

CalRHA



May 2023

SANTA BARBARA



bill graphics: CalRHA





# LET'S TALK ABOUT INSURING YOU PROPERLY Team Omnia can help!

For over 35 years, Omnia Insurance & Risk Solutions has been the local choice for insuring Condominium Associations, Apartment Complexes, and Rental Properties along the Central Coast.

INSURANCE & RISK SOLUTIONS INC.

Ready for anything.

(805) 563-0400 Omniains.com 4213 State Street, Suite 205 Santa Barbara, CA 93110



CA Lic# 0L60662

# Table of Contents

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

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

Office Hours: Open but please call for an appointment

www.sbrpa.org Phone: (805) 687-7007 Fax: (805) 687-9708

#### SBRPA 2022-2023 OFFICERS

President Betty L. Jeppesen, Esq. 1st Vice-President Harold Goodman Treasurer Chris Agnoli Secretary Mike Bruce Executive Director Laura Bode Steve Battaglia, Director Nick Gonzales, Jr., Director Danielle Holzer-Burkitt, Director Lydia Perez, Director Andy Sillers, Director Lori Zahn, Director

#### Graphic Design

Darkblade Enterprises

The Rental Property News Magazine is published monthly by the Santa Barbara Rental Property Association, Inc. Editorial/ advertising offices are located at:

123 West Padre Street, Suite D Santa Barbara, CA 93105 Phone (805) 687-7007

Subscription is included in the annual membership dues.

# May 2023

SBRPA President's Message.       5         Betty L. Jeppesen, Esq., SBRPA President
Calendar of Events       7         Upcoming Industry events – Virtual and Regular
<b>SB City Council Ordinance 6107</b>
CalRHA (California Rental Housing Association)
CalRHA Priority 1 Bill List 17 Descriptions of current proposed bills of interest to the Rental Housing Industry
Business Partner Directory
Mr. Landlord (2002 MrLandlord.com <sup>©</sup> )
NAA (National Apartment Association)
Santa Barbara Happenings
Directory of Products and Services

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

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

# COMMERCIAL & RESIDENTIAL





Commercial Parking Lot Sealcoat & Striping

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

CONTACT@CCPAVE.COM

RATTORIA GRAPPOLO

LIC# 1022233 C12

# President's Message



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

On March 21, 2023, the Santa Barbara City Council enacted yet another emergency ordinance namely Ordinance 6107 which amends Santa Barbara Municipal Code Chapter 26 section 26.50. The reasoning was that housing providers were finding "loopholes" to evicting tenants for Just Cause, No Fault reasons. The main focus was terminations of tenancy for major remodel which tenants have termed "renovictions." This emergency ordinance was enacted and effective immediately that day.

# MAIN TAKE AWAYS FROM 3/21/23 COUNCIL VOTE ON EMERGENCY MEASURE CONCERNING RENOVICTIONS

The first thing is that the City Council listens to rumors and not facts. They react to tenants ahead of housing providers. Only a couple of housing providers could be identified as having found those "loopholes" and in fact were not identified. When questioned by housing providers about that, the City Council stated that those landlords **should [please take out "should" and replace with "would"]** remain nameless. It was brushed aside why the City did not simply prosecute the few instead of harming the many.

We need to get factual information from housing providers to the City Council. We need to inform them of details of the deleterious effect these laws have on housing providers, the industry, and the consequent lack of availability of rental units. The more onerous it becomes to be a housing provider, the more likely it is for "Mom and Pop" housing providers to sell their property to either people who will live there themselves or to corporate entities who will be unable (due to higher property taxes than the former owner had) or unwilling (because they are in this business for profit only) to rent at the same rental rate. Please begin to write to the Mayor and members of the City Council about your real life experiences as a consequence of their actions.

The main changes that were made to the City Ordinance are as follows:

If a housing provider now wants to significantly renovate or remodel, he/she must now do the following ADDI-TIONAL things:

 The housing provider has to give the tenants an "early alert notice." There is no definition of what that is in the Ordinance. It is an additional 60 day notice served at least 60 days BEFORE the actual notice to the tenant of termination of tenancy based on the Just Cause, No Fault termination reason of substantial remodel. This means that a housing provider has to give a written notice (not text, not email) to the tenants that "At least 60 days from now I will be giving you an official 60 day notice of termination of tenancy based on substantial remodel."

- The second onerous thing that was added was that the housing provider **must have obtained ALL permits** to do the work BEFORE they can issue the 60-day notice of termination of tenancy based on substantial remodel.
- The third thing that a housing provider **must now do** is to serve copies of all permits along with a written notice explaining why the work must be done; why the tenant cannot be there while it is being done; and the type and extent of the work being done.
- The fourth thing that a housing provider **must now do** is to file a copy of all the documents served on the tenants with the Community Development Department.

If the housing provider does not do ALL of these steps, the housing provider cannot terminate the tenancy and stands to lose in Court if they try to file an Unlawful Detainer based on an otherwise lawful 60-day Notice of Termination of Tenancy for the Just Cause/No Fault reason of substantial remodel as is otherwise allowed under state law.

So, here is yet another trap for Mom and Pop landlords.

Remember that this emergency ordinance affects those properties that are **not exempt**. And, remember, even those properties that COULD BE EXEMPT are not unless you have that specifically stated in your rental agreement or lease. If it is not there, you can amend your Lease with the tenant's approval or at renewal or if a month-to-month rental agreement, you could serve the tenant with a change of terms of tenancy adding the provision in 30 days' time. This could save you a tremendous amount of money.

Also remember to check that you are using the very latest rental agreement and other forms.

Thank you for your membership.

Betty L. Jeppesen

President





8-UNIT MULTI-FAMILY ASSET NEAR RITZ-CARLTON BACARA, UCSB & ELLWOOD BEACH'S SPERLING PRESERVE

> \$3,275,000 \$409,375/Unit

Ideal mix of (2) IBD/IBA, (2) 2BD/IBA, (4) 2BD/1.5BA immaculately maintained units. Private balconies, on-site laundry & 9-space parking lot. Easy access to Fwy and numerous amenities. Current rents well below market offering rare opportunity for rental upside.

#### Contact listing agents for details & showings

#### **STEVE GOLIS**

805.879.9606 • *sgolis@radiusgroup.com* CA Lic. 00772218

#### **MIKE LOPUS**

805.879.9637 • *mlopus@radiusgroup.com* CA Lic. 01970736

#### **ANETA JENSEN**

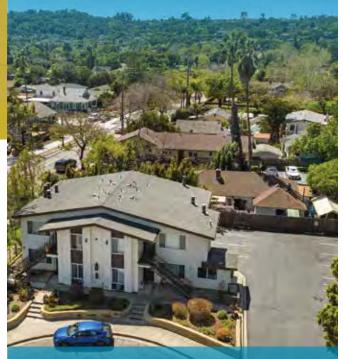
**805.879.9624** • *ajensen@radiusgroup.com* CA Lic. 01994822



RADIUSGROUP.COM

# 20110AK AVE SANTA BARBARA CA 93101

10



FIRST TIME ON MARKET IN OVER 40 YEARS (8) 1BD/1BA UNITS ON QUIET WESTSIDE CUL-DE-SAC

\$ 2 , 9 7 5 , 0 0 \$371,875/Unit

# SBRPA Calendar



#### SBRPA MEMBERS

#### SBRPA Fall Classic

Friday, Sept 15th, 2023 Sandpiper Golf Course Transition House

SAVE THE DATE! This year's Annual Charity Golf Tournament to benefit Santa Barbara's Transition House will be held at the Sandpiper Golf Course. More details on sponsorships and registrations will be available soon on our website.

#### OTHER EVENTS

#### 22nd Annual MrLandlord.com National Convention

June 1-3, 2023 · Columbus, Ohio

This event is put together and designed specifically for mom and pop rental property owners. Learn ways to maximize your rental income. See page 27 or go to https://landlordconvention.com

The landlord for SBRPA's office building now requires that the outside doors be locked at all times because of recent security issues. Thus, if you want to visit the SBRPA office, please contact us in advance so we can unlock the door for you! We would love to have you visit.

Email admin@sbrpa.org or

If you have an item of interest to our members, please submit it to magazine@sbrpa.com



# AT ASSOCIATION Q2 2023 Upcoming Events

APARTMENTALIZE see page 29

June 6-7, 2023 Georgia World Congress Center, Atlanta, GA

#### Exhibit (at Apartmentalize)

Apartmentalize is the rental housing industry's ultimate gathering, bringing together apartment housing professionals from across the country and around the world. Featuring world-class speakers, expert-led education sessions, suppliers demonstrating the latest products and services, and lots of networking. For more information about exhibiting or sponsoring, visit the Apartmentalize website or contact: expo@naahg.org.

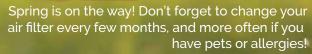
#### Maintenance Mania®

Maintenance technicians compete individually to win various local awards and a chance to compete at the National Championship held at Apartmentalize.

# Welcome New Members

Gregory Keller, Rene Cadena, Sabrina Cruz, Laura Bridley, Colin Barker, Craig Ólson, Rachel Aarons, Deborah Deneault, Ken & Lisa Kelliher, Mari Brill, Raoul Martin-Blouin, Rosa Lee Gutierrez, Abbe Kingston





st 1985

Lic# C20-483508

A high-efficiency filter can provide some relief from allergies by trapping smaller airborne particles. There are also special high efficiency filters designed to help reduce allergens.

This is a good time to give us a call and schedule your semiannual HVAC maintenance. If you wish to change the filter yourself but you're not exactly sure how to do it, you can look up a tutorial on YouTube.

Look at the label on the side of the filter to verify it's the right size. There are also arrows that indicate the correct way to install it – you want the air to return in the direction towards the furnace, not away from it.

email: donsheatingsb@gmail.com

CARPETS VINYL

### DRAPES BLINDS

# JODY'S WINDOWS AND FLOORS

Dons HE

& Air Conditioni

805-683-22

# (805) 637-6343

JODYSWINDOWSANDFLOORS@GMAIL.COM

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

<ul> <li>NO. 6107</li> <li>E. There is a housing shortage in Santa Barbara, particularly for middle, moderate, low, and very low income households. This Ordinance addresses an urgent need to protect tenants from evictions, particularly evictions by owners using apparent loopholes in existing regulations to exploit and displace tenants. This Ordinance reflects the original intention of the City Council when it adopted Ordinance No. 5979. Therefore, to preclude further disruption and prevent actions that will displace tenants and reduce affords by AMENDING SECTION</li> <li>INST CAUSE FOR</li> </ul>	F.       The regulations enacted by this Ordinance are more protective than the provisions of Civil Code Section 1946.2. The City Council makes this binding finding finding because this Ordinance provides higher relocation assistance amounts than state law and provides specific requirements for the exercise of no-fault just cause evictions. In addition, this Ordinance provided under AB 1482, which would otherwise sunset in 2030. <b>The City Council makes this binding finding because this Ordinance provides higher relocation assistance amounts than state law and provides specific requirements for the exercise of no-fault just cause evictions. In addition, this Ordinance provided under AB 1482, which would otherwise sunset in 2030. The City Council makes this binding finding findig finding findig finding finding finding fin</b>	of the solution of the solution of the solution of the solution of the recent in the recent of the recent in the recent of the following substances of the solution of the sol	73
ORDINANCE NO. 6107 AN EMERGENCY ORDINANCE OF THE COUNCIL OF THE CITY OF SANTA BARBARA AMENDING THE SANTA BARBARA MUNICIPAL CODE BY AMENDING SECTION 26.50.070 PERTAINING TO JUST CAUSE FOR RESIDENTIAL EVICTIONS	THE CITY COUNCIL OF THE CITY OF SANTA BARBARA DOES ORE FOLLOWS: SECTION 1. Findings and Determinations. The City Council finds and det as follows: A. Safe, decent, and sanitary housing is a human necessity and right.	B. The City Council reaffirms its General Plan Housing Element g stated in 2005, of "ensuring affordable housing opportunities for all economic leve community, while protecting the character of established neighborhoods." (2015 Element, p.57.) The City Council also recognizes that providing a wide range of and to retain and house the City's local workforce. The City's General Plan Element identifies renter-occupied housing units as comprising nearly 60% of the available in the City. (2015 Housing Element, p.50.) The Housing Element, p.50.) Both i percentage of City renters and the percentage of renters of all housing femend, providing a wide range of renters are overpaying for housing concuments that given local housing costs, nearly 44% of all housing that recogningher than statewide averages. Therefore, the City Council desires to freasonable protections for City residents living in rental housing that recognimportant role that rental housing plays in the provision of affordable housing. C. The Tenant Protection Act of 2019 (Stats. 2019, ch. 597; "AE established statewide averages. Therefore, the City Council desires to which supersede state law. D. On December 9, 2020, the City Council adopted Ordinance N housing regulations codified as Chapter 26.50 of the Santa Barbara Municipal Constructions for City transites to enact more protective local regulations codified as Chapter 26.50 of the Santa Barbara Municipal Constructions for City council adopted Ordinance N house that it is necessary to make certain amendments consistent with the origin for the finds that it is necessary to make certain amendments on Sivil to exploit the finds that it is necessary to make certain amendments consistent with the origin of Ordinance No. 5979.	~

If you Manage It ... We're Unmatched in Reliability Satisfaction **Customer** Service



www.mastercarehomecleaning.com

# Your Client's Wellness in Mind...

CDC quidelines will be adhered to by all team members

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

# (805) 683-1915



# **MERIDIAN GROUP**

Real Estate Management, Inc.



#### COMMITTED TO EXCELLENCE

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

ADDING VALUE TO YOUR INVESTMENT Since 1999

Locally Owned and Managed by **Robert Kooyman, CPM® & Robert Ramirez** CA DRE License #01272282

> 5290 Overpass Road, Building "D" Santa Barbara, CA 93111 P. (805) 692-2500 / F. (805) 692-5020 www.meridiangrouprem.com



**Sundance** Press

**Short Run Publication Printing** 

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

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

> sundancepress.com 520.622.5233

iii. Served the tenants with a copy of the permits along with a w	ORDINANCE NO. 6107
notice staining the reason for the termination, the type and scope of work to be perior why the work cannot be reasonably accomplished in a safe manner with the tene place, and why the work requires the tenant to vacate the residential real property 1 least 30 days. The copy and notice shall be contained in or served concurrently with notice of termination required by Section 26 50 040.	STATE OF CALIFORNIA ) COUNTY OF SANTA BARBARA ) SS.
income of remained performed by Decided to Community Development Department, a copy of documents control on the tensort under exheavion ii	CITY OF SANTA BARBARA
upounterins served on the renark under subsection, subdivision, paragraph, sentence, cl SECTION 3. If any section, subsection, subdivision, paragraph, sentence, cl	I HEREBY CERTIFY that the foregoing emergency ordinance was adopted by the
or phrase of this Ordinance or any part hereof is for any reason held to be unconstituti such decision shall not affect the validity of the remaining portions of this Ordinan any nort hereof The City Council declares that it would have nessed each set	Council of the City of Santa Barbara at a meeting held on March 21, 2023 by the following roll call vote:
any part nectors, the ory operation down of phrase hereof, irrespective of the fact subsection, paragraph, sentence, clause or phrase hereof, irrespective of the fact any one or more sections, subsections, subdivisions, paragraphs, sentences, claus phrases be declared unconstitutional.	AYES: Councilmembers Eric Friedman, Alejandra Gutierrez, Oscar Gutierrez, Meagan Harmon, Mike Jordan, Kristen W. Sneddon, Mayor Randy Rowse
SECTION 4. The City Council finds that, on the basis of the whole record exercising its independent judgment, this Ordinance is not subject to environm	NOES: None
review pursuant to the state Guidelines for implementation of the Calif Environmental Quality Act Sections 15060(c)(3) pertaining to activities that will not i	ABSENT: None
in a direct or reasonably foreseeable indirect change to the environment and that ar defined as a project under Section 15378. This Ordinance has no potential for resin physical change to the environment directly or indirectly in that it merely regu	ABSTENTIONS: None
existing physical development.	IN WITNESS WHEREOF, I have hereto set my hand and affixed the official seal
SECTION 5. The text underlining (to show additions) and strike-out (to deletions) is for convenience to show changes from existing law. The codification c ordinance shall reflect the existing code as amended. SECTION 6. This Ordinance is an emergency ordinance effective immed upon its adoption under Santa Barbara Charter Sections 511.	of the City of Santa Barbara on March 27, 2023.
	I HEREBY APPROVE Merioregologe brotinence on March 27, 2023.
ß	

#### Ordinance No. 6107 from page 9



2023 SBRPA Fall Classic Annual Charity Golf Tournament Sandpiper Golf Course

Watch the website for more information

# **CalRHA Legislative Updates**



Kate Bell, KateBellStrategies.com

#### April 2023

#### Legislative Update

The Legislature reconvened from Spring Recess on April 10th and is busy with policy committee hearings. We are coming up on policy committee deadlines at the end of April and early May. If any bills are not heard by May 5th, they are considered twoyear/dead bills for the year. The legislative calendar for the year is as follows:

- April 28: Last day for policy committees to hear fiscal bills
- May 5: Last day for policy committee to hear non fiscal bills
- May 19: Last day for fiscal committee to hear and pass bills to the Floor
- June 2: Last day for bills to pass the Floor • in their house of origin
- June 15: Deadline for Legislature to pass budget bill
- July 14: Last day for policy committees to meet and summer recess begins
- August 14: Legislature reconvenes from • summer recess
- September 1: Last day for fiscal committee • to pass bills to the Floor
- September 8: Last day to amend bills on the Floor
- September 14: Last day for bills to pass the Floor in the second house
- October 14: Last day for Governor to sign or veto bills

#### **LEGISLATION CaIRHA IS OPPOSING: TOP THREATS**

#### SB 466 (Wahab, D-Fremont)

Costa-Hawkins Rental Housing Act. SB 466 would repeal major protections afforded to the state's rental housing providers under the Costa-Hawkins Rental Act of 1995, as well as expand local rent regulations, making it extremely difficult for rental property owners to continue to provide housing.



CA Senator Aisha Wahab

Furthermore, the bill would limit those units that currently have a right of vacancy decontrol. This is

an absolute priority bill for CalRHA to stop this year. SB 466 is scheduled for a hearing in the Senate Judiciary Committee on April 18th.

SB 567 (Durazo, D-Los Angeles)

Tenancy. SB 567 SB 567 would undo a heavily negotiated agreement on just cause eviction rules and rent caps under AB 1482. SB 567 bill eliminates the provision under State law (Assembly Bill 1482) related to termination of tenancy without just cause and requires that just cause to be stated in the written notice to



CA Senator María Elena Durazo

terminate tenancy only after a tenant has continuously and lawfully occupied a residential real property for 12 months. Additionally, for Ellis Act evictions, this bill requires that all of the rental units at the rental property be withdrawn from the rental market for at least 10 years. This bill would further eliminate the exemption under state rent control regulations of any residential real property that is alienable separately from the title to any other dwelling unit, including mobile homes. Finally, SB 567 would also limit annual rent increases to just the percentage change in the cost of living, or 5%, whichever is lower. Under this scenario, property owners will never be able to keep up with ever increasing costs, particularly following years of imposed moratoriums on rent increases enacted by many local jurisdictions throughout the state. This bill would be a significant setback to efforts for increasing housing availability. SB 567 is scheduled for a hearing in the Senate Judiciary Committee on April 25th.

#### ADDITIONAL LEGISLATION CALRHA IS OPPOSING

AB 12 (Haney, D-San Francisco)

Tenancy: 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. AB 12 passed the Assembly Judiciary Committee on a party-line vote and is now on CA Assemblyperson the Assembly Floor.



Matt Haney



# Commercial & Residential Water Softening Systems

- + SPECIAL PRICING FOR SBRPA MEMBERS!
- + DRINKING WATER SYSTEMS
- + SALT & POTASSIUM DELIVERY SERVICE
- + MAINTENANCE SERVICE AVAILABLE
- + BOTTLED WATER DELIVERY
- + ULTRA PURE SOLUTIONS



LOCALLY OWNED & OPERATED BY STEVE NIPPER + LORI ZAHN

SOLWAVEWATER.COM • (805) 845-5443 636 SANTA BARBARA ST • SANTA BARBARA CA 93101

#### CalRHA from page 13

#### AB 309 (Lee, D-Milpitas)

Social Housing. This bill would define "social housing" for purposes of the Zenovich-Moscone-Chacon Housing and Home Finance Act, and make findings and declarations relating to social housing and would state the intent of the Legislature is to further the Social Housing Act to address the



CA Assemblyperson Alex Lee

shortage of affordable homes by developing housing for people of all income levels, prioritizing low-income households. CalRHA is opposing AB 309 along with the Realtors. *It is scheduled for a hearing on April 26th in the Assembly Housing and Community Development Committee*.

#### AB 919 (Kalra, D - San Jose) Sale

of Rental Properties: First Right of Offer. Would require an owner of residential real property, defined to include a single-family residential property that is occupied by a tenant or a multifamily residential property to take various actions before offering the residential real property for



CA Assemblyperson Ash Kalra

sale to any purchaser, soliciting any offer to purchase the residential real property, or otherwise entering into a contract for sale of the residential real property. <u>We have been lobbying this bill before the Assembly Judiciary and it may become a two-year/dead bill for the year</u>.

#### AB 1035 (Muratsuchi, D-Torrance)

Mobile Home Parks Rent Caps. Would prohibit the management of a mobilehome park from increasing the gross rental rate for a tenancy for a mobile home space more than 3% plus the percentage change in the cost of living, as defined, over the course of any 12-month period, as specified.



CA Assemblyperson Al Muratsuchi

<u>CalRHA is opposing AB 1035 along with the Western</u> <u>Manufactured Housing Communities Association</u> (WMA). It is scheduled for a hearing on April 19th in the Assembly Housing and Community Development <u>Committee.</u>

#### <u> AB 1317 (Carrillo, D - LA)</u>

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). <u>AB 1317 has not yet been</u> <u>scheduled for a hearing and may</u> become a two-year/dead bill for this year.



CA Assemblyperson Wendy Carrillo

. .

#### <u>SB 267 (Eggman, D-Stockton)</u>

Credit History of Persons Receiving Government Rent 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



CA Senator Susan Eggman

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. <u>SB 267 was heard in policy</u> and fiscal committees and is now on the Suspense File in Senate Appropriations, awaiting action by May 19th.

**SB** 395 (Wahab, D-Fremont). Statewide eviction database. Would state the intent of the Legislature to enact subsequent legislation that would require landlords to report all evictions to a new statewide eviction reporting database. <u>SB</u> 395 is scheduled for a hearing in the Senate Judiciary Committee on April 18th.



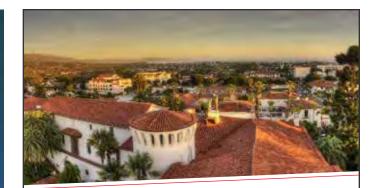
CA Senator Aisha Wahab

**SB 460 (Wahab, D-Fremont)**. Hiring of real property: Criminal History. *This is now a two-year bill, which means it is not moving this year and, therefore, a win for the industry*.

As always, CalRHA will keep you informed as these bills make their way through the Legislature. We will be sure to send out Calls to Action when we are at a pivotal juncture and your involvement could help determine the outcome.

#### License # 923073

# **H**ERMOSA PAINTING



### Local Expertise. Global Reach.

Experience the difference of Engel & Völkers.

# **Bob** Ulmer

cell: 805.636.1087 bob@hermosapainting.com

1224 Bath St. #A Santa Barbara, CA 93101



Ed Fuller • Engel & Völkers Santa Barbara 1323 State Street • Santa Barbara • CA 93460 +1 805-570-6988 ed.fuller@evrealestate.com edfuller.evrealestate.com DRE# 00661695



© 2022 Engel & Völkers. All rights reserved. Each brokerage independently owned and operated. Engel & Völkers and its independent License Partners are Equal Opportunity Employers and fully support the principles of the Fair Housing Act.

### Looking to Buy or Sell Apartment Investments?





Steven R. Battaglia 805.688.5333 srb@BattagliaRE.com • www.BattagliaRE.com • CA DRE #01318215

Here's what a few past clients have said:

- 66 Steve has represented me on several transactions and each one has been a positive experience. He is knowledgeable, experienced, and genuinely cares about my investment goals." -KN
- 66 Steve was very attentive and diligent during the entire process and we had a successful outcome. We couldn't recommend him more highly." -TS

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



# Cal RHA PRIORITY 1 BILL TRACKER

Following is a Current List of Important Rental Housing Related Bills, updated 3/20/23

#### AB 12 (Haney D) Tenancy: Security Deposits

Current Text: Introduced: 12/5/2022

**Status**: 3/15/2023-In committee. Hearing postponed by committee.

Summary: Current law regulates the terms and conditions of residential tenancies, and prohibits a landlord from demanding or receiving security for a rental agreement for residential property, however denominated, in an amount or value in excess of an amount equal to 2 months' rent, in the case of unfurnished residential property, and an amount equal to 3 months' rent. in the case of furnished residential property, in addition to any rent for the first month paid on or before initial occupancy. This bill would instead prohibit a landlord from demanding or receiving security for a rental agreement for residential property in an amount or value in excess of an amount equal to one month's rent, regardless of whether the residential property is unfurnished or furnished, in addition to any rent for the first month paid on or before initial occupancy.

#### AB 309 (Lee D) Social Housing

#### Current Text: Introduced: 1/26/2023

Status: 2/9/2023-Referred to Com. on H. & C.D.

**Summary**: The Zenovich-Moscone-Chacon Housing and Home Finance Act establishes the Department of Housing and Community Development and the California Housing Finance Agency and sets forth various programs administered by those entities intended to, among other things, provide a comprehensive and balanced approach to the solution of housing problems of the people of this state. The act sets forth various definitions that govern its construction. This bill would define "social housing" for purposes of the Zenovich-Moscone-Chacon Housing and Home Finance Act.

# AB 919 (Kalra D) Residential Real Property: Sale of Rental Properties: Right of First Offer

#### Current Text: Introduced: 2/14/2023

**Status**: 3/15/2023-In committee. Hearing postponed by committee.

**Summary:** Would require an owner of residential real property, defined to include a single-family residential property that is occupied by a tenant or a multifamily residential property to take various actions before offering the residential real property for sale to any purchaser, soliciting any offer to purchase the residential real property, or otherwise entering into a contract for sale of the residential real property. The bill would exempt certain transfers of a residential property from its provisions, including, among others, a transfer between spouses, domestic partners, parent and child, siblings, grandparent and grandchild, a transfer pursuant to a court order, and a transfer by eminent domain.

#### AB 1035 (Muratsuchi D) Mobilehome parks: rent caps.

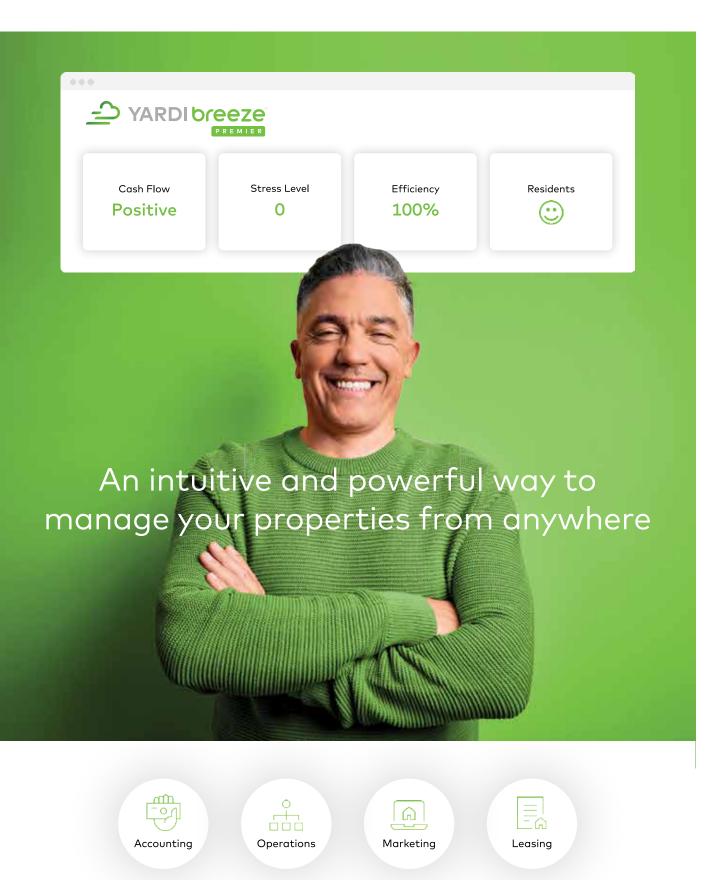
#### Current Text: Introduced: 2/15/2023

Status: 3/2/2023-Referred to Com. on H. & C.D.

Summary: Would prohibit the management of a mobilehome park from increasing the gross rental rate for a tenancy for a mobilehome space more than 3% plus the percentage change in the cost of living, as defined, over the course of any 12-month period, as specified. The bill would prohibit management from increasing the gross rental rate for a tenancy in more than 2 increments over a 12-month period, after the tenant maintains the tenancy over a 12-month period. The bill would prohibit management from imposing an increase in rent on a prospective purchaser or homeowner that purchases a mobilehome if the purchase qualifies as an in-place transfer, as specified. The bill would exempt specified mobilehome spaces from these provisions. The bill would specify that these provisions apply to rent increases for mobilehome spaces occurring on or after January 1, 2023. The bill would provide that in the event that management increased the rent by more than the amount specified above between January 1, 2023, and January 1, 2024, then the applicable rent on January 1, 2024, is the rent as of January 1, 2023, plus the maximum permissible increase, and that management is not liable to the homeowner for any corresponding rent overpayment. The bill would void any waiver of the rights provided under these provisions. The bill would authorize a local government to adopt or maintain an ordinance, rule, regulation, or initiative measure that establishes a maximum amount that may be charged for rent, or other regulations for a tenancy. The bill would not apply to a mobilehome park when a local government has adopted an ordinance, rule, regulation, or initiative measure prior to the effective date of the bill that establishes a maximum amount that may be charged by management for rent or otherwise regulates the rental rate for a mobilehome tenancy. NOTE: As of 3/14, author is considering aligning language with AB 1482.

#### AB 1097 (Rivas, Luz D) Credit History of Persons Receiving Government Rent Subsidies

Current Text: Amended: 3/20/2023 Status: 3/2/2023 Ref to Coms. on H. & C.D. and JUD.





Ready to make work a breeze? Get a personalized demo today. yardibreeze.com | (800) 866-1144

Summary: Current law provides that the small claims court has jurisdiction over actions seeking certain forms of relief, including money damages in specified amounts and claims brought by natural persons, not exceeding \$10,000, except as specified. Current law requires an action or special proceeding to be treated as a limited civil case if certain conditions exist, including, among others, that the amount in controversy does not exceed \$25,000. This bill would increase the small claims court jurisdiction over actions brought by a natural person, if the amount does not exceed \$25,000, except as specified, and would also increase the amount in controversy permitted in other specified actions within the jurisdiction of the small claims court. The bill would increase the limit on the amount in controversy for an action or special proceeding to be treated as a limited civil case to \$100,000.

NOTE: Ron Kingston Sponsored

#### SB 267 (Eggman D) Credit History of Persons Receiving Government Rent Subsidies

Current Text: Introduced: 1/31/2023

Status: 3/6/2023-Set for hearing March 28.

Summary: The California Fair Employment and Housing Act (FEHA), prohibits, in instances in which there is a government rent subsidy, the use of a financial or income standard in assessing eligibility for the rental of housing that is not based on the portion of the rent to be paid by the tenant. FEHA requires the Civil Rights Department to enforce specific provisions of the act, including the provision described above. This bill would additionally 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. The bill would require the housing provider to consider that alternative evidence in lieu of the person's credit history in determining whether to offer the rental accommodation to the applicant.

#### SB 395 (Wahab D) Statewide Eviction Database

#### Current Text: Introduced: 2/9/2023

#### Status: 2/22/2023-Referred to Com. on RLS.

**Summary**: Current law regulates evictions and provides that a tenant who remains in possession of a property after the term of the tenant's lease expires, or who fails to pay rent, is guilty of unlawful detainer. This bill would state the intent of the Legislature to enact subsequent legislation that would require landlords to report all evictions to a new statewide eviction reporting database.

# SB 460 (Wahab D) Hiring of real property: criminal history

Current Text: Introduced: 2/13/2023

Status: 3/7/2023-Set for hearing March 28.

**Summary**: This bill would prohibit a housing provider from inquiring about an applicant's criminal history, requiring an applicant to disclose their criminal history, or requiring an applicant to authorize the release of their criminal history, unless they are complying with federal law, as specified. The bill would also prohibit a housing provider from basing any adverse action, in whole or in part, on information contained in an applicant's criminal history, if the housing provider received criminal history information about an applicant, unless they are complying with federal law.

# SB 466 (Wahab D) Costa-Hawkins Rental Housing Act: rental rates.

#### Current Text: Introduced: 2/13/2023

Status: 3/7/2023-Set for hearing March 28.

Summary: The Costa-Hawkins Rental Housing Act prescribes statewide limits on the application of local rent control with regard to certain properties. The act generally authorizes an owner of residential real property to establish the initial rental rate for a dwelling or unit, except in specified circumstances, including, (1) when the residential real property has a certificate of occupancy issued after February 1, 1995, (2) when the residential real property has already been exempt from the residential rent control ordinance of a public entity on or before February 1, 1995, pursuant to a local exemption for newly constructed units, and (3) when the residential real property is alienable and separate from title to any other dwelling units, except as specified. This bill would instead authorize an owner of residential real property to establish the initial rental rate for a dwelling or unit when the residential real property has been issued a certificate of occupancy issued within the 15 years preceding the date on which the owner seeks to establish a rental rate under these provisions. NOTE: Oppose letter submitted

#### SB 567 (Durazo D) Termination of tenancy: no-fault just causes: gross rental rate increases. Current Text: Amended: 3/20/2023

Current Text. Amended. 3/20/2023

Status: 2/22/2023-Referred to Com. on RLS.

**Summary:** Existing law, after a tenant has continuously and lawfully occupied a residential real property for 12 months, prohibits the owner of the residential real property from terminating the tenancy without just cause and requires that just cause to be stated in the written notice to terminate tenancy. Existing law distinguishes between at-fault just cause and no-fault just cause and defines nofault just cause to mean intent to occupy the residential real property by the

# CELMAYSTER LISTINGS UPDATE from Santa Barbara's native expert



**215 Bath St, Santa Barbara** 54 Units in West Beach Generational Multifamily Asset in Superb Location List Price: **\$19,000,000** 



**725-733 N E St, Lompoc** 18 Units – All 2BD/1BA Affordable Housing Multifamily Investment List Price: **\$2,295,000** 

#### FOR SALE



6779 Del Playa Dr, Isla Vista Recently Built Premier IV Duplex with Ocean Views 7BD/4BA and Studio





**1510 Eucalyptus Hill Rd, Santa Barbara** 10 Unit – All 1BD/1BA Turnkey Multifamily Property **Off-Market Sale** 

### CALL TODAY!

and the second second

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



### **Christos Celmayster**

Partner 805.898.4388 christos@hayescommercial.com DRE# 01342996



HayesCommercial.com 222 E Carrillo St, Suite 101, Santa Barbara, California

#### Priority 1 Bill Tracker from page 19

owner or the owner's spouse, domestic partner, children, grandchildren, parents, or grandparents, withdrawal of the residential real property from the rental market, the owner complying with specified government orders that necessitate vacating the real property, and intent to demolish or to substantially remodel the residential real property. Existing law exempts from the provisions described above residential real property, including a mobilehome, that is alienable separately from the title to any other dwelling unit, as prescribed. This bill would, among other things, delete the condition for the tenancy termination provision described above that a tenant has continuously and lawfully occupied a residential real property for 12 months. The bill would also limit the applicability of each of those at-fault just causes, including by, with respect to the no-fault just cause related to withdrawal of the residential real property from the rental market, requiring that all of the rental units at the rental property be withdrawn from the rental market for at least 10 years, as prescribed. The bill would, among other things, require an owner, before withdrawing all of the rental units at a residential real property as described above, to record a notice with the county recorder that describes the real property, the dates applicable to the constraints, and the name of the owner of record of the real property. The bill would require that notice to be recorded in the grantor-grantee index. By imposing a higher level of service on counties, the bill would impose a state-mandated local program. This bill would also prescribe new enforcement mechanisms with respect to the provisions described above, including by making an owner who attempts to recover possession of a rental unit in violation of those provisions liable to the tenant in a civil action for damages of not less than 3 times the actual damages. Existing law prohibits an owner of residential real property from, over the course of any 12-month period, increasing the gross rental rate for a dwelling or a unit more than 5% plus the percentage change in the cost of living, or 10%, whichever is lower, of the lowest gross rental rate charged for that

dwelling or unit at any time during the 12 months before the effective date of the increase, as prescribed. Existing law exempts from that provision residential real property that is alienable separately from the title to any other dwelling unit, including a mobilehome, as prescribed. This bill contains other related provisions and other existing laws.

#### SB 569 (Glazer D) Taxation: Renter's Credit

#### Current Text: Introduced: 2/15/2023

#### Status: 2/22/2023-Referred to Com. on GOV. & F.

**Summary**: The Personal Income Tax Law authorizes various credits against the taxes imposed by that law, including a credit for qualified renters in the amount of \$120 for spouses filing joint returns, heads

of household, and surviving spouses if adjusted gross income is \$50,000, as adjusted, or less, and in the amount of \$60 for other individuals if adjusted gross income is \$25,000, as adjusted, or less. Current law requires the Franchise Tax Board to annually adjust for inflation these adjusted gross income amounts. For 2021, the adjusted gross income limit is \$87,066 and \$43,533, respectively. Current law requires any bill authorizing a new tax credit to contain, among other things, specific goals, purposes, and objectives that the tax credit will achieve, detailed performance indicators, and data collection requirements. Current law establishes the continuously appropriated Tax Relief and Refund Account in the General Fund and provides that payments required to be made to taxpayers or other persons from the Personal Income Tax Fund are to be paid from that account. This bill, for taxable years beginning on or after January 1, 2023, and before January 1, 2028, would require the Franchise Tax Board to annually recompute for inflation the above-mentioned credit amounts, as provided. The bill, for credits allowable for taxable years beginning on or after January 1, 2023, and before January 1, 2028, would provide that the credit amount in excess of the qualified renter's liability would be refundable and paid from the Tax Relief & Refund Account to the gualified renter upon appropriation by the Legislature.



# **Business Partner Directory**

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



#### **Beachside Partners, Inc.**

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

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



#### **Citizens Business Bank**

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

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







#### **Coastal Housing Partnership Rental Listing Site**

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

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

#### Michele Herrera, Crosscountry Mortgage™

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

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





#### Sol Wave Water

636 Santa Barbara St., Santa Barbara, CA 93101 · 805.845.5443

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



#### WDC Kitchen & Bath Center

3920 State St., Santa Barbara, CA 93105 · 805.222.1380 × 2234

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



#### Whitestone Industries

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

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



### NOW FOR SALE + RECENT CLOSED TRANSACTIONS

FOR SALE	Carpinteria	Mixed-Use / Hospitality	\$7,750,000
FOR SALE	Santa Barbara	8-Key Hospitality	\$5,880,000
FOR SALE	No. Calif.	Commercial Office	\$2,200,000
FOR SALE	Santa Barbara	Commercial Office Condo	\$ 995,000
IN ESCROW	Isla Vista	4 Apartment Units	\$4,500,000 (Seller)
IN ESCROW	Gaviota	Development Parcel	\$4,750,000 (Seller)
IN ESCROW	Lompoc	Warehouse + Vacant Lot	\$ 895,000 (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)

#### CARP. MIXED-USE \$7,750,000



Historic restaurant + res./lodging in prime beach town location, incl. business & brand. www.701Linden.com

#### DOWNTOWN INN \$5,880,000



Profitable inn w/many revenue streams, 7% cap, C-G dense zoning. www.1323DeLaVina.com

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

# **MrLandlord**

2022 MrLandlord.com<sup>©</sup> All rights reserved

### **Rental Owner Updates**

#### TENANT SNUCK IN CAT AND DOG

After a landlord did a walkthrough with a vacating resident in a duplex, a discussion with them followed about the other resident still residing in the property: "They have snuck in a dog and an unneutered cat..."



Here is what the landlord had to say regarding this matter:

I reviewed the lease and they stated no pets at the time of rental...There have been some unpleasant confrontations between the front and back rental home neighbors, too.

My question is this: the only evidence I have of the animals is a noise complaint from the back home tenant, who said the dog would bark a lot during the day. And there was dog poop in the front yard. I did not see a cat; so how do I address this with the tenants?

Here are a couple of the tips that were shared by other landlords in response to the question:

Your place. Knock on door and ask if they have pets. State that you saw the dog pile in the front yard and was curious. If they say no pets ask to go in. If they say no then give notice that you will be entering in 24 hours or whatever minimum time you must give. -IN

Take a camera and dog whistle (that you can buy from PetSmart), blow the whistle and be ready to take a picture of the dog jumping at the window, or barking in the cage. Knock on the door and advise them that the dog has to be promptly removed.

Before switching the rental over to short-term lease (20 Days or whatever your area allows) we charged residents \$200 per animal to cover any needed cleanup, plus a fee for flea treatment of unit and wet mopping the kitchen and bathroom weekly to help get rid of the animal odors. -OH



Know your state laws regarding pets and have a solid lease that addresses pets. Suggested lease requirements for pets: A photo of the animal, vet records of license and required shots, & renter's insurance policy.

The discussion also includes additional suggested wording to include in your lease regarding what to do if unauthorized animals are discovered on the property or brought in by "guests", any fees, plus ongoing upkeep requirements if pets are allowed to stay. Go here to read the discussion:

https://www.mrlandlord.com/landlordforum/ display.php?id=14683623#14683623

# COMMON FOR RENTERS TO SNEAK IN UNAUTHORIZED PETS

No matter where your rental property is located, some things remain the same. There seems to always be a percentage of pet-owning tenants "hiding" an animal from the landlord. When was the last time you did a courtesy maintenance or service check at your rental?

#### PET RENT & FEES

For those who are open to accepting pet owners, visit our Landlord Q&A forum where rental owners are discussing how much to charge for pet rent and non-refundable pet or animal registration fees, screening requirements for accepting pets and what dog breeds are forbidden. Instead of charging "extra" for pets, some landlords who offer "animal inclusive" homes simply advertise and charge higher than the average market rent, compared to properties that do not accept pets.

#### **PROPERTY INSURANCE**

Does your property insurance cover you in case there is extensive damage or harm caused by a pet on your property? Are you even getting the best rates possible for property insurance on your rentals that you can? A lot of insurance rates have gone up in the last year. If you have not compared rates in the last year, it may be worth taking just 15 minutes--as the commercial says :)--to check to see if you can get a better rate.

Continued on page 27

# FORSALE Isla Vista Student Housing Portfolio

### PRICE REDUCED AND NOW OFFERED SEPARATELY





7509 Sabado Tarde Rd 18 Units \$6,800,000



6712 Del Playa Ave 2 Units **\$1,700,000** 





6529 Trigo Rd & 6528 Sabado Tarde Rd 8 Residential Units + 3 Commercial \$5,000,000

**Christos Celmayster** 

Hayes Commercial Group 805.898.4388 christos@hayescommercial.com DRE# 01342996 Rob Adams, ссим Hayes Commercial Group 805.898.4386 rob@hayescommercial.com DRE# 01344315 Four properties totaling 31 units in this highly coveted student housing market.

New Portfolio Price \$13,500,000

Jeffrey A. Gould, CCIM, CPM, LEED AP Lineage Asset 818.737.1088 jeff@lineageasset.com DRE# 01437048

HayesCommercial.com 222 E Carrillo St, Suite 101, Santa Barbara, California

#### Mr. Landlord from page 25



There is still time to join us for another awesome time of learning, networking and exchanging of ideas with successful landlords nationwide to increase your rental income!

Here's your chance to experience the most unique and powerful landlording get-together and brainstorming event in the country, June 1-3, 2023. This event is put together and designed specifically for mom and pop rental property owners. Learn how to maximize your rental income, which will allow you to have a greater impact on your future success and your family's security and other aspects of your world.

Two big challenges I almost always hear from landlords: One is that they are having trouble filling vacancies with "qualified" residents. And they blame the problem of the lack of finding guality residents and their month long or two month long vacancy time frame on the quality of the current tenant pools. My challenge to landlords is to STOP doing like the average rental owner who just hopes and waits for qualified applicants to appear! Instead, CREATE your own pools of qualified applicants. We will share how to CREATE your own tenant pools at this year's Convention.

Most rental owners do not know how to CREATE really good residents out of average or marginal residents. One of our featured instructors will share how to CREATE perfect tenants from average ones.

You can CREATE greater cash flow by effectively implementing certain proven cash flow strategies; at this convention, we will show you how other landlords do it! This year's Convention will have instructors who will teach innovative strategies to CREATE your future success in several landlording and other real estate investing areas.

I invite you to join me, top real estate instructors and landlords from across the country for 3 full days of non-stop learning, brainstorming and networking at our upcoming 22nd Annual Mr. Landlord Convention, Columbus, Ohio! Call 1-800-950-2250 to register.

Editor's NOTE: This article has been condensed. For the complete write-up, go to https://landlordconvention.wordpress.com

Full service solutions for all of your rental property needs. Proudly serving all areas of Santa Barbara County

Danielle Holzer-Burkitt 805.962.3707 www.DMHProperties.net



# FREE RENTAL FOR RENT LISTING SITE

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

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



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

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

Apartmentalize



National Apartment Association



#### Wednesday-Friday, June 7-9 2023 Georgia World Congress Center, Atlanta, GA

Atlanta will be the hub of the rental housing industry when we all come together to connect, share ideas and find solutions at Apartmentalize. Come ready to be inspired, gain knowledge and build a network of innovative thinkers and strategists.

**Grow Your Knowledge**. Choose from learning areas relevant to you in a variety of educational formats. 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.

<u>General Sessions</u>. Nationally recognizable speakers from outside the industry motivate you with their inspiration and personal stories of success and real-life experiences.

#### • Wednesday, June 7, 2023

DERRECK KAYONGO. Entrepreneur, and Former CEO of the Center for Civil and Human Rights. With his trademark panache, Derreck Kayongo tells his courageous story of survival, social entrepreneurship, and humanitarianism, and the life lessons he learned along the way.

#### • Thursday, June 8, 2023

LINDSEY VONN. Retired Olympic Gold & Bronze Medalist, New York Times Best Selling Author. Lindsey Vonn is a recently retired Olympic gold and bronze medal-winning alpine ski racer for the U.S. Ski Team as well as a New York Times best-selling author. She is the most successful female skier of all time and holds four World Cup titles, making her one of only 6 women to win World Cup races in all five disciplines of Alpine skiing. Debuting first at the 2021 Alpine Skiing World Cup Races, Vonn is an NBC Sports broadcast analyst. Lindsey served as an International Games Ambassador in the 2018 Winter Olympics. Lindsey is also the founder of the Lindsey Vonn Foundation, established to empower young girls.

• Friday, June 9, 2023

JASON SUDEIKIS. Emmy-Winning Actor, Comedian, Writer & Producer. Playing the football coach and buoyant optimist Ted Lasso on the Apple TV+ series he co-created, Jason Sudeikis has won the hearts of countless fans and earned numerous critical accolades. Are kindness and optimism the key to Ted Lasso's success?

<u>Education Sessions</u>. Choose from over eighty 50- and 60minute sessions throughout the conference spanning a multitude of topics to include Operations, Marketing, Maintenance, Leasing, Leadership, Executive and more. These sessions feature industry experts and provide useful information that attendees can apply to daily work life.

<u>Open Space Sessions</u>. This peer-to-peer learning experience is an opportunity to engage in creative conversations with fellow attendees who are passionate about the same issues and topics as you. Expert facilitators support small group discussions that explore a dedicated topic for each group, which you determine together.

Express Education. These sessions take place in a dedicated space in the NAA Exposition and are quick 30-minute interactive sessions that include quick digestible content, easily applied takeaways, Q&A and storytelling.



# BEACHSIDE PARTNER MULTI-FAMILY ADVISORS

# **JUST SOLD!** 12 UNITS IN GOLETA | \$4,000,000

Beachside Partners successfully represented the seller of this Goleta apartment complex, located at 283 Ellwood Beach Drive. Nick and Jon's approach and strategic navigation of a shifting market led them to receive multiple offers and close with an all cash buyer.

Convenient location for tenants with easy access to UCSB, major tech employers, Camino Real Marketplace and Monarch Butterfly Grove. Features (11) 1BD/1BA apartments and (1) Studio with a mix of carport and uncovered parking along with onsite laundry room. Choose Beachside Partners and join a long list of satisfied clients who know that who you work with truly matters.



JON STANDRING | FOUNDER 805.626.0112 | DRE# 01893163 JON@BEACHSIDEPARTNERS.COM



BEACHSIDE PARTNERS MULTI-FAMILY ADVISORS

WWW.BEACHSIDEPARTNERS.COM



283 Ellwood Beach Drive

Ellwood Preserve

NICK HENRY | PARTNER 805.705.7311 | DRE# 01893163 NICK@BEACHSIDEPARTNERS.COM

#### NAA from page 29

<u>Wellness Labs</u>. We'll offer 15-minute sessions to help you recharge your bio-battery and learn the best energy management strategies to help keep you running. Labs will include energy building routines led by executive wellness coaches to incorporate into your busy life.

<u>Game Changers</u>. Game Changers are exceptional human beings from outside the industry who speak on a variety of topics that inspire attendees with their experience, knowledge and revolutionary spirit.

#### • Wednesday, June 7, 2023

# Jess Pettitt. Stand-up Comic, Educator, Facilitator, & Diversity Expert.

Jess Pettitt, M.Ed., CSP, has always had a foot in two different approaches to her life. Perhaps it is her Texas roots, but she believes to thrive in this world you have to ride two horses at once – one of humility and one of ego.

#### • Thursday, June 8, 2023

# Brandon Fleming. Speaker, Educator and Author of MISEDUCATED: A Memoir

Brandon P. Fleming is a renowned speaker, nationally acclaimed educator, and author of MISEDU-CATED: A Memoir. His story of struggle, success, and service has inspired millions around the world.

At the age of 29, Forbes Magazine named Fleming to the Forbes 30 under 30 list. In 2020, The Root Magazine named Fleming one of the top 100 most influential African-Americans in the United States. And in May 2021, North Carolina Wesleyan College bestowed upon Fleming the honorary Doctor of Humanities degree.

#### • Thursday, June 8, 2023

Princess Sarah Culberson. American philanthropist , Mende Princess, Educator, Writer and Actress

Princess Sarah has an extraordinary journey that has been featured on CNN, GMA, BBC among numerous other publications worldwide which has trended #1 globally in over 60 countries. She is an internationally-known thought leader, TEDx speaker, artist and educator whose work addresses biracial and cultural identity and raises awareness of issues impacting Sierra Leone.

<u>Supplier Success</u>. The Supplier Success course offers an overview of the apartment industry and teaches methods that suppliers can use to maximize partnerships with apartment owners, apartment management companies and apartment association members. Join us on Wednesday, June 7th, to kick-start both your business success and your industry involvement! Access to everything, including:

- Understand how economic conditions impact the apartment industry and affect your sales Learn how property management companies measure success
- Better utilize apartment association resources to build business AND contribute to the industry Identify financial decision makers and how best to build rapport
- Understand the business cycle, required resources and daily operations of an apartment community
- Learn how to position your products/services to meet the goals of an apartment community.

This program is a component of the Certified Apartment Supplier (CAS) credential.

Registration is limited to 50 attendees. Includes lunch. Supplier Success Fees start at \$129.

For more information on the individual sessions, registration, exhibits, travel assistance, and FAQs, please go to the NAA website: https://apartmentalize.naahq.org/welcome-page-71PU-15667D.html



### Please contribute today!

Harmful Proposed Modifications to Costa-Hawkins could place more Rental Properties under Local Rent Control

Act Now! Tell Legislators to Vote NO on Senate Bill 466! Go to www.sbrpa.org and look under Contribute --> Red Alert for more information & to contribute.



### **PROPERTY MANAGEMENT**

# **Helping You Increase Your Bottom Line!**

Residential • Commercial • Multi-Family

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



#### MARKETING

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

#### Setting Rent Amounts

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

#### MANAGEMENT

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

#### 24 Hour Maintenance

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

#### Screen Prospective Tenants

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

#### LIABILITY

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

#### OUR RESULTS

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

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

1811 State Street, Santa Barbara CA. 93101 805-705-4744

#### www.SandpiperPropertyManagement.com

# SPECTRUM

**Realty of Santa Barbara** "There is no substitute for experience"

#### PROPERTY MANAGEMENT

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

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

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



### **BEAU BRUNNER PAINTING** LIC. #929377



### Beau Anthony Brunner

7464 Evergreen Drive Goleta, CA 93117

CELL: (805) 218-5251 FAX: (805) 685-0776 EMAIL: beaubrunnerpainting2@gmail.com

#### VISIT US ONLINE: BEAUBRUNNERPAINTING.COM



# **Advertise with SBRPA!**

You can select from several sizes, from business card size to a full page ad. We publish 11 issues per year; when you sign up for an annual subscription, you get one month free.

Annual	Monthly	Size
\$1.950	\$195	Full page
\$1.750	\$175	3/4 page
\$1,300	\$130	1/2 page
\$ 630	\$ 63	1/4 page
\$ 450	\$45	Business card

Email *magazine@sbrpa.org* for more details, print deadlines, and specifications



## Do your own Tenant Screening through SBRPA!

We offer two services:

- Credit & Eviction \$40 per applicant
- Credit, Eviction & Criminal \$50 per applicant

For instructions on how to get started, please go to <u>sbrpa.org</u> and check out the 'Credit Reports' tab.







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



# Your Annual Dues Entitle You to:

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

# Sign us Up Now!

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

Company				
Contact name				
Address				
Office Phone	Cell	Email		
FORM OF PAYMENT				
Check (make payab	le to SBRPA) Cr	edit Card: 🗌 Visa		X Discover
Cardholder Name			Billing Zi	Р
Signature			Exp Date	<u> </u>

# Santa Barbara Happenings



#### Terry A. Bartlett – Reetz, Fox & Bartlett LLP

Santa Barbara Airport Goals, Plans and New Director



The new director of the Santa Barbara Airport, Chris Hastert, has managed airports in Oxnard, Camarillo and Santa Maria.

There has been an increase in commercial air travel at Santa Barbara Airport since 2021, when Southwest Airlines came in. Additions to the airport are planned, in particular more concessions and more parking.

Director Hastert notes that noise is one of the greatest concerns with regard to the airport. He points out that part of the issue is that the airport is nearly surrounded by residential neighborhoods which makes it difficult to avoid disturbing residents. According to Hastert, there is not much that can be changed as far as schedules (the times of take-off and landing) as these are largely determined by the East Coast so early morning noise is an issue not just for Santa Barbara but for the entire West Coast. Still, Santa Barbara Airport will continue working with the airlines to find solutions such as utilizing new technology or different routes in order to minimize disturbance.

#### Increased Road Repair Funding

According to the County Budget Director, Paul Clementi, budget shortfalls in the roads operation fund are due to increasing expenditures, liability insurance, and other increasing costs. In the face of these shortfalls, the County Board of Supervisors has voted to allocate more funding to the county roads operations fund. The fund is currently maintained by permit fees, among other things, and so part of the increase in funding will likely be created by raising fees for encroachment permits. Maybe they will even fix a road near you.

#### **Microcredentials v. College Degree**

Microcredentials refer to shorter, skills-focused pro-

grams that are increasingly being sought, usually in addition to, traditional four-year degrees. These programs are typically offered by accredited universities partnering with online learning platforms, although some are offered by non-academic companies.

Are microcredentials a fad or can they revolutionize higher ed? I think it could be the latter. Imagine a world where instead of having to hire someone who has been through 4 years of indoctrination, you can hire someone with the needed knowledge and skills. Could be a game changer.

#### SB City Council Makes it More Difficult to Evict Tenants

The Santa Barbara City Council approved supposed "emergency" changes to the city's just cause eviction ordinance in response to the perceived impact of 'renovictions' during the current housing crisis. A so called 'renoviction' is a just cause evictions where it is claimed landlords are evicting tenants in or to renovate the property but tenants allege that their true motive is to evict current tenants so that they may charge someone else a higher rent whether or not they make renovations.

In response to these claims, the City Council voted to change the language of the just cause eviction ordinance as well as the requirements landlords must adhere to if they wish to evict someone in order to remodel a property. Previously, the ordinance only required an intent to renovate or take the house off of the rental market but now this intent must be 'in good faith'. If the landlord is going to renovate the property, they must get all of the required permits and make copies of these permits along with an explanation of the scope of the work and the reason it cannot be safely completed with the tenant living there, available to tenants before they ask them to vacate the unit. Other changes to the local landlord tenant laws were also made.

#### **Study Describes Consequences of Rent Control Laws**

According to study conducted by NDP analytics for the National Apartment Association, rent control policies can have unintended negative impacts on a community's housing market. The report contained a survey of housing developers and providers from three different housing markets that have implemented rent control policies: Saint Paul, Minnesota, Santa Ana/ Santa Barbara, California and Portland/Eugene, Oregon.



# **SBRPA MEMBERSHIP BENEFITS**

Stay Informed & Current with Rental Housing News

#### Comprehensive and Up-to-Date Legal Forms

Over 60 forms categorized into 8 categories: 1. Move-In Documents; 2. Rental Agreement Addendums; 3. Move-Out Documents; 4. Notices; 5. Miscellaneous Documents; 6. Local Forms and Documents; 7. TRA (Tenant Relief Act) Forms; 8. Credit Report Forms and Documents. Forms are in 'fillable' PDF format and available in the office or online (www.sbrpa.org/legal-forms)



#### **Credit Reports and Screening**

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

#### **State & National Affiliations**



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



# Legislative Advocacy in Sacramento and Washington D.C.



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

#### Educational Programs, Seminars, Workshops and More!



# SBRPA Rental Property News Magazine and Website

Our <u>News</u> magazine, published monthly, includes recurring articles like the *President's* 

Message outlining important issues; the Attorney's Corner, timely topics in property management from a legal perspective; SB Happenings, local events related to, or of interest to our members; CalRHA Legislative Update, news from our advocates in Sacramento; and NAA News/ Events, data,classes & events from our National association.





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

Join today! Online under Members —> Join SBRPA or call the office 805-687-7007 and ask for an application. The study, which was conducted between December 2022 and February 2023, included information gathered from an online opinion poll with 1039 respondents from all over the United States. The poll focused on the availability of housing, residential construction and policy perspectives and found that rent control policies can cause problems that are perceived as detrimental by renters and landlords. Specifically, many landlords choose not to develop properties or to take them off of the rental market due to rent control policies making them less profitable. This ultimately reduces the amount of housing available.



Many who were surveyed also pointed out that although it is believed that rent control policies primarily benefit low-income residents, there is evidence that higher income residents tend to stay in rent-controlled apartments and pay under market rates.

This freezes supply and new households fall out of the market because there are no units for them to move into. Overall, the study found that "reducing barriers to new construction and rehabilitation, expanding tax policy that encourages multifamily investment and increasing investments in vouchers and program administration of the Section 8 Housing Choice Voucher Program" are better ways to improve housing availability.

#### Santa Barbara Considers Prosecution of Illegal Short-term Rentals

The Santa Barbara City Council Ordinance Committee recently voted to forward a pilot project for consideration by the entire City Council. The proposed project would address the problem of illegal shortterm rentals in Santa Barbara. It is estimated that if these short-term rentals were registered with the city they could contribute between \$150,000-\$320,000 in annual tax revenue from transient occupancy taxes and business license taxes.

The proposed pilot program would cost \$1.4 million and would allow the city to use means such as private investigators in order to find residents who are illegally running short-term vacation rentals. Let's spend \$1.4 million to raise \$320,000. Does this make sense? An even more controversial part of the project is that the city would then criminally prosecute those residents. Another part of this controversial project would allow the city to criminally prosecute those residents with illegal shortterm rentals.

#### **New Sites Proposed for Housing**



Image Noozhawk.com

Many new sites have been proposed for housing development in Santa Barbara recently, including 19 new sites that were added for consideration in the latest edition of the Santa Barbara County Housing Element Update. Two sites which have recently been proposed for housing include using the Santa Barbara County Probation office on East Carrillo Street as well as a proposal to build a 27-unit housing addition to the historic Cantwell's Market on State Street.

The plans for the proposed housing to be built over Cantwell's Market call for 15 one-bedroom and 12 two-bedroom units which average about 800 square feet. There are also 34 parking spaces, an arcade and an outdoor dining area for Cantwell's included in the plans.

The changes to the Santa Barbara Housing Element Update add a total of 2,151 units. The previously proposed agricultural sites in Goleta (the Glenn Annie Golf Club and San Marcos Growers sites) are still included for consideration even following the public's reluctance. The 2,151 units would include: 578 low-income, 666 moderate income and 967 market rate units.

Terry Bartlett is a real estate, housing, and landlord-tenant attorney at Reetz, Fox & Bartlett LLP in Santa Barbara. Any opinions expressed are her own and do not necessarily represent the views of SBRPA.

# **Directory of Products & Services**

#### Index of Advertisers

Battaglia Commercial Real Estate 16
Beachside Partners
Beau Brunner Painting
Betty Jeppesen, Esq12
Berkshire Hathaway – Ken Switzer 24
Central Coast Paving4
Coastal Housing Partnership28
DMH Properties27
Don's Heating & Air Conditioning8
Engel & Volkers16
Hayes Commercial Real Estate20,26
Hermosa Painting16
Jody's Windows & Floors8
Mastercare10
Mendez Building Services12
Meridian Group10
Omnia Insurance & Risk Solutions2
Radius Group6
Sandpiper Property Management 32
Sol Wave Water14
Spectrum Realty33
Sundance Press10
Wash Laundry Systems40
Yardi18

#### **ATTORNEYS AT LAW**

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

#### **CARPETS/FLOORING**

Jody's Windows & Floors (805) 637-6343

#### CLEANING/MAINTENANCE SERVICES

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

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

#### **COIN-OPERATED LAUNDRY**

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

#### **HEATING/AIR**

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

#### **INSURANCE**

Omnia Insurance & Risk Solutions www.omniains.com (805) 563-0400

#### PAINTING

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

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

#### PAVING

#### **Central Coast Paving**

justin@ccpave.com (805) 636-1200



#### PRINTING

**Sundance Press** www.sundancepress.com (520) 622-5233

#### **PROPERTY MANAGEMENT**

**DMH** Properties danielleholzer@dmhproperties.net (805) 962-3707

#### **Meridian Group**

www.meridiangrouprem.com (805) 692-2500

#### Sandpiper Property Management

www.sandpiperpropertymanagement.com justin@sandpiperpropertymanagement.com (805) 706-2550

#### **REAL ESTATE**

**Battaglia Commercial Real Estate** www.battagliare.com steve@battagliare.com (805) 688-5333

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

#### **Berkshire Hathaway** Ken Switzer

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

#### **Coastal Housing Partnership**

rentals.coastalhousing.org corby@coastalhousing.org

#### **Engel & Volkers**

edfuller.evrealestate.com edfuller@evrealestate.com (805) 570-6988

#### **Hayes Commercial**

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

Radius Group

The Golis Team www.radiusgroup.com Steve Golis sgolis@radiusgroup.com (805) 879-9606 **Spectrum Realty** www.spectrumrealty.com

#### (805) 681-6268

#### SOFTWARE

YARDI www.yardi.com (805) 699-2040

#### WATER TECHNOLOGY

Sol Wave Water Steve Nipper steve@SolWaveWater.com www.solwavewater.com (805) 845-5443



# How does your laundry equipment stack up?

# Get up to 6,400\* more cycles per machine.

The average family does 300 loads of laundry a year. Can your multifamily laundry handle that type of volume? Partnering with WASH means:

- Top-brand commercial machines
- Lower energy & water consumption
- 🗹 Better build quality

**Looking for loads of benefits?** The experts at WASH can help you find the right machines for your property.



\*Based on tests conducted by manufacturers.

wash.com/machine-sales 800.236.5599