

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

LET'S TALK INSURANCE: Community Town Hall Meeting

Wednesday, 11/13/2024 5:30–8:30PM Santa Barbara Public Library Faulkner Gallery

Hosted by SBAOR and SBRPA

CalRHA: Filing Requirement under Corporate Transparency Act	xx
Let's Talk Insurance: SBAOR & SBRPA Joint Town Hall Meeting	хх
MrLandlord: Ways to Increase Cashflow, Screening Crteria, Setting Expectations	xx











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santa barbara rental property association

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

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

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November 2024

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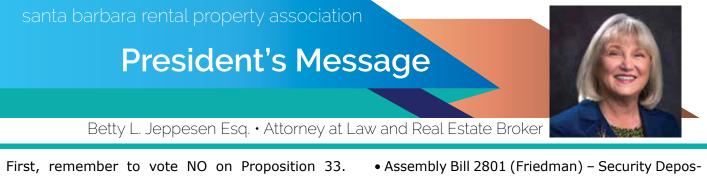
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First, remember to vote NO on Proposition 33. Please refer to my September President's Message for further details if needed. If Proposition 33 passes, it is estimated that your rental property value will diminish by 25 to 40%.

Here is the final list of bills that were signed by Governor Newsom that deal with rental housing issues

- Assembly Bill 2347 (Kalra) Eviction Delay. Extends the time for tenants to respond an unlawful detainer (eviction) from 5 court days to 10 court days. Remember to refer to my article last month in which I stated that this Bill although bad from the standpoint of more time to respond is good because it limits the time for a Demurrer or Motion to Strike hearing to NOT LESS THAN FIVE COURT DAYS NOR MORE THAN SEVEN COURT DAYS AFTER THE FILING OF THE MOTION. This used to be an easy extra 6 weeks for the tenant to stay in the rental property because the hearings were routinely set 6 weeks out unless the landlord's attorney made an ex parte motion to advance the hearing.
- Assembly Bill 2493 (Pellerin) Rental Application Fees. Permits a landlord to charge a lease applicant an application screening fee only if the landlord offers an application screening process that considers applications in the order in which they are received, or provides any applicant who is not selected for tenancy with a refund or credit for the application screening fee
- Assembly Bill 2579 (Quirk-Silva) Balcony Bill

 Extends by one year the deadline for performing inspections of exterior elevated element (balcony) in all buildings containing three or more multifamily dwelling units, from January 1, 2025, to January 1, 2026. This is huge and a benefit to our members
- Assembly Bill 2747 (Haney) Positive Rental Credit Reporting. Requires specified landlords of buildings that have 15 or more rental units to offer each tenant the option of having the tenant's positive rental payment information reported to at least one nationwide consumer reporting agency

- its. Specifies that claims by a landlord against a tenant or deductions from a tenant's security deposit must be limited to reasonable amounts and be reasonable and necessary to restore the premises back to the condition it was in before the tenancy, except for ordinary wear and tear. Requires that, beginning April 1, 2025, a landlord must take photographs of the unit within a reasonable time after the possession of the unit is returned to the landlord, but before any repairs or cleanings for which the landlord will deduct from the deposit are completed, and that the landlord take photographs of the unit within a reasonable time after the repairs or cleanings are completed. In addition, for tenancies beginning on or after July 1, 2025, a landlord must take photographs of the leased unit immediately before, or at the inception of the tenancy
- Assembly Bill 3057 (Wilson) CEQA Exemption for ADU and JADU. Expands an existing California Environmental Quality Act (CEQA) exemption for city or county adoption of an ordinance to facilitate accessory dwelling units (ADUs) to also include adoption of an ordinance facilitating junior ADUs (JADUs
- Senate Bill 440 (Skinner) Regional Housing Authorities. Authorizes two or more local governments to establish a regional housing finance authority (RHFA) to raise, administer, and allocate funding (increase taxes) for affordable housing and provide technical assistance at a regional level for affordable housing development



Continued on page 7

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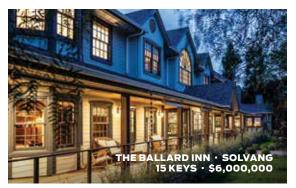
STEVE GOLIS 805.879.9606 *sgolis@radiusgroup.com* CA LIC. 00772218 MIKE LOPUS 805.879.9637 mlopus@radiusgroup.com CA LIC. 01970736

ANETA JENSEN 805.879.9624

ajensen@radiusgroup.com CA LIC. 01994822



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- Senate Bill 1103 (Menjivar) Commercial Tenancies . Requires commercial landlords to provide "qualified commercial tenants" contract translation and notice for month-to-month rent increases or tenancy termination, and places transparency and proportionality requirements on the fees a landlord may impose to recover building operating costs from qualified tenants
- Senate Bill 1211 (Skinner) Ministerial Approval of ADUs. Increases the number of detached ADUs eligible for ministerial approval on a lot with an existing multifamily dwelling from no more than two detached ADUs to no more than eight detached ADUs. Prohibits a local agency from requiring replacement of uncovered parking spaces demolished to allow for the construction of an ADU.

Unless otherwise specified, these laws take effect on January 1, 2025.

As always, we thank you for your membership.

Betty L. Jeppesen President



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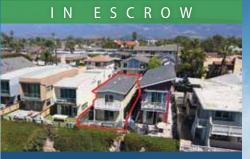
609 W Junipero St Santa Barbara Extensively Remodeled Apartments List Price: \$8,300,000



706-708 E Haley St Santa Barbara Premier Mixed-Use Opportunity List Price: \$3,595,000



330 E Figueroa St Santa Barbara Five Units Near Downtown Core List Price: \$1,600,000



6565 Del Playa Dr Isla Vista Blufftop Duplex Near UCSB List Price: \$1,925,000



1001-1021 E Cypress Ave, Lompoc 60 units — List Price: \$10,445,000

712 W Anapamu St, Santa Barbara 10 units — List Price: \$5,500,000

414 W Figueroa St, Santa Barbara 10 units — List Price: \$4,998,000

242-246 Puente Dr, Santa Barbara 3 units — List Price: \$2,650,000

1416 Laguna St, Santa Barbara 4 units — List Price: \$1,995,000

228 E Figueroa St, Santa Barbara 4 units — List Price: \$1,744,400

2626 Calle Real, Santa Barbara 2 units — List Price: \$1,399,000

FREE VALUATION OF YOUR PROPERTY

Call or email today to receive a free confidential valuation of your property, discuss current market conditions, and pinpoint the best solution for your real estate needs.



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SBRPA Calendar

november



Let's Talk Insurance: Community Town Hall Wed, November 13, 2024 • 5:30–8:30PM Santa Barbara Public Library, Faulkner Gallery Come hear from an expert panel on the upcoming policy changes and learn what it means for our community. Co-hosted by SBAOR and SBRPA, this meeting will help you:

- Understand new property insurance requirements
- Get expert information
- Q&A session to follow meeting

Free and open to the public, but space is limited so please RSVP. See page 19.

SBRPA Annual Members Meeting

Time, date, location TBD

The SBRPA annual meeting will include voting on the proposed slate for the SBRPA 2025-2026 Board. Memers are encouraged to nominate additional candidates for the Board of Directors. Watch the website for updated information. See page xx.





Assembly of Delegates (AOD)

Thu-Fri, November 12-14, 2024 • Atlanta, GA

The Assembly of Delegates (AOD) is composed of up to two hundred and fifty (250) delegates from the NAA's ten regions. AOD is NAA's largest business meeting of the year, where all NAA and NAAEI Boards, Committees and Task Forces meet, and the new incoming volunteer leadership is installed.

The 2024 Assembly of Delegates meeting will take place in-person at the InterContinental Buckhead Atlanta in Atlanta, GA. See page xx.

Welcome New Members

Laura Aguirre, KC Kemp, James Bridy, Erika Papac, Clark Wilson, Nancy & Julia Parker

_____HAPPY

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

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CalRHA Legislative Updates

Kate Bell, *KateBellStrategies.com*

October 2024

Upcoming Election Update

October 7th is the deadline for ballots to be mailed to California voters, and October 21st is the final day to register to vote. The polls then open on November 5th.

There are several open Legislative seats that will be decided in November and many new faces will be coming into office in Sacramento next year. To underscore how term limits have been impacting the tenure of Legislators in Sacramento, after this election, 70% of all Senators and Assemblymembers will have four or fewer years of experience serving in the California State Legislature. That makes relationship building and advocacy more important than ever.

With the Rent Control ballot initiative (Proposition 33) on the November ballot, the California Rental Housing Association has been actively engaged throughout the year on fundraising and campaigning against the measure.

Legislative Update

Here is the final list of bills that were signed by Governor Newsom that deal with rental housing issues.

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Assembly Bill 2747 (Haney)

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Assembly Bill 2801 (Friedman) Security Deposits.

Specifies that claims by a landlord against a tenant or deductions from a tenant's security deposit must be limited to reasonable amounts and be reasonable and necessary to restore the premises back to the condition



it was in before the tenancy, except for ordinary wear and tear. Requires that, beginning April 1, 2025, a landlord must take photographs of the unit within a reasonable time after the possession of the unit is returned to the landlord, but before any repairs or cleanings for which the landlord will deduct from the deposit are completed, and that the landlord take photographs of the unit within a reasonable time after the repairs or cleanings are completed. In addition, for tenancies beginning on or after July 1,

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CalRHA Legislative Updates from page 11

2025, a landlord must take photographs of the leased unit immediately before, or at the inception of the tenancy.

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Important Notice: Filing Requirement under the Corporate Transparency Act (CTA)

The Corporate Transparency Act (CTA) requires certain businesses and entities, such as corporations, LLCs, and similar entities to report beneficial ownership information to the Financial Crimes Enforcement Network (FinCEN) by January 1, 2025 to avoid penalties.

Background on the Corporate Transparency Act

The CTA requires corporations, LLCs, and other similar entities to disclose the personal identifying information (PII) of individuals who directly or indirectly own or control 25% or more of the entity, or who exercise substantial control over the entity's decisions (defined as beneficial owners).

Filing Deadline

The deadline for filing beneficial ownership information is January 1, 2025. It's crucial that you submit the required information on time to avoid any penalties.

Who Must File?

Most U.S. corporations, limited liability companies (LLCs), and similar entities are required to file under the CTA. There are some exceptions, including large operating companies (with more than 20 employees and \$5 million in revenue), certain governmental entities, and regulated businesses such as banks.

How to File

To comply with the Corporate Transparency Act, you must provide the following information for each beneficial owner:

- Full legal name
- Date of birth
- Residential or business address

• A unique identifying number from an acceptable identification document (e.g., passport, driver's license).

You can complete the submission by visiting FinCEN's Beneficial Ownership Information (BOI) portal here *https://www.fincen.gov/boi.*

Penalties for Non-Compliance

Failure to submit this information could result in civil and criminal penalties, including fines of up to \$500 per day of non-compliance and potential criminal charges with fines of up to \$10,000 or imprisonment.

For more information: https://www.fincen.gov/boi



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- (20) 1BD units
- Some Ocean Views
- Major Upside
- 5.0% CAP rate

OFFERED AT \$5,195,000



6 UNITS NEAR COLLEGE 2 COLLEGE DRIVE | VENTURA

- (6) 2BD/1BA
- Garage Parking (ADU potential)
- 4.6% CAP rate

OFFERED AT \$1,995,000





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Proposed Slate of SBRPA Directors for 2025-2026

The proposed slate will be voted upon during the December Annual Meeting. Members are encouraged to nominate additional candidates for the Board of Directors. Please send your submissions to *Admin@sbrpa.org*.



Chris Agnoli



Steve Battaglia



Mike Bruce



Nick Gonzales



Mike Lopus

BEAU BRUNNER PA



Lydia Perez



Andy Sillers



Lori Zahn



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FOR SALE	Santa Barbara	8 Apartment Units	\$ 3,295,000
FOR SALE	Santa Barbara	3 Units + Land Developmen	t \$ 2,500,000
PENDING	Isla Vista	5 Apartment Units	\$ 3,950,000
SOLD	Lompoc	Commercial + Vacant Lot	\$ 885,000 (Seller/Buyer)
SOLD	Santa Barbara	6 Apartment Units	\$ 2,575,000 (Buyer)
SOLD	Santa Barbara	10 Apartment Units	\$ 5,020,000 (Buyer)
SOLD	Isla Vista	Investment SFR	\$ 1,350,000 (Seller/Buyer)
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)

SANTA BARBARA \$4,950,000



14 units in desirable central location 12 x 1/1 + 2 x 2/1, ~\$339K income, big upside

SANTA BARBARA \$3,295,000



8 units in prime mid-town location 1x2/1, 5x1/1, 2x0/1, 4.23% cap, ~5.15% pro-forma

805-680-4622 | KenSwitzer1@yahoo.com | BHHS Commercial Division | DRE# 01245644 ©2024 Berkshire Hathaway HomeServices California Properties (BHHSCP) is a member of the franchise system of BHH Affiliates LLC. BHH Affiliates LLC and BHHSCP do not guarantee accuracy of all data including measurements, conditions, and features of property. Information is obtained from various sources and will not be verified by broker or MLS. Buyer is advised to independently verify the accuracy of that information.

LET'S TALK INSURANCE Community Town Hall Meeting



Wednesday, November 13 5:30-8:30pm

Faulkner Gallery Santa Barbara Public Library 40 East Anapamu Street Santa Barbara, CA 93101

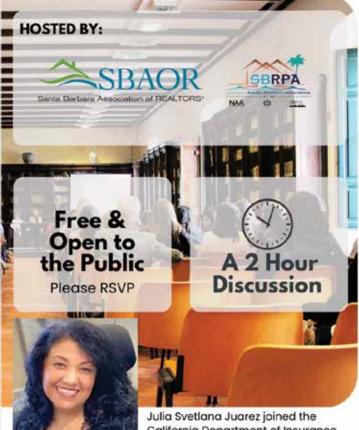
Come hear from an expert panel on the upcoming insurance policy changes and learn what it means for our community.

- Understand New Policy Requirements
- Get Expert Information
- Q&A Session to address your concerns

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JULIA JUAREZ CA DEPT OF INSURANCE DEPUTY COMMISSIONER Julia Svetlana Juarez joined the California Department of Insurance when she was appointed by Insurance Commissioner Ricardo Lara to the position of Director of Community Outreach within the Community Education and Outreach Branch.

Throughout 2019, Julia led the Department's efforts to meet with thousands of consumers who have seen their insurance dropped due to the state's unprecedented wildfires. With devastating wildfires affecting California's insurance consumers and businesses and driving consumers' growing requests for assistance, the Department realigned its structure to expand community outreach and education of our insurance consumers -- two critical and growing priorities in California's current and future climate.



CALIFORNIA ASSOCIATION OF REALTORS* DEPUTY CHIEF ECONOMIST

Oscar Wei is the deputy chief economist at the California Association of REALTORS® (C.A.R.), a statewide trade organization of real estate professionals with more than 200,000 members. He comanages the Research and Economic Department and oversees the operation of data analytics and survey research within the division. As an economist at C.A.R., Oscar provides regular updates on the economy, state and regional housing markets, consumer behaviors, and public policy issues.

You can also register online at our website, www.sbrpa.org. Click on Events from the main page.



SBRPA Business Partners



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 Business Partner Directory (online at *www.sbrpa.org*) your logo will appear with a link to your website & you can add links to your LinkedIn/Facebook URLs and Twitter/Instagram handles.
- Free referrals to members
- Opportunity to submit educational materials for publication in the monthly SBRPA News magazine
- An introduction of your company reps and display materials at membership meetings
- The opportunity to display your brochures/business cards in the lobby of SBRPA office and to have your information included in new member kits
- 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	
Address	
Contact	Phone
Email	Cell
FORM OF PAYMENT	Check (Enclose and make payable to SBRPA)
Credit Card VISA M/C AmX Discover	 Exp. Date
Card Number	Billing Zip Code
Name on Card	Signature
	0

Business Partner Directory

Welcome to SBRPA's Business Partner Directory, a special group created for our Vendors and Suppliers. You get a free listing in the Business Partner Directory on the SBRPA website, with your logo and a link to your profile, which is a separate page with your logo, address and contact information, an overview of your company as well as a link to your own website. You can also include LinkedIn/Facebook URLs and Twitter/Instagram handles. To join, fill out the application on the facing page, or call the office if you would like a hard copy sent to you. For more information about Business Partners, contact Lori Zahn, Chair, SBRPA Business Partnerships, 805-451-2712.



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Coastal Housing Partnership Rental Listing Site

P.O. Box 50807, Santa Barbara 93150 • 805-450-5698

Coastal Housing Partnership hosts a Rental Listing Site for Landlords/ Property Managers. This site is FREE for local landlords to post their residential rental listings in Santa Barbara County and Ventura County. Feature our 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 employees of our member companies. For more information and to register for our site, go to https://rentals.coastalhousing.org/



Sol Wave Water

636 Santa Barbara St., Santa Barbara, CA 93101 805-845-5443

Welcome to Sol Wave Water. With over 28 years 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 issues: 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 already have a system, we offer service and maintenance plans including the delivery of salt and potassium. 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://solwavewater.com/



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~ Bob Hart, Santa Barbara Association of Realtors

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Q4 Upcoming Meetings & Events

National Apartment Association



Assembly of Delegates

November 12-14, 2024 | Atlanta, Georgia

Tue-Thu, November 12-14, 2024

The Assembly of Delegates (AOD) is composed of up to two hundred and fifty (250) delegates from the NAA's ten regions. AOD is NAA's largest business meeting of the year, where all NAA and NAAEI Boards, Committees and Task Forces meet, and the new incoming volunteer leadership is installed.

The 2024 Assembly of Delegates meeting will take place in Atlanta, GA. Pre-Registration is complimentary up to November 4, 2024. AFTER November 4, a \$50 registration fee will be charged.

Hotel Information

InterContinental Atlanta Buckhead ushers in a new level of luxury in the capital city's prestigious Buckhead neighborhood. Indulge in the

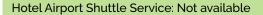


perks of the 21st Club InterContinental Lounge, enjoy Atlanta's first Italian steakhouse and be pampered in Spa InterContinental. Vibrant and upscale, Buckhead's tree-lined streets bustle with high-end luxury shopping, world-class dining, and live entertainment. The neighborhood is also home to the High Museum of Art, Atlanta Botanical Garden, & other desired destinations.

Travel Information

Airport: Hartsfield-Jackson Atlanta International Airport (ATL)

19 Miles to Hotel. Approximate travel time: 20-30 minutes



AOD Schedule

Tuesday, Nov. 12

11:30AM— 5:00PM AOD Registration NOTE: Except for Registration, all Tuesday Events are by Invitation Only.

Wednesday, Nov. 13

7:30AM- 4:30PM	AOD Registration
8:00AM- 9:30AM	Privatized Military Housing Committee
8:00AM- 9:30AM	Governance Committee
8:30AM- 9:30AM	Operations Committee
8:30AM- 9:30AM	Apartmentalize Committee
9:45AM—10:45AM	Affordable Housing Committee
9:45AM—10:45AM	Independent Rental Owners Committee
9:45AM—10:45AM	Marketing & Communications Networking Grp
9:45AM—11:15AM	Global Outreach Committee
9:45AM—11:45AM	NAAEI RPM Careers
9:45AM—11:45AM	Legislative Committee
11:00AM-12:00PM	Membership Committee
11:00AM-12:00PM	CAMT Advisory
12:00PM- 1:00PM	Volunteer Leadership Orientation Lunch
12:00PM- 1:15PM	Lunch Break - Attendee Lunch on own
1:00PM- 2:30PM	NAAEI Curriculum/Program
1:00PM- 2:30PM	National Suppliers Council
1:00PM- 2:30PM	Association Executive Council
1:30PM- 2:30PM	NAA Budget & Finance Committee
2:45PM- 3:45PM	Technology Committee
2:45PM- 3:45PM	NAAEI Budget & Finance Committee
2:45PM- 3:45PM	Diversity, Equity & Inclusion Committee
2:45PM- 3:45PM	Next Gen Committee
2:45PM- 3:45PM	NAAPAC Board of Trustees
4:00PM- 5:00PM	NAAPAC Ambassadors
4:00PM- 5:30PM	#NAA Gives
4:00PM- 5:30PM	NAAEI Board of Directors
6:00PM- 7:00PM	Chair's Welcome Reception, Sponsored by NSC

Thursday, Nov. 14

8:00AM- 9:00AM	Board Breakfast (Invitation Only)
8:30AM-11:00AM	AOD Registration
9:15AM—10:15AM	Region 1-10 Meetings
10:30AM- 1:00PM	NAA Board of Directors Meeting/Awards
6:00PM- 6:30PM	Installation Reception
6:30PM- 8:30PM	Installation Dinner
8:30PM-10:30PM	Chair's Post Reception



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Rental Owner Updates

7 WAYS TO INCREASE CASH FLOW

Landlords are always looking for ways to increase cash flow. A hot discussion is currently taking place on our Q&A Forum, where that popular topic has once again surfaced. Here are 7 things one successful landlord has been doing to increase cash flow in 2024:

- 1. Regular rent increases
- 2. Increased application fee. (Be sure to stay within state limits on application fees, if there are any)
- 3. Rented out storage space
- 4. Focused on pre-marketing rentals before move-outs to get the vacancy time reduced
- 5. Created a solid process to keep residents current on rent and bills
- 6. Focused on the speed of rental turnover to reduce vacancy time
- 7. Get rid of the time wasters to be able to focus on the main goals.

Note: "FOCUS to Build Wealth" is going to be the key theme in our upcoming Landlord Retreat in Puerto Vallarta in January. Hope you can join us along with 200 other successful landlords. :)

In the discussion, several other landlords shared additional ways they have increased their cash flow:

Consolidated. Sold one from way more than I thought I would get. Didn't really change or improve my cash flow, but I Paid one off as a result. Same cash flow, less headaches. I plan to do that again in 2025..

– NE, PA

Sold one. Listed another. Raised rents across the board. --172.56.xx.xx

– Plenty, MO

Always working on the processes. For us that means learning and using the tools we already have (Buildium) to make things faster, or easier, or to help us gather more useful data. It means including my son in more and more of the decisions and giving him more responsibility in management.in a flood zone with an open hole in the roof is listed (not selling) for \$300k+



So we are concentrating on improving what we have instead of just moving folks in and out like a conveyor: our streak of 100% no vacancies and no lost rent over the past several years has definitely been broken - by conscious decision. We have also "acquired" one more this year by finally creating a brand new one-bedroom cottage in a building that has been sitting as storage for a few years. It's now close to the finish line, goal is to be done well before end of year.

We have one more would-be studio in our pocket for 2025, and we'll see if growing beyond that makes any sense next year and beyond.

– Scott, IN

Sold a place that we didn't like. Put a couple others on contract that we didn't like.

Plan is to use the time and extra CF by finding better quality places.

Rent increases are in place, although just found out that one slipped by the one year mark. Will remedy that by first of the week.

Went to the con and the boot camp this year. Still working on everything learned there but it is already increasing cash flow.

Slowing down the purchases of spare parts. That in itself will increase CF by a lot. Figuring out what I actually have in the storage buildings will make it easier.

Main goal for the end of the year is to finally get thru the trust information we bought and start putting the places into individual trusts. It is a slow process to start with as reading thru it all doesn't exactly come easily. – Zero, IN

DO NOT RELAX SCREENING CRITERIA IN THESE 4 AREAS

When you are trying to fill a vacancy and it seems like fully qualified residents are harder to find, sometimes as rental property owners we are tempted to reduce our standards and criteria for accepting residents to



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avoid long vacancies. However, in addition to always running credit and eviction checks, there are certain screening criteria that in the opinion of many landlords, you should never relax. Fox example, here are 4 areas of screening, you should consider never relaxing.

- 1. Income verification
- 2. Cooperation level of applicants
- 3. Do not overlook previous evictions or collections
- 4. In-home visits.

What criteria, if any, do you never relax?

... I have an income requirement... I am keeping it.

I am keeping my in home inspection and if anything, am tightening it

I am not going to abandon requirements for bank statements to verify income and expenses, nor am I going to overlook collections and past bills on credit report.

Were I to relax these criteria, I would not increase my income, only my expenses.

– Sisco, MO

I feel like even more than a year ago I have to hold their hand to get them to follow through w/an appointment. I'm still talking about prescreened prospects, but once I start the conversation to set up an appointment they drop off. I don't have the luxury of ignoring them because there are not many others. Where I have dialed back is w/work history and pets. I was a hard no w/pets, and now it's on a case by case basis. The other trend . . . is rents should go down and prospects are not interested at units above 1k. – Small Potatoes. NY

Income

Criminal background

Those two are I will not adjust. Lowering income standards is just a recipe for disaster. I have tried adjusting in the criminal in the past with poor results. So I'm back too: leave it open if need be. I would rather have no income and a vacant unit than a PITA and still no income with an on going court case. - T, IN

SET THE RIGHT EXPECTATIONS

One successful landlord shared how he sets the appropriate expectations with all of his residents from the beginning of the relationship. The following is what he says to them at the very end of the lease signing (or as I like to call it, the new resident orientation):

We don't promise perfection, but we do promise professionalism. The rental home is in very good

shape, but it's not perfect and never will be. Things will wear out, get stuck, stop working, etc.

We promise professionalism in that we will take care of all emergencies that arise ASAP and non-emergencies on a scheduled basis. We also expect you to do your part in paying the rent and taking care of the place; and we do evict if that doesn't happen.

We operate on a Monday to Friday basis, 9AM to 5PM for all non-emergency contact. Emergency contact is available 24/7.

BUYING A NEW DISHWASHER?

Do you still provide dishwashers in your rental property? Several landlords give their appliance recommendations, including the brand they use (and the brand of appliances they say they will never use).



I buy the cheapest at Home Depot or Lowe's. White or stainless. Very few problems with them. – NE, PA

The last two I bought are Maytag because it was the only one I could find that still came with a built-in food grinder, It looks nice. The tenants haven't complained about it.

No dishwasher really works well any more. in order to be water saving, they now run for 4 hours, burning electricity that entire time, but saving a cup or two of water, and they no longer get dishes as clean as they should.

So the quest is to find the one that works the best out of a selection of not very satisfactory machines. – Oregon Woodsmoke, ID

Installed over 30 GE dishwashers in the last 5-8 years. Almost half have already failed. GE didn't seal the control boards so moisture shorts them out. My local, small town appliance shop who sells and fixes all brands says "model obsolescence" is the increasing protocol for manufacturers.

Survey of renters has dishwashers in top "wants" up there with central air and washer & dryer.

My properties are all B+. Even in my small town most rentals have a dishwasher so I'll have to keep replacing the GE's. – April, KS

Bosch 100 Series or Whirlpool no issues. Avoid cheap as they don't hold up.

– Mary, MD

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Santa Barbara Happenings



Terry A. Bartlett – Reetz, Fox & Bartlett LLP

Argentina's President Milei Repealed Rent Controls in His Country. Since Last October there are More Housing and Lower Rents.

In 2023, the president of Argentina, Javier Milei, repealed the 2020 Rental Law enacted under his predecessor, Alberto Fernandez. The Rental Law mandated a 3 year term for rentals, limited rent adjustments, and required rent to be paid in pesos.

By 2023, 1 in 7 homes were empty while residents struggled to find available rentals. Many landlords were reluctant to rent under the conditions of the Rental Law, and, due to high inflation opted to sell in U.S. dollars or list their properties on short-term rental sites where they could charge in foreign currencies.

According to one study, rents in Buenos Aires increased 140% between 2020 and 2023. Since Milei repealed the rent control law, rental listings increased by more than 170% with a 40% decline in the price of rental properties. This change demonstrates that rent control policies reduce the amount and quality of rental housing instead of helping tenants.

FEMA Opens Appeal Period for New Flood Zone Maps

The Federal Emergency Management Agency (FEMA) released a preliminary flood insurance rate map and flood insurance study for Santa Barbara County. Residents of new flood zones can appeal their placement until December 18th with technical and scientific evidence.

Residents of Santa Barbara, Solvang, Buellton, and Carpinteria can contact their local floodplain administrator and those in unincorporated areas of the county can contact the Santa Barbara County Flood Control and Water Conservation District 805.568.3440 or email <u>fccontact@countyofsb.org</u>. The new maps will take effect in 2026. The preliminary maps can be viewed at <u>fema.gov/preliminaryfloodhazarddata</u>.

Former S.B. Mayor Sheila Lodge Looks at Commuting, Building Homes, and Vacation Rentals

In an opinion piece published recently, former Santa Barbara Mayor, Shiela Lodge, described the many steps Santa Barbara has taken over the last 15 years to address the housing shortage. The 2011 general plan update, for instance, took steps to encourage the construction of rental housing and in 2013 the City of Santa Barbara adopted the Average Unit Size Density Program in an effort to stimulate new housing construction projects.



A priority overlay zone was also created downtown which allows for densities as high as 63 dwelling units per acre but there remains concern that such a high density means that there are not enough larger units for families. Editor's Note: With these tiny, dense units where will families live and raise their children? Perhaps these student housing sized units without adequate parking should be built near the university in Isla Vista?

Image www.newsmakerswithjr.com

Also addressed are the lack of housing built by UCSB for its employees and students, and the proliferation of short-term vacation rentals in our community, both of which worsen the housing shortage.

Santa Barbara County Supervisors Approve Another \$766K for Tajiguas Landfill

The Santa Barbara County Board of Supervisors approved another \$766,000 for the Las Tajiguas Landfill in September. The landfill's anaerobic digester, composting and automated recycling units have already costed close to \$150 million and performed poorly.

Since the installation of these units there have been ongoing complaints from the nearby community of Arroyo Quemado. The recent addition of special coverings has helped eliminate the odor and lessen complaints.

Now, the County is attempting to address the water violations faced by the facility with some of the money that was just approved.

Property Owners Sue City of Goleta over Right to Pursue Builder's Remedy Housing Project

The Couvillion Family, owners of the 12-acre Shelby property at 7400 Cathedral Oaks Road in Goleta, applied in 2023 to build housing there under the

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Santa Barbara Happenings from page 25



builder's remedy. Their application requested that they retain their right to build housing outside of measure G's vote requirement, that they use a vested tract map

they acquired in 2011, and they invoked SB 330 which requires that the city hold no more than 5 public hearings while processing the application.

The City Attorney stated in a letter that the City of Goleta could not accept the application because the Couvillions wanted to retain their vested map of 2011 which they could not use while also applying under the builder's remedy. The Couvillions are now in litigation with the City in an effort to build the housing they have applied to on their application using both the tract map and the builder's remedy.

ACT Test makes Science Section Optional. What is Wrong with Education Today?

The ACT announced that it will be making the science section of its standardized test used for college admissions optional. They will also be shortening exam times and reducing the number of questions in their test. The company that administers the SAT also recently shortened its test by an hour and made it digital.

Standardized tests have, since their inception, been created and administered according to the underlying social ideals of the institutions that create and require them. Science education in general has been becoming less rigorous despite increased spending on STEM classes. State standardized test scores in math and science have been declining.

Instead of improving our curriculum and methods of instruction we are making standardized measures of science skills and knowledge optional and standardized tests in general shorter and easier. You can't produce the best and brightest by dumbing down the tests.

Joe and Jill Biden are Moving to Santa Ynez



According to a report for the Santa Barbara Current, Joe and Jill Biden recently purchased the 12acre ranch for \$8.9 million at 3930 Indian Way in Santa Ynez, Welcome new neiahbors.

Image Zillow.com

Another Retailer Abandons Carless State Street

Another popular business, World Market, is leaving its location on State Street. According to recent survey by the firm, Magid, the majority of respondents support returning State Street to its pre-COVID vehicle friendly status while the City Council completes its master plan and repealing Title 31 which designated State Street as a pedestrian promenade between Victoria and Haley Streets.



Image worldmarket.com

Nearly half of the respondents to the survey considered the upkeep and cleanliness of State Street to be average or below average and 1/3 of those who responded said that they are less likely to visit State Street since the closure to vehicles. The results of the survey illustrate how the closure of State Street to vehicles has had a negative impact on the businesses and community.

Lompoc Lauded for Financial Reporting Excellence

The Government Finance Officers Association of the United States and Canada (GFOA) has once again

recognized the City of Lompoc for the clarity and transparency of its financial reporting in its Annual Comprehensive Financial Report. Lompoc has received the Certificate Image explorelompoc.com



of Achievement for Excellence in Financial Reporting for the last 7 consecutive fiscal years.

Insanity: California Coastal Commission Rejects U.S. Space Force Plan for SpaceX Launches Because Elon Musk Supports Trump

The California Coastal Commission recently rejected the Air Force's plan to allow SpaceX to launch up to 50 rockets per year from Vandenberg Air Force Base. The commissioners cited concerns over Elon Musk's political beliefs, concerns regard ing SpaceX's classification as a military contractor and their labor record as reasons for their rejection of the proposed plan.

Previously, the California Coastal Commission had approved SpaceX for up to 36 launches per year.

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



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CalRHA Priority 1 Bill List

Current Taxt: Chaptered: 9/29/2024 http://www.current Taxt: Chaptered: 9/29/2024 http://www.current Analysis: 08/31/2024 Senate Floor Analysis: 1(ext 8/28/2024) (Carrillo. Juan D) Planning and zoning: logistics use: truck routes. AB 98

Last Amend: 8/28/2024

Status: 9/29/2024-Approved by the Governor. Chaptered by Secretary of State - Chapter 931, Statutes of 2024.

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HAPTERED	Desk Policy Fiscal Floor	2nd House
Location: 9/29/2024-A. CHA	Desk Policy Fiscal Floor	1st House

Summary: The Planning and Zoning Law sets forth various requirements relating to the review of development project permit applications and the issuerce of development permits for specified classes of development project, This bill, beginning January 1, 2026, would prescribe various statewide exervibuse defined, including, among other things, standards for building design and location, parking, truck loading Days, landscaping buffers, entry gates, and signage. The bill would except from these development, and build standards for any proposed new or acpanded logitics use developments, as specified, including, among other things, standards for building design and location, parking, truck loading Days, landscaping buffers, entry gates, and signage. The bill would except from these development, and property currently in a local entitlement process to become a logistics use development, by opperator, proto to the issuence of a cuer, under prescribed conditions. The bill would require a facility operator, proto to the issuence of a city, county, or city and county, as prescribed. The bill would require a facility operator prior to the issuence of city, county, or city and county, as prescribed. The bill would require a facility operator to enforce the plan. The bill would for the state highway system based on the latest truck route map of the city, county, or city and county, as prescribed. The bill would require a facility operator to enforce the plan. The bill would for the state highway system based of city county, or city and county a city, county, operator to enforce the plan. The bill would for the revision of the plan in specified circumstances. Priority

Position Oppose

(Gabriel D) Budget Act of 2024. Current Text: Chaptered: 6/26/2024 Med of AB 107

Status: 6/26/2024-Chaptered by Secretary of State - Chapter 22, Statutes of 2024 Current Analysis: 06/12/2024 Senate Floor Analyses (text 6/8/2024) Last Amend: 6/8/2024

Location: 6/26/2024-A. CHAPTERED Desk

Policy/Fiscal/Floor Desk/Policy/Fiscal/Floor Conf. Enrolled Vetoed Chaptered 2nd Mouse Conc.

Summary: Would make appropriations for the support of state government for the 2024-25 fiscal year. This bill would declare that it is to take effect immediately as a Budget Bill.

Priority Position

Notes: 2024-25 Budget Bill

(Kaira D) Summary proceedings for obtaining possession of real property: procedural AB 2347

Status: 9/24/2024-Chaptered by Secretary of State - Chapter 512, Statutes of 2024 Desk Policy Fiscal Floor Desk Policy Fiscal Floor Conf. Enrolled Vetoed 1st House 2nd House 2nd House Conc. Current Text: Chaptered: 9/24/2024 http://doi.org/ Current Analysis: 08/28/2024 Assembly Floor Analysis: (text 8/20/2024) Last Amend: 8/20/2024

Chaptered

real property, to file a response within five days, excluding specified days, after the complaint is served on the defendant in such a proceeding to, no or before the day fixed for their appearance, appearance and answer or demur. This bill would extend the time in which a defendant, in a summary proceeding for obtaining possession of real property, must file a response from S to 10 days, excluding specified days, after the complaint is served on the defendant. The bill would specify additional proceedures and deadines for filling a demurrer or a motion to strike a complaint as well as an opposition to and reply in support of such a motion. Summary: Current law requires a defendant, in a summary proceeding for obtaining possession of

Priority Position

Oppose

(Pellerin D) Tenancy: application screening fee. AB 2493

Current Text: Chaptered: 9/29/2024 http://www.com Current Analysis: 08/21/2024 Assembly Floor Analysis. (text 6/24/2024)

Status: 9/29/2024-Approved by the Governor. Chaptered by Secretary of State - Chapter 966, Last Amend: 6/24/2024 Statutes of 2024.

Location: 9/29/2024-A. CHAPTERED

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Summary: Current law authorizes a landlord or their agent, when they receive a request to rent a residuel properties into constrain a posticular procession of obtaining an applicant. Current law suboritises a landlord or their agent from charging an applicant an application screening fee to cover the costs of obtaining an applicant an application acreening fee when they know or should have known that no rental unit's available at that time or will be available within a reasonable period of time, unless the applicant agrees in writing. Current law also requires to or their agent, if an applicant thet has pagilication screening fee when they known or the consume credit regort to the application screening fee moves. If an applicant that has pagilication screening fee moves a request to provide a copy of the consumer credit regort to the applicant who is the subject of that report. This bill would instead authorize a landlord or their agent, at the time the agent to charge an application screening fee when they know or should have a copy of the consumer credit regort to the application screening fee the application screening fee when they know or should have from that no rental unit is available at that time or will be available within a reasonable period of the available within a reasonable period of the consumer credit regort to charge an application screening fee when they know or should have be applied of the available within a reasonable period of the available within a reasonable period of the available within a reasonable period of the consumer screening fee when they know or should have be available within a reasonable period of the consumer screening the struct the constraint and the screening the subject of the available within a reasonable period of the constraint application screening the Priority

Position Oppose

(Ouirk-Silva D) Inspections: exterior elevated elements.

AB 2579

Current Text: Chaptered: 9/26/2024 http://doi.org/10/2024/ Current Analysis: 06/21/2024 Assembly Floor Analysis (fext 7/2/2024) Last Annend: 7/2/2024

Status: 9/28/2024-Approved by the Governor. Chaptered by Secretary of State - Chapter 835, Statutes of 2024.

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esk Policy Fiscal Floc	2nd House	ides authority for an e	ver necessary to secur	All of the California Build
Desk Policy Fiscal Floor D	1st House	Summary: Current law provides authority for an enforcement agency to enter and inspect an	buildings or premises whenever necessary to secure compliance with or prevent a violation of	an bar asha asha bar abay shashasha ashling shashing ata di badaldan shashishashi walalin

building standards published in the California Building Standards Code and other rules and regulations that the enforcement agency has the power to enforce. Current law nequires an inspection, by January 1, 2025, and by January 1, every 6 years threeafter, of exterior elevated elements and associated waterproofing elements, as defined, including decks and balconies, for buildings with 3 or more multifamily deviling units, as specified, no new inspection is the proviet strate the off the provide strate off and the provides that, if the property was inspected within 3 years prior to January 1, 2025. This bill would extend the deadline for initial inspection until January 1, 2025. of the Priority

Position

Support

(Haney D) Tenancy: credit reporting. AB 2747

Current Text: Chaptered: 9/19/2024 Meet ad

Current Analysis: 08/29/2024 Assembly Floor Analysis (text 8/20/2024) Last Amend: 8/20/2024

Status: 9/19/2024-Approved by the Governor. Chaptered by Secretary of State - Chapter 279, Statutes of 2024.

034-A. CHAPTERED

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	Desk		

Summary: Would require a landlord of a dwelling unit of residential real property to offer any tenant objected on a lease the option of having the tenance's positive rental payment information. as defined, reported to at lease one abiomatine treporting agency, as specified. The bill would require, for reporting to be made as the time of the lease agreement and at least once annually internation, as defined, reporting to be made as of January 1, 2025, the offer of positive rental payment information resporting to be made as of January 1, 2025, and at least once annually internative, as a bases outstanding as of January 1, 2025, and at least once annually threatist information resporting to request, and would require a landlord to provide, additional copies of the written election of passive rental payment information reporting and would require the landlord to comply with that request. The lill would activation reporting and would require the landlord to comply with that request. The lill would aduation reporting and would require the landlord to charge a trenant request. The lill would be avoide the set of anyoide result activation reporting from relecting reporting at the store movide the set of movide results reprintent information reporting from relecting reporting and would require the landlord to charge a trenant payment information reporting and would extended reporting from the store the landlord does not incur any actual cost to provide positive rental payment information reporting from relecting reporting active the landlord does not incur any actual cost to provide positive rental payment reporting. The bill would prohibit a landlord from taking certain actions

	Leastion: sty21024-64. CHAPTERED Desk Policy Fiscal Floor Desk Policy Fiscal Floor Conf. Enrolled Vetoed Chaptered 1 st House Summary: The California Environmental Quality Act (CEQA) requires a lead agency to prepare a mightigated negative declaration for a project that may have a significant effect on the environment if revisions in the project, would avoid avoid or mitigate that effect on the environment for revisions in the project, would avoid avoid or mitigate that effect on the environment.	 permit, or conditional use permit for a dwelling unit to be constructed, or which is attached for or and detached from, a primary residence on a parcel some for a single-ramily regidence, as a provided, or and the adoption of an ordinance to provide for the creation of accessory dwelling units in areas zoned to allow single-family or multifamily dwelling tresidential use. This bill would expand the above CEQA examption to include the adoption of an ordinance by a city or county to provide for the creation of junior accessory dwelling units in single-family residential zones. Position 1 Notes: YIMBY sponsored 	On coalition letter	Clipped Control Con	Current Text: Negatorial ratio propriets: Idea 10, 2013/2014 and at Current Text: Chaptered: 919,9204 and at Current Text: Chaptered: 919,9204 and at Current Text: Chaptered: 919,9204 and at Current Text: Chaptered 91,9204 and at Current Text: Chaptered 91,9204 and at Current Text: Chaptered 91,9204 and at Satus: 91,192024-Schaptered 92, Schattes of 2024 Cation: 9,192024-Schaptered 92, Schattes of 2024 Concinent Schaptered Text House Text Text Text Text Text Text Text Tex
AB 3057				58 440	
If a tenant fails to pay the landiord's rent reporting charge. The bill would exempt from these provisions a landiord of a residential rental building that contains 15 or fewer dwelling units, unless specified conditions are met, and an assisted housing development, as defined. Position Priority Oppose 1 Notes: Realtors neutral	Exemption for small owners (1) A landlord of a residential rental building that contains 15 or fewer dwelling units, unless both of the following apply: (A) The landlord owns more than one residential rental building, regardiess of the number of units in each building.	 (B) The landlord is one of the following: (A) (I) A real estate investment trust, as defined in Section 856 of Title 26 of the United States Code. (B) (II) A corporation. 	(iii) A limited liability company in which at least one member is a corporation.	(fisidinan D) Tenancy: security deposite. Current Text: Chaptered: 9/19/2024 MEET (Content Text: Chaptered 9/19/2024 MEET (Content Text: S)/20224 MEET (Content Text: Content Text:	 Votes: Applies prospectively, photos are not only form of evidence to prove damage

AB 2801

Coastal resources: local coastal program: amendments: accessory and junior Current Text: Chaptered: 9/22/2024 Mail ad Current Analysis: 08/28/2024 Senate Floor Analyses (text 6/27/2024) (Blakespear D) Coastal accessory dwelling units. SB 1077

Status: 9/22/2024-Chaptered by Secretary of State - Chapter 454, Statutes of 2024 Last Amend: 6/27/2024

Policy Fiscal Floor Desk Policy Fiscal Floor Location: 9/22/2024-S. CHAPTERED Desk

Summary: Would require, by July 1, 2026, the California Coastal Commission, in coordination with the penatrment of Housing and Community Development, to develop and provide guidance for local powermments to facilitate the preparation of amendments to a local coastal program to clarify and simplify the permitting process for accessory dwelling units and junior accessory dwelling units within to convene at least one public would require the commission, in coondination with the department, to convene at least one public workshop to receive and consider public comments on the different field liable of the guidance document and to post the guidance documents and department's respective internet websites, as specified. To the extent the bill would create additional duties for a local poveriment, the bill would impose a statementate bill would create additional duties for a local poveriment, the bill would impose a statementate bill would create additional duties for a local poveriment, the bill would impose a statementate bill would create additional duties for a local poveriment, the bill would impose a statementate and board program. Chaptered Conf. Enrolled Vetoed 1st House

Priority Position

Support

Notes: On HBA Coalition Letter

(<u>Henlitvar</u> D) Tenancy of commercial real properties: agreements: building operating costs. Current Text: Chaptered: 9/30/2024 <u>median</u> Current Analysis: 08/31/2024 <u>Senate Floor Analyses (text 8/22/2024</u>) SB 1103

Last Amend: 8/22/2024

Status: 9/30/2024-Approved by the Governor. Chaptered by Secretary of State. Chapter 1D15, Statutes of 2024.

Location: 9/30/2024-S. CHAPTERED

Chaptered Enrolled Vetoed Conf. Conc. Policy Fiscal Floor Desk Policy Fiscal Floor Desk

Summary: Current law requires a landord of a residential dwelling to give notice to the tenant a extain number of days before the effective date of a residential ending to give mount of the increase, as specified. This bill would apply this requirement to leases of commercial real property by a dialified commercial tenant, as defined. The bill would specify, in all leases for commercial real property by a qualified commercial tenant, that a rest increase would not be effective until the notice period required by these provisions has expired. The bill would also specify that a wiolation of these property. provisions would not entitle a qualified commercial tenant to civil penalties. The bill would require a landlord of a commercial real property to include information on these provisions in the notice.

Priority Position

Notes: AAGLA Opposes. On coalition letter. Lobbied targets given by coaliton leader, CBPA Oppose

(<u>Skinner</u> D) Land use: accessory dwelling units: ministerial approval. Current Text: Chaptered: 9/19/2024 http://doi.org/ SB 1211

Current Analysis: 08/29/2024 Senate Floor Analyses (text 8/19/2024)

Last Amend: 8/19/2024

Status: 9/19/2024-Chaptered by Secretary of State - Chapter 296, Statutes of 2024 Location: 9/19/2024-5, CHAPTERED Desk Policy Fiscal Floor Desk Policy Fiscal Floor Conf. 1st House 2nd House Conc.

Summary: The Planning and Zoning Law authorizes a local agency, by ordinance, to provide for the creation of accessory dwelling units (ADUs) in areas zone for residential use, as specified. That law prohibits, if a local agency adopts an ordinance to create ADUs in those zones, the local agency from requiring the replacement of offstreet parking spaces if a garage, carport, or covered parking structure is demolished in conjunction with the construction of or is converted to, an ADU. This lim would also porhibits the local agency from requiring the replacement of offstreet parking spaces if an uncovered parking space is demolished in conjunction with the construction of, or is converted to, an ADU. Chaptered Vetoed Enrolled

Priority Position

Support

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