of the people they serve.

PHS works to build trust with each partnership and wants to engage more rental property owners/ managers and community members to help in their efforts to address the housing crisis in Santa Barbara County.

To learn more please visit <https://www.partnersin-housingsolutions.org/>

Connect with us at info@partnersinhousingsolutions.org or (805)803-1584



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RENTAL PROPERTY OWNERS AND PROPERTY MANAGERS

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Peace of Mind

- Access to our 24-hour turnaround landlord hotline for help with tenant issues
- Tenant check-ins and mediation services



Financial Security

- Security Deposit with possibility of Double Deposit



Loss Mitigation

- Risk Reduction Fund of up to \$3,000 (this is in addition to the security deposit in the first year of tenancy)



Financial Benefits

- Placement Incentives for eligible households*
 - \$2,500 1st placement bonus
 - \$2,000 for any additional placements
- * Units must meet habitability and Fair Market Rate standards.

Partner with us to make a difference in our community!

805.714.0389 | WWW.PARTNERSINHOUSINGSOLUTIONS.ORG



What property owners say about
PARTNERS IN HOUSING SOLUTIONS

I wanted to thank you for your amazing communication and professionalism on behalf of this program. It is truly a pleasure working with you and the client we are now housing. We are very excited about this work and appreciate this program! —North County Property Owner Participant

I am really happy with the program and my tenant. It is working out great! —South County Property Owner Participant

I have been a real estate agent for over 43 years and have rented countless properties. Working with PHS has been the easiest and most beneficial process I have ever experienced. The PHS case manager followed up with me at every step and sent me the best tenant I've ever had. Great service, great tenant: I highly recommend PHS. —North County Property Owner Participant

"PHS 'levels the playing field' for those that have struggled to stay housed in a very competitive rental market. By offering additional rental support, incentives, hotline, and loss prevention, a landlord can consider PHS candidates with confidence." — Krystal, Participating Property Owner/Manager

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NEW ON THE MARKET

5 Multi-Family Properties in Greater Santa Barbara Area for Sale



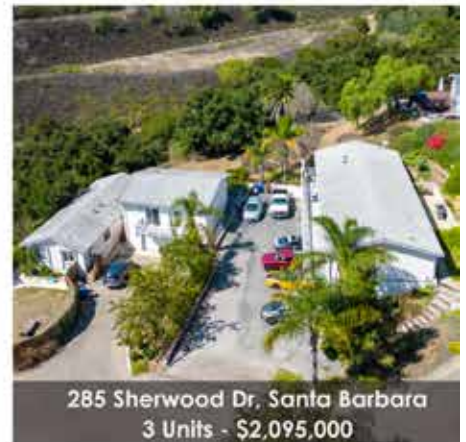
427 W Montecito St, Santa Barbara
19 Units - \$5,995,000



462 Linfield Pl, Goleta
4 Units - \$2,150,000



427 W Islay St, Santa Barbara
22 Units - \$6,750,000



285 Sherwood Dr, Santa Barbara
3 Units - \$2,095,000



3963 Via Lucero, Santa Barbara
16 Units - \$6,250,000

Any of these properties
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Business Partner Directory

Welcome to SBRPA's Business Partner Directory, our Vendors & Supplier listing. This is a special group created for our Vendors and Suppliers. You get a free listing in the Business Partner Director on the sbrpa.org website, and your page includes a description of your business, your logo and contact information, as well as a link to your website. LinkedIn/Facebook URLs and Twitter/Instagram handles. To join, fill out an online application or call the office to have a copy sent to you. For more information about Business Partners, contact Lori Zahn, Chair, SBRPA Business Partnerships, 805.451.2712



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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 County. 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.



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<https://crosscountrymortgage.com/michele-herrera/>

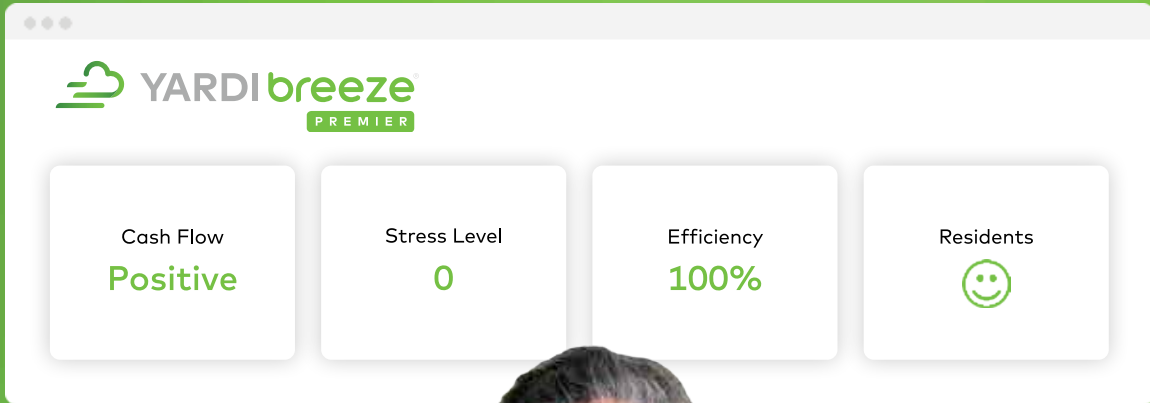
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Welcome to Sol Wave Water. With over 28 years, personally, of experience in all facets of the "water world" we know our industry and the local water. Our mission is to provide you with the best solutions to your water issue, dingy laundry, frizzy hair, 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/>



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NAA Education Institute (NAAEI)



National Apartment Association

NAAEI can help you succeed in the rental housing industry. With online and classroom training, you can learn the newest advancements and get credentials that will help you develop your career. Invest in yourself and take the necessary steps to become an industry leader.

Gain industry recognition and experience by earning your credential. Different credentials offer different professional training and career paths for rental housing professionals. NAAEI offers:

- CAM (Certified Apartment Manager)
- CAS (Certified Apartment Supplier)
- CAPS
- CAMT
- CALP

Earning your CAM (Certified Apartment Manager) credential allows you to demonstrate your skills, knowledge, and ability to manage an apartment community and owners' investment goals. The CAM credential is available both in-person or online and will cover:



- Occupancy rates
- Comprehensive marketing plans
- Sales team management and product readiness
- Equitable treatment of current and potential residents
- Resident retention and the maintenance of a positive company image
- Consistent and ongoing resident communication
- Positive resident service and issue resolution
- Enforcement of company policy in compliance with laws and regulations
- Property inspections
- Preventive maintenance programs
- Service request process
- Apartment turnover process
- Contractors and vendors
- Recruitment, hiring, orientation and training of high-caliber employees
- Systematic employee evaluation

- Employment regulations and record keeping
- Analysis of the property's financial operations with corrective actions for underperformance
- Monitoring of property performance to achieve the owner's investment goals
- Accounting principles and practices
- Maximizing net operating income
- Reporting property performance honestly and accurately.

Earning CAS allows you to network with your peers from other companies, learn about the benefits and activities your local apartment association offers and engage in apartment association meetings and events. The course is an opportunity for suppliers to hear the everyday challenges faced by apartment-manager customers. The program will be updated after NAA receives results of their May survey about the CAS training needs. The current content includes:



- Applicant screening, leasing contracts, and move-ins
- Rent collection, lease renewal, the move-out process, lease termination, and eviction
- Property management systems and their functions
- How community managers create a positive fair housing environment
- Minimizing risk through inspections, preventative maintenance, safety programs, & documentation
- Addressing property and environmental hazards and crime
- Analyzing property financial operations and underperformance
- Monitoring property performance to achieve an owner's investment goals
- Maximizing net operating income.

Earning your CAPS takes you to the next level in property management. It fast-tracks your career advancement and your corresponding earning potential.



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The CAPS course covers:

- Recruiting high-performing employees
- Employee performance, engagement, and retention
- Minimizing conflict through stakeholder communications
- Ethical behavior and conflicts of interest
- Annual operating budgets and owner performance objectives
- Property and portfolio results
- Due diligence process
- Property takeover process
- Capital improvement plans
- Managing risk through inspections, follow-up procedures, & incident reporting compliance
- Minimizing legal risk and liability
- Regulatory agency oversight of assisted housing
- Analyzing property performance data to inform action
- Management agreements

Earning your Certificate for Apartment Maintenance Technicians (CAMT) validates your knowledge, enhances your reputation and credibility, boosts your confidence and earns you respect.



The CAMT program is accredited by the American National Standards Institute (ANSI), a private non-profit organization that administers and coordinates the U.S. voluntary standardization and conformity assessment system. The program will teach:

- Processing work orders correctly in a timely fashion, and to residents' satisfaction
- Electrical services and repairs
- HVAC services and repairs
- Painting services
- Construction services and repairs
- Mechanical services and repairs
- Appliance services and repairs
- Lock and key services and repairs
- Customer service and performing maintenance tasks according to company policy & procedures
- Minimizing personal and property damage while safely performing maintenance activities
- Fair housing regulation compliance
- Environmental responsibility and regulatory compliance
- Reporting and documentation of maintenance activities in compliance with company policy and regulation
- Curb appeal, property inspection, and daily maintenance

- Established procedures for maintaining recreational facilities and common areas
- Implementation of a preventive maintenance schedule
- Repair and replacement decisions
- Professional behavior patterns, communication skills, and appearance
- Clear and respectful communication with residents, team members, and contractors.

In 2021, the National Apartment Leasing Professional credential changed its name to the Certified Apartment Leasing Professional credential. The newly named CALP credential continues to ensure that leasing professionals throughout the industry are fully prepared for success.



Earning CALP, your first industry credential, signals to an employer your commitment to a career in residential property management. This course will cover:

- Using technology to generate traffic
- Monitoring and managing your community's reputation
- Inspecting the leasing center, tour route, model units, and vacant apartments
- Shopping the competition while building relationships with competitors
- Compiling a comprehensive community resource tool
- Effective marketing plans
- Relationship sales process and evaluating personal sales performance
- Evaluating a prospect's commitment level and overcoming objections
- Reviewing the next steps in the sales process with prospective residents
- Applying fair housing laws and communicating rental criteria
- Qualifying prospective residents according to rental policy
- Preparing and reviewing leases with new residents
- The move-in process
- Responding to resident issues and maintenance requests with appropriate follow-up
- Building relationships with residents and creating a sense of community
- Reporting incidents, maintaining documentation, and taking corrective action
- Maximizing revenue and operational efficiency
- Securing and processing lease renewals
- Conducting a market survey.

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- 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

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Annual SBRPA Member Meeting

December 7, 2023 • 12:00 noon – 1:30 PM

Please mark your calendars and join us Thursday, December 7, 2023, 12:00 noon for our annual meeting at the Santa Maria Inn.

This is a Members Only meeting, and we will be voting on the proposed slate of 2024 Board of Directors.

We will be providing a light lunch.



*Santa Maria Inn
801 South Broadway, Santa Maria, CA*

PROPOSED SLATE FOR 2024 BOARD

The proposed slate includes SBRPA President Betty Jeppesen, SBRPA Vice-President Harold Goldman, and Director Danielle Holzer-Burkitt. Members are encouraged to nominate additional candidates for the Board of Directors. Please send submissions to Admin@SBRPA.org.



Betty Jeppesen
jeppesenlaw@gmail.com



Harold Goodman
smp_hwg@yahoo.com



Danielle Holzer-Burkitt
danielleHolzer@dmhproperties.net



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~ 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.

Rental Owner Updates

BRING YOURS OR RENT OURS!

The following cash flow tip was taught at our last Landlord Convention by Brad 20,000 IN, and he shared it in a recent forum discussion on our website. This cash flow tip pays him well.

"I signed a new lease today. My ads say 'Bring your own appliances or rent ours - stove, refrigerator, washer, or dryer \$35 each'. Lots of people have their own and I was providing them for free all these years while they stored theirs in the garage.



At the 2-Minute In-Home Visit they said, 'We want to rent the appliances. Your price is way cheaper than Rent-A-Center.'

They signed for all 4 appliances. \$140 additional rent each month x 12 = \$1,680 additional income per year. We could easily replace all 4 for that money and still have profit leftover.

The residents stay for 3 years = \$5,040 income.

For that you could replace all the appliances several times over!

GOING BEFORE THE JUDGE – WINNING COURT TIPS

If you are going before a judge with your tenant anytime soon, I would encourage you to stop now and read a discussion currently taking place on our forum this week that has several helpful tips that may make the difference between winning and losing in court. Advice included the discussion from one successful landlord and former attorney known as Mike45 (NV), who shared a few practical tips below:

- Do NOT interrupt.
- Take notes of what the Tenant says, so you won't forget. Keep calm!
- Texts: Print them out, three copies. Some judges will not let you show them the cell phone.



- Photos: Three set of prints.
- Bring 3 Sets of everything. I put the three sets of photos, texts, lease, etc. into three binders, with tabs and dividers. Being well organized impresses the judge.
- Take a deep breath and win!

DON'T JUMP JUST CUZ THEY SAY JUMP!

One landlord shared how over time he has come to the point where he would rather tell applicants or residents how things must go if they are to move in or how they must reside in the home. In the past he would have tried to bend over backwards to assure applicants/residents to accommodate their request for something to be done differently, only later to discover that accommodating the resident's requests often leads to more and more requests or complaints.

For example, the landlord had a college student who wished to move in to his rental which was very close to the college, just one block away. It was perfect for him. However, the student was going to be traveling home on the weekends (about 50 miles away). The father asked if the landlord would be negotiable on the rent.

The following is the response as told by the landlord and also a second example of how this rental property owner has evolved over time in his landlording practices.

I said to him, "Sure how much more do you want to pay?" I got this, of course from the MrLandlord site!

He laughed. I laughed, and he never mentioned it again. I held my ground and he sent his application in and his son will be moving in on Monday morning.

Done! No more explaining this, or explaining that, no more pandering. Take it, or leave it! You want the room or not? I am not mean about it. I'm just firm and provide no excuses. It has taken me a while but it feels really good to hold my ground.

Another example: since there are two rooms in that apartment, the other one was vacant. I had somebody from out of town who wanted to look at it. We made a

Continued on page 37

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time for 12:30 today. At 11 o'clock he texts me and he says, "I just woke up, I will be there at 1:30". I texted him back and told him that I was sorry that I was not available at 1:30 as we made an appointment for 12:30. We would have to reschedule.

I live right around the corner. Could I have been there at 1:30? Yes, I could have. However, it was how he dealt with it. He told me that he would be there at 1:30. No asking if it was OK, nothing. Again, in the past I would've said sure that's fine. But I would be jumping all over the place all the time, and I refuse to do that now.

This landlord has learned NOT to jump every time an applicant or resident says "Jump!". View the complete "Grow a thicker skin and stop jumping" discussion (<http://Mrlandlord.com>), where several other landlords shared what it took for them to finally stand their ground and stop jumping just because someone says to jump.

ALLOW RESIDENTS WITH BIRDS?

One of the reasons for the popularity of our Q&A Forum is that it covers a wide range of topics that landlords could face. A landlord asked this week on the forum about a topic that is not often addressed on the Q&A. Have you had any experience renting to residents with birds? And if so, how would you respond to the following question?

"A prospective Tenant is asking if we would allow two birds that stay in a cage? Any thoughts or past experience is appreciated. Seems kind of harmless, but I have nothing to base this on."

The responses from other landlords definitely gave some food (or poop) for thought to the landlord who asked the question.

Increase the deposit like any other pet. I had one tenant that kept letting the bird out of the cage. When they moved i had claw marks everywhere.

– Jim CA

I had a pair of lovebirds once. A "moving" gift from a friend - found out why!! They could open their cage no matter how I tied it shut and though at first they couldn't fly, they COULD climb drapes, chew shoelaces (and anything else) poop on anything...they ruined the drywall edging...then one day suddenly they could fly and right out the sliding door they went...I was not sorry. Anyway: no, no birds.

– WMH NC

Bird crap can spatter the walls in the corner.

– Ray PA



I made that mistake one time with a tenant and allowed birds in a cage. Two birds, parrots if I recall. What a mess. Never again.

– FloridaNative FL

Bigger ones scream at dawn to welcome the day. I had to put mine in a closet so he wouldn't wake anyone up. If it's a single family with distance from other homes may be OK. Mine died from the chemicals in non stick pans cooking. I had no idea of that problem.

– Allyn NJ

I allowed this once many years ago. Figured - what damage could a parakeet do? Repainted after move-out and found plenty of bird poop on top of the windowsills from this "always in the cage" pet. Never again.

– Tony NJ

Check your local Tenant/Landlord laws before you increase the security deposit/pet deposit. Here in Los Angeles your total combined deposit can be only two times the amount of monthly rent, unless you rent out a furnished unit, then it can be three times the amount of the monthly rent.

– KB CA

Whether it's birds or other animals allowed in your rental, do you require that your residents carry insurance? Some landlords actually pay for it and then they include insurance coverage as part of the total rental package that helps protect the resident AND the landlord. The coverage is called Tenant Protector Plan*. The coverage also reimburses you, the landlord, for lost rental income up to \$1,000 for unexpected vacancies due to tenants who skip out mid-lease or who are evicted.

Most policies have a fine print that says they don't have to pay a claim if a place is vacant more than XX days. In my policy, it is 45 days.

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Santa Barbara Happenings



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Rent Control is the Wrong Solution for Housing Affordability



(image Thomas Sewell, wikicommons)

In his popular book Basic Economics, the economist Thomas Sowell writes that the "primary role" of prices is "to provide financial incentives to affect behavior in the use of resources and their resulting products."

Because of this, "[e]conomic policies need to be analyzed in terms of the incentives they create rather than the hopes that inspired them." This means that in a situation where there is a high demand for a resource or product, the price should increase to reflect that demand and increase even further as supply dwindles. These increasing prices then incentivize producers/suppliers to increase the supply until it meets the demand.

When the government lowers prices irrespective of supply or demand, as in the case of rent control, the underlying reality of supply and demand is ignored. Although demand may be high and supply may be low the price doesn't reflect this. While the intention may be to lower rental prices in order to help renters, the result disincentivizes landlords from renting out their properties.

Consequently, landlords take their properties off of the market (single family homes are readily salable to new owners and removed from the rental market) and those who remain try to minimize their losses by lessening spending on maintenance, upkeep and upgrades which leads to deteriorating properties. Rent control also disincentivizes developers from building residential units because the potential returns are seen to be lower than other investments.

Lastly, it is unnecessarily cumbersome for government officials to manage prices using bureaucracy because bureaucracy is slow to identify and respond to changes and needs. The only way to actually lower rent costs is to build more buildings (increase supply).

Rent control also paralyzes housing opportunity as renters with artificially low rent refuse to leave and make room for new younger renters.

SB City Council Agrees to Let City's Housing Authority Build 63 Rental Units Targeting the 'Missing Middle'



(image Proposed Development, Housing Authority of the City of Santa Barbara)

The Santa Barbara City Council recently approved a 63-unit residential project to be built on the corner of Carillo and Castillo that is set at affordable rates for middle- and moderate-income earners. It will

also have 7 low-income units. Currently, a parking lot filled with RVs and cars which people are living in is sitting on this corner.

The city made many concessions for the project including: allowing the proposed building to exceed the 45-foot height limit, allowing less yard space than is typically required, allowing the project to encroach 8-10 feet into the creek area and allowing unbundled parking. Unbundled parking means that tenants with cars pay for a parking spot on top of their rent.

Tri-County Agriculture: Our County's Economic Engine

The 2022 Agricultural Reports for Santa Barbara, Ventura and San Luis Obispo counties were published recently. Overall, \$5.141 billion in revenue was generated by agriculture in the tri-county area, a 2% increase from 2021.

In Santa Barbara County, strawberries were still the highest grossing crop, earning \$810,923,000. Cauliflower was the second most valuable crop, earning \$96,657,000 and wine grapes were the third most valuable crop, earning \$96,334,000. According to the report, Santa Barbara County exports produce to many countries. In 2022, the top 3 were: Canada, Saudi Arabia, and Mexico.

Nursery products, apiary products (honey, bee

Continued on page 41

WELCOME NEW MEMBERS

Julianne Pena, Jane & Joe Streiff, Wynette Winkler & Allen Paneral, Patrick Navailles, Amitabh Ghoshal, Jane Macedo de Veer, Nate Briner, Lisa Thompson, Rudy Stowell, Mark Cole, Kaye Addington, Karen Frankenberger, Mary Rose, Donna Old, Andrew Kwok, Nanette Pratini, Don Decker, Gary Rossol, Joan Thompson, Rebecca Reyes, Susan Coupland, Mike & Sherry Duckett, Edward Zarate, Austin & Vanessa Hargett, Carlos Adame, Karen Bull, Barbara Silver, Jorge Escamilla, Tom Dietsch, Gail McAdams, John Gobbell Jr., Craig Savage, Jim Winsayer, Martin Krebs, Alexandra Williams, Jeff McCune, Karen Spechler, Roulette Wm Smith, Dominique Hannaux, Rose Marie Jameson, Alan Lerner, Yolanda Blue, Salvador Santoyo, Helen McGillivray, John Whitehurst, Brenda Linan, Marcia Gonzalez, Luisa Velez, Julie Chang, Raymond Hoyt, Mark Trabucco, Joseph Moticha, Jorge Escamilla, Liliana Garcia, Brittany Newton



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pollen and other things produced by bees) and livestock were included in the county gross production total of \$1.9 billion, but cannabis, which only earned around \$260,370,000, was not. Costs to farmers for labor, equipment and other expenses were not factored into these reports.

Carpinteria City Council Member Roy Lee to Challenge Das Williams for First District County Supervisor Sea



(image SBIndependent.com)

Roy Lee, a member of the Carpinteria City Council and owner of Uncle Chen Restaurant in Carpinteria, will be running against incumbent First District Supervisor, Das Williams in the March primary election. According to Lee, his "top priority" is "creating housing solutions that meet the needs of our residents while protecting our communities from unchecked development."

As a Turtle Moves so does SB City Council Move in Fixing Broken State Street

The council voted 4-3 to defeat a local citizen led effort to reduce the existing "no car zone/ pedestrian- electric bike disaster waiting to happen" zone to two-blocks and allow cars back on the remaining six blocks. This would have been the first significant step in fixing broken State Street. Instead, the Council voted 5-2 to extend the legislation that allowed the council to "create" the promenade in the first place—in response to the COVID emergency—to December 31, 2026. But it also voted to tweak the existing no-car rule to allow patrons of the Granada to drive up State Street from Anapamu to Victoria Street so they can disembark right in front of the theater. Some progress is better than none but there is a long way to go to actually fix things.

Newsom Signs off on Multiple Bills Intended to Hurt Existing Neighborhoods

Starting in January 2024, multiple bills will go into effect that were signed by Governor Newsom in an attempt to change existing neighborhoods.

This includes legislation allowing homeowners to sell units built in their backyard, legislation allowing housing to be built in areas of the coastal zone where it was previously prohibited, extending legislation that was set to end in 2026 which streamlines the multifamily housing development process and legislation discussed in more detail below that would allow faith-based organizations and non-profit colleges to build housing on their land.

Affordable Housing Coming to Your Church and College Campus

In October, Governor Newsom approved Senate Bill 4, the Affordable Housing on Faith and Higher Education Lands Act. It will allow streamlined approval for housing developments that are proposed by, and built on the land of, non-profit institutions of higher education or faith-based organizations. In order to be approved through this streamlined process, these housing development projects would have rent and resale price controls. The proposed housing projects that meet the statutory requirements would bypass the California Environmental Quality Act and many local design standards.

According to report issued by the Turner Center at UC Berkeley, over 171,749 acres of land statewide owned by not-for-profit colleges and faith-based organizations could be developed for housing. They also point out that these organizations are often located in areas with more and better opportunities than those typically available in areas where low-income housing is built.

A recent SB Foundation report identified 222 parcels owned throughout Santa Barbara County by faith-based organizations that could be used for housing development and nonprofit colleges and universities controlled 92 additional parcels.

Terry A. Bartlett is a real estate, housing, and landlord-tenant attorney at Reetz, Fox & Bartlett LLP in Santa Barbara.



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