

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



Balcony Bills

Inspections and any necessary testing must be completed by January 1, 2025



Images from the 2013 Berkeley balcony collapse that resulted in the deaths of 6 students and became the catalyst for 2 bills: SB721 and SB326

images, Wikipedia.com

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June 2024

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President's Message



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

What is "the balcony bill" and when does it take effect?

The balcony bill is actually 2 balcony bills, Senate Bill (SB) 721 and SB326, the former having to do with multi-family structures and the latter having to do with HOA's.

These balcony bills came into being as a result of a cantilevered balcony collapsing in Berkeley in 2015 during a birthday celebration where 13 people fell 5 stories, and 6 college students lost their lives. The housing provider had disregarded signs of issues such as the students reporting mushrooms growing on the balcony. The wood had rotted to the extent that it simply broke off.

The Legislature reacted and enacted the two Senate Bills listed above in response to public outcry and ensuing lawsuits.

I will concentrate on SB721 which governs multi-family structures. SB326 is similar but governs HOA's.

SB721 was enacted in 2019 and took effect on January 1, 2020. There was a five-year window in order to complete the first balcony inspection. Inspections and any necessary testing must be completed by January 1, 2025, with certain exceptions, and must have subsequent inspections every 6 years, except as specified.

Balcony inspections under SB721 must be performed by:

- a licensed architect,
- a licensed civil or structural engineer,
- a building contractor holding any or all of the "A," "B," or "C-5" license classifications issued by the California Contractors' State License Board, with a minimum of five years' experience, as a holder of the aforementioned classifications or licenses, in constructing multistory, wood-frame buildings, or
- an individual certified as a building inspector or building official from a recognized state, national, or international association, as determined by the local jurisdiction.

These individuals shall not be employed by the local jurisdiction while performing these inspections.

The purpose of the inspection is to determine that exterior elevated elements and their associated waterproofing elements are in a generally safe condition, adequate working order, and free from any hazardous condition caused by fungus, deterioration, decay, or improper alteration to the extent that the life, limb, health, property, safety, or welfare of the public or the occupants is not endangered. The person or business performing the inspection shall be hired by the owner of the building.

The types of structures that are regulated by these laws are **EXTERIOR, ELEVATED ELEMENTS (EEE)**, commonly observed, exterior wood-frame balconies, walkways and decks. SB721 applies to apartment buildings with three or more units.

EEE's that require inspection include:

- Any balcony, walkway or deck designed and intended for human use.
- Any walking surface of a balcony, walkway or deck that is more than 6 feet above ground-level.
- Any balcony, walkway or deck that extends beyond a building's exterior walls.
- Any balcony, walkway or deck that has load-bearing components made with wood or wood-based products.

If the inspection reveals conditions that pose an immediate hazard to the safety of the occupants, the inspection report must be delivered to the owner of the building within 15 days and emergency repairs must be undertaken, as specified, with notice given to the local enforcement agency. Non-emergency repairs would be required to be completed within 120 days, unless an extension is granted by the local au-



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President's Message from page 5

thorities. If the repairs are not completed on time, the local enforcement agency is required to send a 30-day corrective notice to the owner of the building, and SB721 (which is now codified as Civil Code Section 1954) and the Health and Safety Code beginning with Section 17973, provides for civil penalties and liens against the property for the owner of the building who fails to comply with these provisions.

We are all familiar with Civil Code Section 1954, which specifies what is allowed on a housing provider's Notice to Enter as a reason to enter the dwelling. SB721 additionally authorizes a housing provider to enter the dwelling unit to comply with the requirements for balcony inspections and repairs.

SB721 imposes a state-mandated local program.

Because this is a state-wide program and there are a limited number of persons available to perform these inspections, it is advised that you secure the people required and schedule the inspections in order to be finished by the January 1, 2025 deadline. Most people did not begin this process in 2020 when the law went into effect so there are many people doing it now during the few remaining months when it must be completed.

As always, we thank you for your membership, your participation and your valuable input.

I hope you have an enjoyable Summer.

Betty L. Jeppesen, President SBRPA

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SBRPA Calendar



Nothing scheduled for the June.

Please email magazine@sbrpa.org if you have any news or events you want to share with the other members.

June 2024

SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
HAPPY FATHER'S DAY 16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						



Nothing scheduled for June

The landlord for SBRPA's office building requires the outside doors be locked at all times due to security issues. 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 call 805-687-7007



RHALS

Tuesday July 30 2024 – Thursday August 1, 2024
 Omni Mandalay Las Colinas Hotel, Irving, TX
 2024 Rental Housing Advocacy and Legal Summit (RHALS), formerly Government Affairs Roundtable (GART) and Legal Symposium, will be held in Irving TX this year.

Please see page 25 for more information.

Welcome New Members

Cindy Eisen, Tommy Castelo, Alejandrina Ruiz,
 Jared Ervin, Arlene Ramirez, Michael Voie, Gilbert Torres
 & Austin French (Foothill Real Estate)




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LISTINGS / RECENT REAL ESTATE INVESTMENT SALES

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FOR SALE	Santa Barbara	8 Apartment Units	\$ 3,295,000
FOR SALE	Isla Vista	Rental SFR	\$ 1,450,000
FOR SALE	Lompoc	Commercial + Vacant Lot	\$ 895,000
SOLD	Santa Barbara	19 Apartment Units	\$ 4,800,000 (Buyer)
SOLD	Santa Barbara	Commercial Condo Suite	\$ 875,000 (Seller)
SOLD	Santa Barbara	8-Key Hospitality	\$ 5,200,000 (Seller)
SOLD	Carpinteria	Mixed-Use / Hospitality	\$ 5,650,000 (Seller)
SOLD	Gaviota	Development Parcel	\$ 4,285,000 (Seller)
SOLD	Isla Vista	Development Lot	\$ 2,500,000 (Seller)
SOLD	Santa Barbara	Commercial Retail	\$ 2,150,000 (Buyer)
SOLD	Santa Ynez	Commercial Vacant Lot	\$ 900,000 (Seller)
SOLD	Santa Barbara	4 Apartment Units (beach)	\$ 8,835,000 (Seller)
SOLD	Santa Barbara	Mixed-Use 2 Spaces + SFR	\$ 4,887,500 (Seller)
SOLD	Santa Barbara	8 Apartment Units	\$ 5,950,000 (Seller/Buyer)
SOLD	Santa Barbara	5 Apartment Units	\$ 3,950,000 (Seller/Buyer)
SOLD	Santa Barbara	2 Development Lots	\$ 2,600,000 (Seller/Buyer)

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CalRHA Legislative Updates



Kate Bell, KateBellStrategies.com

May 2024

Budget Update

The Governor's May Revise to the state budget will be released by May 14th, 2024. This is the time when he updates the budget based on the latest revenues and expenditures. Estimates of the budget shortfall have been between \$38 and \$73 billion since January. To date, the Governor has been resistant to increasing revenue in the form of tax reform, but whether that holds remains to be seen. The Legislative Analyst's Office, has released a report (<https://lao.ca.gov/LAOEconTax-/Article/Detail/797>) proposing several tax reform measures including eliminating the capital gains step-up basis on inherited assets, eliminating the mortgage interest deduction for second homes, and tax subsidies for oil and gas companies. After the May Revise is released, the summary will be accessible at <https://ebudget.ca.gov>.



CA Governor
Gavin Newsom

Legislative Update.

The deadline for bills to pass the Appropriations Committees is May 17th. After that time, the focus will be on the Floor. Below, please find an update on several key pieces of legislation that we have been engaged in this year.

AB 2187 (Bryan, D-Culver City) Office of Tenants' Rights and Protections.

Would establish the Office of Tenants' Rights and Protections, which is duplicative and costly. Although there are multiple existing government agencies that provide services and education in this area, including the Business, Consumer Services, and Housing Agency and the Department of Justice, this bill seeks to add another resource for renters within CRD. CRD is currently responsible for



CA Assemblyperson
Isaac Bryan

enforcing, among other things, the state's housing-discrimination laws. This bill is set for a hearing in Assembly Appropriations Committee on May 8th. **OPPOSE**

AB 2216 (Haney, D-San Francisco) Household Pets.

Requires landlords to accept pets in their rentals without charging any additional refundable or non-refundable fee. As such, rental property providers would not be allowed to charge pet security deposits or prohibit common household pets in residential tenancies. This bill is pending a vote on the Assembly Floor. **OPPOSE**



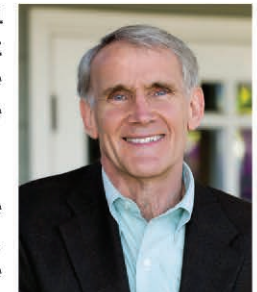
CA Assemblyperson
Matt Haney

AB 2230 (Bennett) Residential Housing Unfair Practices Act of 2023.

Would have made unfavorable changes to the Cartwright Act.

CalRHA was part of a large coalition against the bill and, fortunately, it failed to pass the policy committee.

OPPOSED/DEAD



CA Assemblyperson
Steve Bennett

AB 2278 (Carrillo, D-Los Angeles) Publishing Rental Rates.

This is our sponsored bill regarding the publication of the maximum allowable annual rent increase by the Attorney General. The bill has already passed the Assembly and is in the Senate, where it has been referred to the Senate Judiciary Committee. **SUPPORT**



CA Assemblyperson
Wendy Carrillo

AB 2347 (Kalra) Evictions.

Would make various procedural changes to landlord-tenant law, including specified extensions of time for tenants to respond to notices and eviction papers. AB 2347 extends the time for the defendant's response to be filed from five court days to 10 court days after the unlawful detainer complaint and summons is served on the defendant. It also prohibits the clerk from entering default in an unlawful detainer action less than three court days after the plaintiff files the proof of service of the summons and complaint. AB 2347 is pending a vote on the Assembly Floor.

OPPOSE



CA Assemblyperson
Ash Kalra

AB 2498 (Zbur) Rent Relief.

Establishes the California Housing Security Program (the Program) to provide counties with funding to administer a housing subsidy to eligible persons to reduce housing insecurity and help Californians meet their basic housing needs, subject to an appropriation. The bill would create a 2-year pilot in eight counties, including Los Angeles, Orange, and San Diego. The bill is pending a hearing in the Assembly Appropriations Committee.

SUPPORT



CA Assemblyperson
Rick Chavez Zbur

AB 2584 (Lee, D-Milpitas) Corporate Owned Single-Family Homes.

Would prohibit owners of more than 1,000 homes from buying more single-family properties. This bill was sent to the Suspense File in the Assembly Appropriations Committee, due to the cost. We will know whether it is held or passed by May 17th.

OPPOSE



CA Assemblyperson
Alex Lee

AB 2747 (Haney) Credit Reporting. Requires specified landlords to offer each tenant obligated on a lease the option of having the tenant's positive rental payment information reported to at least one nationwide consumer reporting agency. This bill is pending a vote on the Assembly Floor.

OPPOSE

AB 2785 (Wilson, D-Suisun City) Security Deposits.

Would require a landlord to, within 30 days of receiving a tenant's security, deposit the sum into an account of a bank or other financial institution regulated by the state or federal government. If it is deposited in an interest-bearing account, any interest accrued on that balance, would be payable to the tenant. The bill also caps screening fees and sets parameters for reimbursement, including if the tenant doesn't qualify. We have been actively meeting with the author's office on suggested amendments.

OPPOSE



CA Assemblyperson
Lori Wilson

AB 2801 (Friedman) Security Deposits.

As introduced, the bill would have prevented using security deposits for professional carpet cleaning. However, the bill has been significantly amended and is less onerous. AB 2801 is pending a vote on the Assembly Floor.



CA Assemblyperson
Laura Friedman

SB 1201 (Durazo) Beneficial Owners.

SB 1201 requires corporations, limited liability companies (LLCs), and real estate investment trusts to report information about their beneficial owners, as specified, on periodic reports that those business entities are required to file with the Secretary of State (SOS) and that are made available to the public. The bill was sent to the Senate Appropriations Suspense file, due to the cost, and we will know whether it is held or passed by May 17th.

OPPOSE



CA Senator
Maria Elena Durazo

SB 1212 (Skinner) Real estate investment trusts: purchase, acquisition, and sale of housing.

Would have banned institutional investors from "purchasing, acquiring, or leasing" a single-family home or duplex for any reason. Fortunately, this bill failed to pass the policy committee.

OPPOSED/DEAD



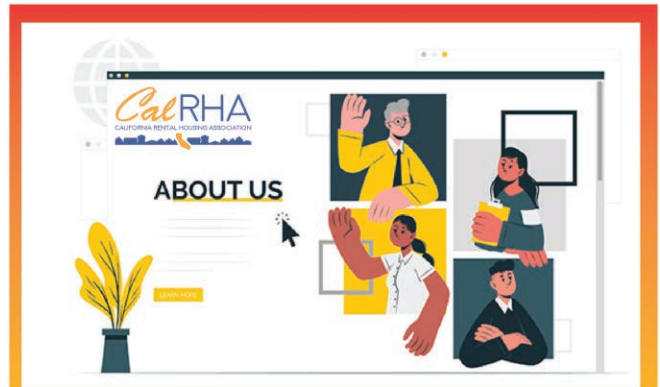
CA Senator
Nancy Skinner

The legislative calendar for 2024 is as follows:

- May 17 Last day for fiscal committees to pass bills to Floor
- May 24 Last day for bills to pass their house of origin
- June 15 Budget bill must be passed by midnight
- June 27 Last day for legislative measure to qualify for the November 5th General Election ballot
- July 3 Last day for policy committees to meet and pass bills
- July 4 - August 4 Summer Recess
- August 16 Last day for fiscal committees to meet and pass bills
- August 23 Last day to amend bills on the Floor
- August 31 Last day for each house to pass bills
- September 30 Last day for the Governor to sign or veto bills

Initiative Update: Taxpayer Protection Act Oral Arguments on May 8th

Oral arguments are happening today in San Francisco on whether the Taxpayer Protection Act should be removed from the November Ballot. A detailed article may be found at <https://www.kcra.com/article/california-supreme-court-taxpayer-protection-act-arguments/60702177>



The California Rental Housing Association (CalRHA) represents almost 25,000 members totaling more than 676,000 units, made up of small, medium, and large rental housing owners throughout the State of California. Our purpose is to advocate in the best interest of the rental housing industry and collectively address industry needs.



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OPINION

Passing AB 2498 Will Help Keep Vulnerable Californians Housed

California is facing a housing crisis of staggering proportions. In 2023, there were over 180,000 people experiencing homelessness on any given night in the Golden State, accounting for more than a quarter of the country's total unhoused population. And this daunting figure doesn't take into account the number of Californians on the edge of housing insecurity.



Earle Vaughan
President CalRHA

Though numerous factors have contributed to this crisis, one part of the solution remains clear— we need real, concrete initiatives that put people in housing and keep them housed. Recently introduced legislation — Assembly Bill 2498 — might be a part of that solution.

In California's housing market, low-income individuals and marginalized communities often bear the brunt of a flailing economy and fluctuating inflation. In a state where wages and inflation don't keep up with market rental rates, insufficient affordable housing options have pushed many to the brink of homelessness. More than a quarter of the state population spends over half of their income on rent, and the struggle to keep family members housed ends up taking priority over other necessities, like groceries, gas and medications.

To make housing more affordable, California needs to increase its housing stock, which the Department of Housing and Community Development indicates is short by 2.5 million homes. Until we can build more and build faster, policymakers must consider rental housing assistance to those at risk.

Known as the California Housing Security Act, AB 2498 would offer a lifeline to struggling Californians. It would establish the California Housing Security Program, aimed at providing housing subsidies to eligible individuals, effectively reducing housing insecurity and ensuring that basic housing needs are met.

Eligible populations would include those who are at the highest risk of homelessness, including low-income adults, older adults, individuals with disabilities, former foster youth, and



A tent belonging to a homeless person is set up near the Ocean Beach Pier. Photo by Chris Stone

justice-impacted individuals. This bill, if passed, would mark a significant step towards creating a more equitable housing landscape in our state.

My organization, the California Rental Housing Association, is made up of rental housing providers that serve millions of Californians with safe housing. We recognize the importance of keeping Californians housed and support emergency rental assistance programs for Californians at risk of homelessness.

Most of our members are individuals and families operating like small business owners who rely on rental properties as a source of income. Many of our members are property owners who worked with their renters during the pandemic to set up payment plans or in some cases even accept reduced rents to keep their renters housed. We advocate and support solutions, like the California Housing Security Act that include safeguards that will allow us to help keep some of California's most vulnerable in their homes.

While we advocate for rental assistance, there must be guard rails in the legislation to ensure it works for both renters and property owners. Reasonable safeguards will prevent fraud, and options for direct payments to rental housing providers to avoid delays will prove crucial in the development and implementation of the Housing Security Program. Rental housing providers don't just offer access to housing, they are partners in driving housing solutions and stimulating economic growth across the state.

As we navigate the complexities of California's housing crisis, we need to support real, tangible solutions that prioritize the needs of our most vulnerable populations. By passing AB 2498, we can take a significant stride toward keeping Californians off the streets. It's time to act decisively and ensure that every Californian has a place to call home.

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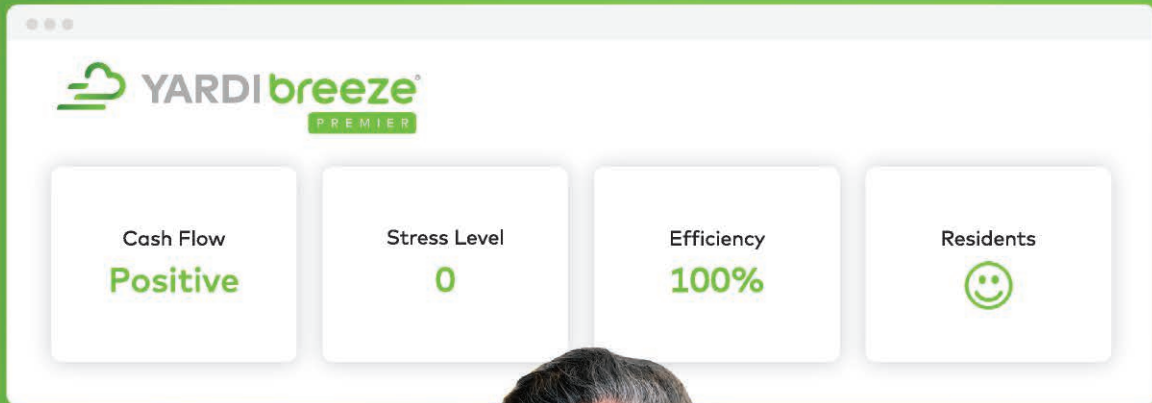


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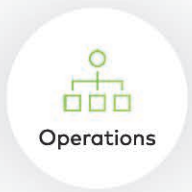




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Steve Nipper, Sol Wave Water

Best Practices: Water for Single Family or Multifamily, Maintenance and Procurement

In the world of housing people, keeping everyone happy and the buildings running smoothly is a constant balancing act. Although mysterious to most, water follows strict laws, the trick is knowing the laws and enforcing them.

Some Water Laws:

- Hard water will damage water heaters, cause high gas or electricity consumption, shorten the life of plumbing & valves, toilet floats, appliances, tile, fixtures, and sinks
- High water pressure will cause equipment failures, leaks, high water bills, and potentially thousands of dollars in damage restoration.
- Water is expensive! A dripping sink valve, a toilet leak, a malfunctioning drinking water system or water softener will increase your water bill; it could have been prevented.
- Water will always seek the path of least resistance.
- Plumbers are great when things need to be fixed. And, the better your home or building runs, the lower the costs, the happier the tenants are.

Solutions:

- In the last 15 years there have been significant improvements in the efficiency of water softeners and how they process the water. An older system may be consuming three to four times the amount of salt and discharge water.
- The stuff that makes a water softener work is the ion-exchange resin inside. Water



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softener resin has an expected life of 8-15 years. As resin ages, the ability to remove hardness diminishes. When resin is at the end-of-life, it can prevent the water from flowing into the building. If you get the call from a tenant that there is no water in the building, the cause may be old water softener resin. Start with bypassing the system, if water pressure is restored its time to replace the resin.

- Yes, water softeners use salt (sodium chloride or potassium chloride).
- With the cost of a commercial water heater starting in the \$2500-5000 range, a water softener is an inexpensive way to increase the life and decrease the energy consumption. When a heater goes out, the timing is never good, the tenants are unhappy, and the bill is too large and ill timed. Property tax is almost always due at the same time.
- If you seem to be having a rash of water leaks the culprit is likely the pressure regulator failure or thermal expansion. Do you have a maintenance check that includes checking the water pressure? Do you know how to test for thermal expansion? If you have a thermal expansion tank, has the bladder pressure

Continued on page 13

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been checked recently? Do you have a WiFi enabled pressure gauge or flow meter?

- If you allow tenants to have drinking water systems, do those systems have leak detectors installed? The last three years have seen great advances in drinking water system leak detectors; in addition to detecting the leak, they shut the system down and stop the leak. A gallon of water on the floor is great compared to a leak that lasted an entire week while the tenant was on vacation.
- Mechanical rooms should have rubber or waterproof wall cove or base. When the water heater leaks the path of least resistance needs to be the correctly installed pan, floor drain or the door opening to the outside. The walls should all have a sealed lip to the floor, so the water doesn't go under the wall and into the apartment behind. Floor drains should never have a lip that prevents the water from going down the drain.

Beyond Cost Savings

While cost reduction is a major benefit, proper maintenance saves money and time. It's about laying down the law and controlling the aspects that can be controlled. A simple pressure test can save thousands of dollars, displacement, and upset that was completely avoidable. There may not be huge glory in a building that simply works well and has almost no problems. But for those of us that are responsible for our tenants being happy, it sure helps us sleep well at night knowing we have reduced the foreseen problems.

Author: Steve Nipper, Owner Sol Wave Water.



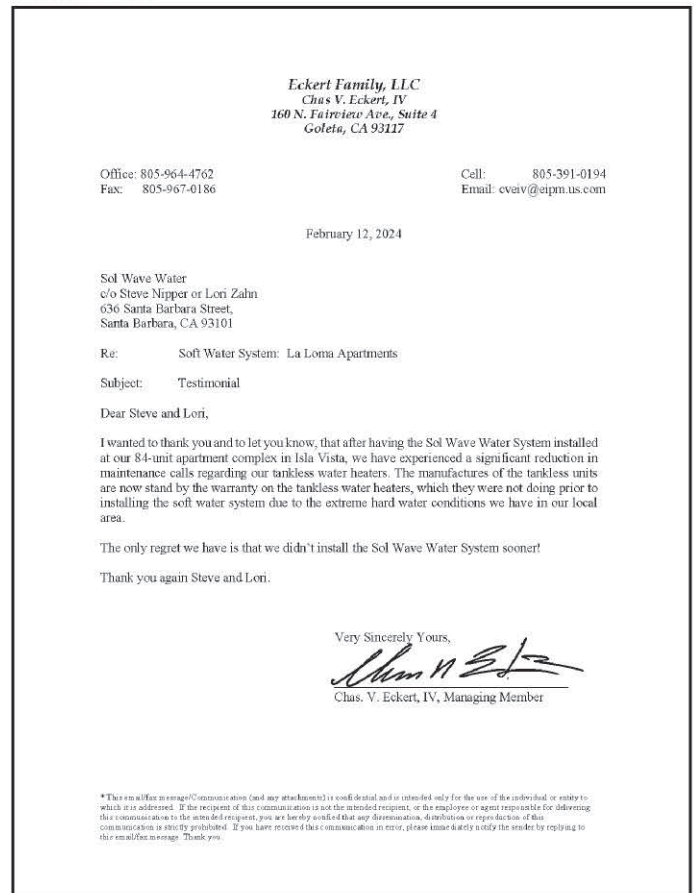
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Lompoc	18	\$2,145,000
Santa Barbara	16	\$5,475,000
Lompoc	12	\$1,520,000
Goleta	4	\$2,000,000
Santa Barbara	3	\$1,750,000



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RHALS 2024

*Tuesday July 30 2024 – Thursday August 1, 2024
Omni Mandalay Las Colinas Hotel, Irving, TX*

The 2024 Rental Housing Advocacy and Legal Summit (RHALS), formerly Government Affairs Roundtable (GART) and Legal Symposium, is NAA's event that connects and educates government affairs professionals and volunteers while discussing pressing rental housing industry issues happening all over the country.

RHALS offers attorneys an opportunity to earn CLE credits while discussing the trends, threats and challenges facing the rental housing industry. It is a must-attend event for all industry professionals seeking to stay informed and prepared to contend with the ever-evolving world of rental housing law and regulation.

Registration

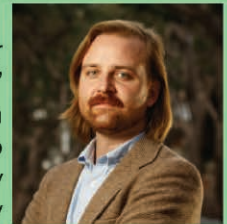
Programming for RHALS is designed specifically for governmental affairs professionals, affiliate volunteers and legal professionals. Therefore, registration is limited and NAA reserves the right to reject registration of anyone that does not meet the criteria.

Registration for suppliers is available to event sponsors only. Contact sponsorship@naahq.org if interested in sponsorship.

Disclaimer: NAA reserves the right to reject registration applications for the Rental Housing Advocacy & Legal Summit (RHALS).

Keynote Speaker: M. Nolan Gray

Nolan Gray, Research Director for California's "Yes In My Backyard" (YIMBY) Movement and urban land-use regulation expert, also authored "Arbitrary Lines: How Zoning Broke the American City and How To Fix It."



As a City Planner in New York, he gained experience in zoning, managed land use applications and assisted with neighborhood studies. Nolan's work has appeared in outlets such as The Atlantic, Bloomberg Citylab and The Guardian. He holds a B.A. in Philosophy, with a History minor from the University of Kentucky and a Master's degree in City/Urban, Community and Regional Planning from Rutgers University.

Registration Fees

Affiliate: \$499
Attorney/Others: \$599

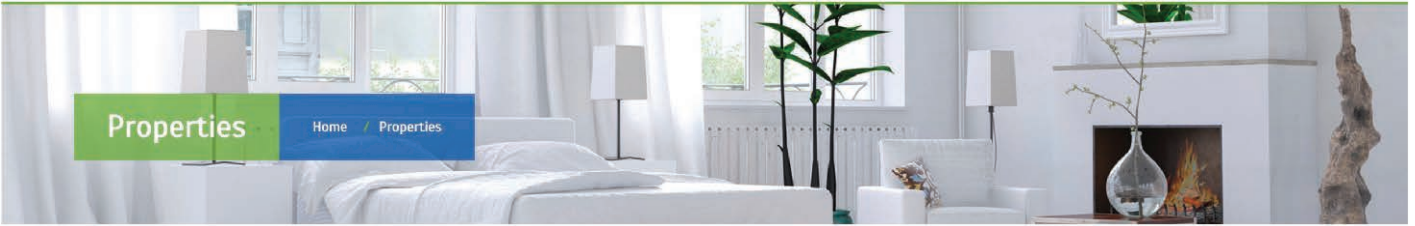
Registration fee includes: Access to all General Sessions*, Educations* and Tuesday Welcome Reception. Breakfast will be provided Tuesday, Wednesday and Thursday*. Lunch will be provided Tuesday.

To register, and for the schedule, please go to <https://www.naahq.org/rhals>

Questions?

If you have any questions about attending, please contact Ben Harrold (Rental Housing Advocacy) or Lauren Shelton (Legal Summit).

Continued on page 27



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~ Bob Hart, Santa Barbara Association of Realtors

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Schedule

Tuesday, July 30th

7:30 AM – 5:00 PM	Registration
8:00 AM. – 8:45 AM	Attendee Networking Breakfast
8:00 AM - 8:45 AM	Affiliate Breakfast
9:00 AM. – 10:15 AM	Opening General Session (Keynote)
10:30 AM – 12:00 PM	Legal and Advocacy Roundtable
12:00 PM – 1:00 PM.	Lunch and Open Discussion
1:15 PM- – 2:15 PM	Joint Session
2:15 PM – 2:45 PM	Break
2:45 PM – 3:45 PM	Concurrent Sessions (2)
4:00 PM. – 5:00 PM	Concurrent Sessions (2)
5:30 PM – 7:30 PM	Welcome Reception – Pacific Table
7:00 PM – 10:00 PM	State & Local Dinner – Whiskey Cake

Wednesday, July 31st

7:30 AM – 5:00 PM	Registration
8:00 AM. – 8:45 AM	Attendee Networking Breakfast
8:00 AM - 8:45 AM	Affiliate Breakfast
9:00 AM. – 10:15 AM	Concurrent Sessions (2)
10:15 AM – 11:15 AM	Concurrent Sessions (2)
11:30 AM. – 12:30 PM	Joint Session
12:30 PM – 1:45 PM	Lunch on Own
1:45 PM – 2:45 PM	Joint Session
2:45 PM – 3:15 PM	Networking Break
3:15 PM – 4:15 PM	Joint Session
4:30 PM – 5:30 PM	Joint Session

Thursday, August 1st

8:30 AM – 10:00 AM	Attendee Breakfast
8:30 AM – 10:00 AM	Affiliate Breakfast
10:00 AM – 12:00 PM	Concurrent Sessions (2)
12:00 PM	Conference Concludes



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Rental Owner Updates

SCREENING BEYOND THE APPLICATION

A new landlord wanted input from other landlords on screening. She posted the following question on our popular Q&A Forum:

How much more do you do beyond the Zillow application to check someone out?

The following school-of-hard-knocks advice was offered by one of the successful landlords and contributors on our forum.

"Do not accept Zillow's application. Send the applicant your own application. I have no idea what you can ask in [your state]. Ask everything that you are not prohibited in asking. Then, verify everything. We do not take an applicant's word for anything at all.

We don't accept paycheck stubs. We call the current and former places of employment (not the number the applicant has supplied, but the number we find on the internet) and ask our questions.

Same for current and previous landlord reference. We find the apartment complex or real estate office and call the main number we can verify.

We call the vet to verify the animals are what the applicants say they are. That they are spayed or neutered, are current on all shots, and have never bitten anyone.

We use the credit/criminal check company [which is a sponsor of MrLandlord] TenantCreditChecks.com. You will need a Social Security # and Drivers License #.

We visit the applicant's current home for a 2-minute, in-home visit. How the applicant's current home looks like will be what our home will look like 2 months after the applicant moves in.

Have a default mind set that an applicant is denied unless they meet your standards. Do not try and "work with" an applicant who is deficient in an area of your screening.

Every time we have ever deviated from our procedures, it has turned out poorly for us and we lost thousands of dollars, not to mention all the wasted time and stress.

Go slowly, learn, and then when you advertise you will be setting your business up for success. All the best!"

- Renee, TX



Jennifer, the Zillow application is not complete. In fact I had a prospective tenant once supply the application and since we don't accept them I gave that applicant our application and ran a separate credit and background check.

The Zillow background check showed a clear background and the one I ran showed the applicant had 10 felonies (white collar type). Naturally he was declined. Don't rely on Zillow's poor reports.

We require all kinds of info: paystubs, bank statements, W-2's or 1099's, tax returns if self employed, LL reference for the last two LL's, vet records for animals, ID's, applications with this info for each and every adult 18 yrs old or older in the property. You might be surprised that some falsify their documents. It's easy to spot when you require so many cross checks and do employment verifications.

- Florida Native, FL

I have paper applications available only at a viewing or open house. Besides an application I ask for two months bank statements. This shows they have move in money and verifies expenses and responsibility with financials.

If there are charges from smoke or pet shops then I suspect they have pets and or smoke. All clues.

In my state I can scan court documents. I learn this stuff from reading here [MrLandlord forum] and attending the up coming convention.

- Plenty, MO

I'm a big fan of doing a drive-by front and ally to see if their current rental is neat and pet-free, and to see what type of neighborhood they are used to.

I also forget an addendum and bring it by their house to sign. While there, I inspect their house subtly.

Their neighbors are also great sources of info too. And don't forget to cozy up to your rental's neighbors

and befriend them so they'll not hesitate to complain if a renter misbehaves. And they make good references to tenants.

– Landlord, TX

I agree. I will look at the Zillow app only to see if their credit score makes it worthwhile to go further. If so, they must fill out my application. I do all that everyone else above has recommended.

It is critical to verify their income, as there are now websites that will provide fraudulent pay stubs and other "documentation" that a fraudulent applicant might need. I would echo that you are actually speaking to their past landlords. An applicant who says they moved from their previous rental and are living with family should be a red flag.

Trust but verify is my motto. When I have my initial contact with a potential resident, I describe my screening process. Many of them never contact me again as they know that there are unlikely to sneak fraudulent information past me.

– Bob O'Brien, TX

Great advice above. I will add, cyber stalk the boojeebers out of them to verify what they claim. If you aren't good at it, find someone who is and pay them.

We had great applicants that checked all the boxes and verified out. As a last step before approving, my wife searched them on social media and discovered that they had falsified a lot of their application.

No pets? They had at least 2 pitt bulls a week before applying and one had recently bitten someone. Claimed to be sober and christians. Nope. Drunk as skunks with friends smoking pot in the background in photos posted 2 days before the application. Further browsing found them to be heavy partiers who were always deep into drama with legal troubles.

– Hammer, TN

CIGARETTE SMOKE SMELL

A question often asked by landlords:

How do you remove cigarette smoke odor before putting a unit on the market to rent?



I have a vacant 3 level unit that smells of cigarette smoke , not overpowering , but it is there . Any advice on how to remove odor before putting on market to rent ? I washed walls and painted, washed blinds. Any suggestions ?

Larry, IN

Open the windows for a few days. I've had good luck with Zep product called Smoke Eliminator. Spray can.

– Plenty, MO

Change HVAC filter, clean the ducts, clean the coils. Clean everything basically. What did you wash the walls with?

Did you primer before painting?

– 6x6, TN

Check out details on previous posts regarding OZONE machines. You can't be in the place when you use them. Can buy on Amazon.

– Oreo, WI

Also clean light bulbs, light shades, ceiling fan motor bodies, and air ducts/vent covers. They are also coated with nicotine and will smell when they warm up.

Miniblinds hold the odor.

I watched a demo on YouTube wear she had to wet mop the floor 3-4 times until the rinse water was clear.

OdorXit sells a powder in a packet, mix with water to eliminate nicotine odor. . .

– Brad, IN

If all else fails then would paint with sealer or a Alkyd oil base paint then it will sealed up before adding a final coat of paint. Sealer is sold at many paint store or Home depot.

– Robert, Ontario, CANADA

Santa Barbara Happenings



Terry A. Bartlett – Reetz, Fox & Bartlett LLP

Goleta Protests County Idea to Fudge on Traffic Impacts of Thousands of New Homes



Image Independent.com, Traffic in Goleta

Santa Barbara County Planning and Development pointed out recently that local traffic rules could affect the development of housing to meet the Regional Housing Needs Allocation (RHNA) assigned to us by the State. The City of Goleta, however, believes that local traffic standards should not be changed to facilitate development.

The County would require developers to prepare a traffic study identifying issues that could arise in the area were they add units. Generally, County Supervisors and the City of Goleta are concerned about the effects on traffic that could arise from the fact that many of the proposed developments are in Eastern Goleta Valley.

Hidden Costs Lead to Sky High Electricity Rates

Since 2020, PG&E and Southern California Edison residential rates have risen 38% and 40% respectively, after adjusting for inflation. These prices are much higher than the national average.

Net zero emission requirements, shifted fire responsibilities onto utilities, and new unproven technologies are fueling the rise. These are being exacerbated by the installation of rooftop solar panels which allow the owners of those panels to consume less energy from the grid and, in turn, contribute less to the fixed costs of maintaining the grid (vegetation management, grid hardening etc.). As fewer kWhs are sold from the grid, retail rates rise in order to cover these fixed costs.

Bottom line: Sacramento and Washington have been subsidizing activity that make supporting the electrical grid unaffordable while pushing for the electrification of virtually everything.

Downtown Waterfront Shuttle for Summer

The downtown-waterfront electric shuttle will be reinstated for summer 2024. Before the COVID-19

pandemic, shuttles operated on this route for 30 years. The shuttles will now only operate Friday, Saturday and Sunday between 10 a.m. to 6 p.m. and the downtown portion will be on Chapala and Anacapa instead of State Street due to poorly planned vehicle prohibitions.



Image, Noozhawk.com

Downtown Santa Barbara Community Benefit Improvement District Proposed

Recently, the implementation of a downtown Community Benefit Improvement District (CBID) was discussed by the City Council, members of the Downtown Organization, the Santa Barbara South Coast Chamber of Commerce and State Street property owners. If created, the CBID's \$2,000,000 annual budget would be funded by raising property taxes for downtown property owners. In order for the CBID to become a reality at least 50% of all downtown property owners must vote for it. The votes are weighted according to the amount of property that a person owns so that those who own more property will have more influence over the outcome.

SLO County Supervisors Approve Nipomo's 1,470-Home Dana Reserve Development



Image, Noozhawk.com

The San Luis Obispo County Planning Commission approved the plans for a 1,470-unit housing project called Dana Point Reserve which has been in development since 2020. The project will be lo-

Continued on page 33



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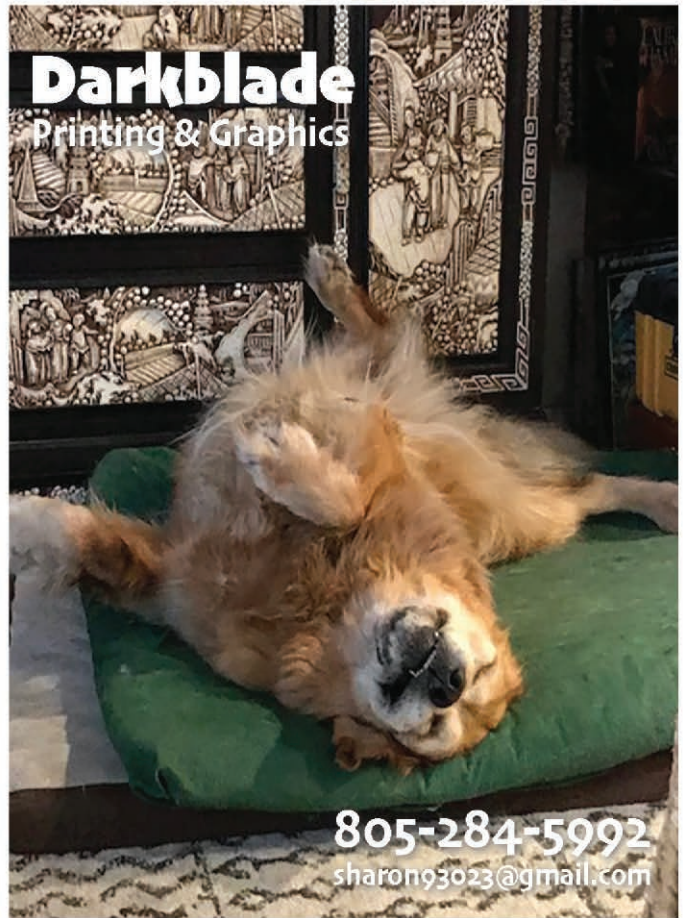
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cated on Highway 101 near Willow Road in Nipomo and will include homes at varying prices, space for a grocery store, commercial center, medical center, fire station, and a dog park. Construction of the development is set to begin in 2026. It will likely take a decade to complete.

People Who Rent Will Likely Decide the 2024 Presidential Election

According to the Consumer Price Index 'rent of primary residence' data (the category which most accurately reflects what renters pay) rent has risen 0.4 percent each month for 31 months. This means that it will be likely be the primary concern of those who rent as they vote in the 2024 election. Also worth noting, HUD announced that it will require new homes to follow the 2021 International Energy Conservation Code Standard which the National Association of Home Builders says can add as much as \$31,000 to the price of each new home. Both renting and homeownership are becoming too expensive for younger generations of voters making housing a primary concern. Is the American dream of owning your own home dead?

Unnatural Natural Disasters

Natural disasters in appear to be becoming more frequent in our area. Cloud seeding, for instance, is a planned weather modification process whereby the moisture in clouds is induced to coalesce into either rain or hail using chemical compounds such as silver iodide, potassium iodide or sodium chloride (salt).

Experiments and re-search into cloud seeding date back to the 1940s and our cloud seeding program in Santa Barbara has existed since 1981. According to the Santa Barbara County Website, we use ground seeding stations to inject silver iodide into the clouds (although specially fitted aircraft may also be used). And, according to KEYT, cloud seeding continued in the 2017-2018 season despite higher-than-average rainfall that winter. This likely contributed to some of the later flooding, just the County's failure to empty existing basins and make them bigger likely contributed to the severity of the debris flows caused by the flooding.



In terms of cloud seeding, there is also evidence that the silver iodide collects in sensitive environments killing beneficial microorganisms in soil as well as water and hurting trees and plants. We have yet to determine what effects this pollution could have on human health but if it is negatively affecting other life forms, we can expect that it will

most likely negatively affect us. There are always these pesky unintended consequences of government actions.

Board of Supervisors Selects Sites for Future Housing

Santa Barbara County Board of Supervisors finally decided which potential rezone sites in North and South County would ultimately be rezoned for housing to meet the allocation assigned to Santa Barbara County by the State of California.

10 sites in North County and 18 in South County were chosen, as well as 9 sites owned by the county. The North County sites are: Apollo (Vandenberg Village), Blue Sky Center (Cuyama), The Boys and Girls Club (Orcutt), Chumash, LLC (Santa Ynez Valley), Key Sites 1, 3, 10, and 11 (Orcutt), Hummel Cottages (Orcutt) and Element Church (Orcutt). The South County sites are: Bailard, Van Wingerden 1 and 2, Hope Church, St. Vincent's East and West, San Marcos Growers 1 and 2, Tatum, Montessori, St. Athanasius, Scott, Ekwill, Caird 1, 2 and 3, Friendship Manor, and Glenn Annie. The County owned sites are: Flag Lot, Probation Building, Juvenile Hall, Page and Fire, Hollister Lofts, Child Family Services Lot, Archives Parking Lot and Above Behavioral Wellness Deck.

The development of the Giorgio family's avocado and lemon orchard near Goleta Cottage Hospital which was proposed in partnership with developers Jeff and Jason Nelson was not selected. This project was recommended for removal by the Planning Commission but the developers can still move forward with the project under the builder's remedy law. The project would consist of 1,771 units, 444 of which would be low-income.

Results of Banning Smartphones in Schools

A study conducted in Norway using data from 2010 to 2018 found that banning the use of smartphones in middle schools significantly reduced the incidence of psychological consultations and bullying in the schools and also led to higher GPAs and increased academic engagement, especially among girls. As such, the study's author suggests that "banning smartphones could be a low-cost policy tool to improve student outcomes."



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