

March 2025

# SANTA BARBARA RENTAL PROPERTY

# news

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

## Upcoming SBRPA Events:

- 4-16-2025 Annual Fair Housing Seminar
- 4-24-2025 Marketing Forecast & Property Laws Update




**FAIR HOUSING SEMINAR**  
Wednesday, April 16, 2025 • 9:00 AM - 12:00 PM

**Fair Housing Act**

Join us for a review of  
Fair Housing Laws and Best  
Practices for Fair Housing  
Compliance and Success

University Club of Santa Barbara • 1332 Santa Barbara St, Santa Barbara, CA 93101

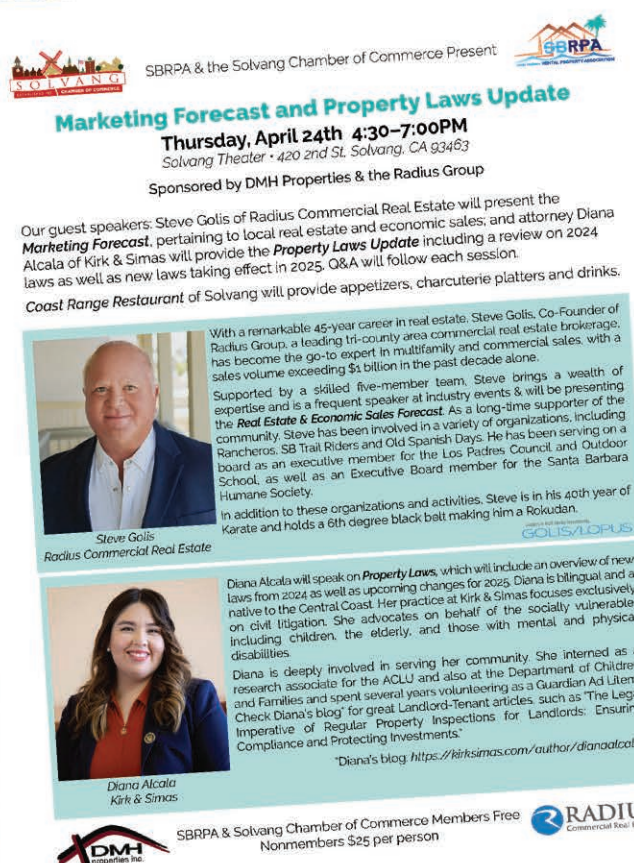


**Learn Best Practices in Fair Housing**

- New Fair Housing Laws
- Successful Fair Housing business practices and tools to maximize profits and minimize liabilities
- How Fair Housing laws apply to tenants with disabilities and families with children
- How to update your management
- How Fair Housing can serve as a resource for owners & managers
- 2025 Fair Housing Guidebook

Today, Denise Cato, as President and CEO of Fair Housing Council of Orange County (FHCOC), still speaks to, leads, and trains hundreds of housing industry professionals regarding both state and federal fair housing laws. Additionally, Ms. Cato currently serves as a member of the Board of Directors for the National Fair Housing Alliance, a national organization that supports the efforts, marketing, and legislative needs and agenda of all fair housing organizations nationwide. Cato trained with the John Marshall Law School, The National Fair Housing Congress, The U.S. Department of Housing and Urban Development, and the Department of Fair Employment and Housing. She was certified by the California Department of Real Estate in 1997 as a trainer in fair housing laws for realtors (as part of their mandatory continuing education requirement). She has taught fair housing classes for the Apartment Association of Greater Los Angeles for 25 years, Southern Cities Apartment Association for 23 years, and Orange County Apartment Association for at least 13 years.

Continental Breakfast included – Member \$95.00, Nonmember \$175.00  
Register online at [www.sbrpa.org](http://www.sbrpa.org) • Registration deadline 4/11/2025



SBRPA & the Solvang Chamber of Commerce Present

**Marketing Forecast and Property Laws Update**  
Thursday, April 24th 4:30-7:00PM  
Solvang Theater • 420 2nd St, Solvang, CA 93463  
Sponsored by DMH Properties & the Radius Group

Our guest speakers: Steve Golis of Radius Commercial Real Estate will present the **Marketing Forecast**, pertaining to local real estate and economic sales; and attorney Diana Alcalá of Kirk & Simas will provide the **Property Laws Update** including a review on 2024 laws as well as new laws taking effect in 2025. Q&A will follow each session.

Coast Range Restaurant of Solvang will provide appetizers, charcuterie platters and drinks.

With a remarkable 45-year career in real estate, Steve Golis, Co-Founder of Radius Group, a leading tri-county area commercial real estate brokerage, has become the go-to expert in multifamily and commercial sales, with a sales volume exceeding \$1 billion in the past decade alone.

Supported by a skilled five-member team, Steve brings a wealth of expertise and is a frequent speaker at industry events & will be presenting the **Real Estate & Economic Sales Forecast**. As a long-time supporter of the community, Steve has been involved in a variety of organizations, including Rancheros, SB Trail Riders and Old Spanish Days. He has been serving on board as an executive member for the Los Padres Council and Outdoor School, as well as an Executive Board member for the Santa Barbara Humane Society.

In addition to these organizations and activities, Steve is in his 40th year of Karate and holds a 6th degree black belt making him a Rokudan.

Diana Alcalá will speak on **Property Laws**, which will include an overview of new laws from 2024 as well as upcoming changes for 2025. Diana is bilingual and a native to the Central Coast. Her practice at Kirk & Simas focuses exclusively on civil litigation. She advocates on behalf of the socially vulnerable, including children, the elderly, and those with mental and physical disabilities.

Diana is deeply involved in serving her community. She interned as a research associate for the ACLU and also at the Department of Children and Families and spent several years volunteering as a Guardian Ad Litem. Check Diana's blog for great Landlord-Tenant articles, such as The Legal Imperative of Regular Property Inspections for Landlords: Ensuring Compliance and Protecting Investments.

\*Diana's blog: <https://kirksimas.com/author/dianaalcala/>

DMH Properties Inc. SBRPA & Solvang Chamber of Commerce Members Free Nonmembers \$25 per person

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Office Hours:  
Open but please call for  
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## March 2025

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## President's Message



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

Foremost in our minds at this time, is the aftermath of the devastating Los Angeles fires including their effect on the rental property industry and insurance.

Governor Newsom has issued several Executive Orders [see CalRLHA Legislative Update, page 11].

Most notably, on January 17, 2025, Governor Newsom issued Executive Order N-11-25 which prohibits a housing provider from using the unlawful detainer process to evict a tenant for violating a term of his/her lease, that would otherwise prohibit him/her from sheltering one or more people displaced by the recent emergency. This order notably does NOT prohibit housing providers from enforcing other lease terms such as those regarding criminal activity or property damage. This order is in effect until March 8, 2025.

On January 27, 2025, he issued Executive Order N-14-25 that suspends certain restrictions on the length of occupancy in order to make it easier for survivors of the LA area fires to stay in hotels and other short-term rentals for more than 30 days, as well as reiterates that permitting requirements under the California Coastal Act are suspended for rebuilding efforts.

On February 4, 2025, Governor Newsom issued Executive Order N-17-25, which among other things expands rental price gouging protections to leases of any length, adds three new zip codes to prior executive orders prohibiting real estate speculation, and exempts housing in zip codes with high fair market values, which has not previously been on the rental market, from statutory rent caps.

For a full list of all actions taken by Governor Newsom in response to the LA fires, see:

<https://www.gov.ca.gov/2025/01/24/heres-all-the-actions-governor-newsom-has-taken-in-response-to-the-los-angeles-fires/>

With respect to what is happening in the Legislature, by the time you read this, the bill in-

troduction deadline will have passed (February 21, 2025).

As of now, some of the Assembly Bills that are pertinent to our industry include the following:

AB 282 (Pellerin) Discrimination: housing: source of income.

The California Fair Employment and Housing Act (FEHA) makes unlawful various practices connected to obtaining and financing housing accommodations if those practices discriminate based on source of income. This bill would provide that prioritization of applicants for tenancy who qualify for or receive rental assistance does not constitute discrimination based on source of income.

AB 311 (McKinnor) Dwelling units: persons at risk of homelessness

Prior law authorized a tenant to temporarily permit the occupancy of their dwelling unit by a person who is at risk of homelessness regardless of the terms of the lease or rental agreement. Rent could be modified by agreement of the tenant and the housing provider. This bill would reinstate these provisions until January 1, 2031 and would include certain new provisions regarding occupancy. It would include in the definition any person who is displaced from their residence as a result of a disaster in a disaster-stricken area in which a state of emergency has been proclaimed by the Governor. This would also allow such a



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**President's Messge** from page 5

temporary tenant to have one or more common household pets.

**SB 9 (Arrequin) Accessory Dwelling Units: owner-occupant requirements**

Currently, the Planning and Zoning Law provides for the creation of an ADU by local ordinance, or, if a local agency has not adopted an ordinance, by ministerial approval, in accordance with specified standards. This bill would prohibit a local agency from imposing an owner-occupant requirement for a proposed or existing accessory dwelling unit whether or not the local agency has adopted a local ordinance pursuant to these provisions.

**SB 52 (Perez) Housing rental rates and occupancy levels: algorithmic devices**

Since Prop 33 did not pass in November, the Costa-Hawkins Rental Housing Act still prescribes statewide limits on the application of local rent control with regard to certain properties. That Act, among other things, authorizes an owner of residential real property to establish the initial and all subsequent rental rates for a dwelling unit that meets specified criteria, subject to certain limitations. This bill would make it unlawful for any person to sell,

license, or otherwise provide to a housing provider an algorithmic device, as defined, that advises on rental rates or occupancy levels for residential dwelling units, and would also make it unlawful for a housing provider to use an algorithmic device to set rental rates or occupancy levels for residential dwelling units.

What is an "algorithmic device"?

The term "algorithmic device" means a device such as a software program that uses algorithms to analyze nonpublic competitor rental data for the purposes of providing a landlord recommendations on what rent to charge for a vacant unit.

Some cities such as San Francisco have already added a code section prohibiting this to their local ordinances. This would be state-wide.

Thank you for your membership. Each of you is a valued member of our organization.

Sincerely,

Betty L. Jeppesen

President

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# SBRPA Calendar



## SBRPA Events & Meeting

### Fair Housing Seminar

Wednesday, April 16, 2025 9:00AM–12:00 noon  
University Club • 1332 Santa Barbara St, SB 93101

Come join for this year's Fair Housing Seminar 2025 at the University Club of Santa Barbara. You will get a copy of the 2025 Fair Housing Guide book along with information on new Fair Housing laws and best practices. Continental breakfast is included. Space is limited, registration deadline 4/11/2025.

Register at [www.sbrpa.org](http://www.sbrpa.org). See page 19 for details.

### Marketing Forecast and Property Laws Update

Thursday, April 24, 2025 4:30–7:00 PM  
Solvang Theater • 420 2nd St, Solvang, CA

This joint SBRPA & Solvang Chamber of Commerce event will feature two informative presentations: Real Estate & Economic Sales Forecast by Steve Golis of the Radius Group, and New and Upcoming Laws by Attorney Diana Alcala of Kirk & Simas. See page 21 for details.

SBRPA & Solvang Chamber of Commerce Members Free, Nonmembers \$25 per person.



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](mailto:admin@sbrpa.org) or call 805-687-7007

march 2025

SUN	MON	TUE	WED	THU	FRI	SAT
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2	3	4 MARCH STARS	5	6	7	8
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16	17 SHAMROCK	18	19	20	21	22
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30	31					



## State Housing Policy in Action: What New Bills Mean for You

Webinar, Monday, March 3, 2025 10:00AM PST

Join us to learn:

- Insights from CalRHA's Legislative Committee Chair
- Key housing bills and their impact on rental housing costs
- What CalRHA is doing to protect your rights and investments

Register at: [https://us02web.zoom.us/webinar/register/WN\\_g1RM0ZhlStOSK7fA75qVgA#/registration](https://us02web.zoom.us/webinar/register/WN_g1RM0ZhlStOSK7fA75qVgA#/registration)



## The Advocate

March 25-26

Grand Hyatt Washington | Washington, DC

NAA's annual advocacy conference – is the prime opportunity to meet with your representatives by joining rental housing suppliers, property managers, owners and operators in Washington, D.C.

Pre-registration for Advocate is complimentary for all attendees who register on or before March 18, 2025. After this date, registration must be done on-site and will be subject to a \$50 charge

For more details see page 25



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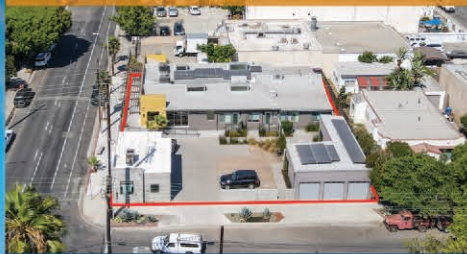
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## CalRHA Legislative Updates

Kate Bell, [KateBellStrategies.com](http://KateBellStrategies.com)



February 2025



### **Fire Response: Governor Newsom's Executive Orders**

As a result of the fires in Los Angeles, the Governor has released a series of Executive Orders.

On January 17th, Governor Newsom issued **Executive Order N-11-25** which prohibits landlords from using the unlawful detainer process to evict a tenant for violating a term of their lease that would otherwise prohibit them from sheltering one or more people displaced by the recent emergency. The order does not prohibit landlords from enforcing other lease terms, such as those regarding criminal activity or property damage. The order is in effect until March 8, 2025.

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which has not previously been on the rental market, from statutory rent caps.

For a full list of all actions taken by the Governor in response to the LA fires, please visit:

<https://www.gov.ca.gov/2025/01/24/heres-all-the-actions-governor-newsom-has-taken-in-response-to-the-los-angeles-fires/>

### **Commissioner Lara takes action to ensure FAIR Plan can continue paying consumer claims after the Southern California wildfires**

#### **Insurance Commissioner's Press Release**

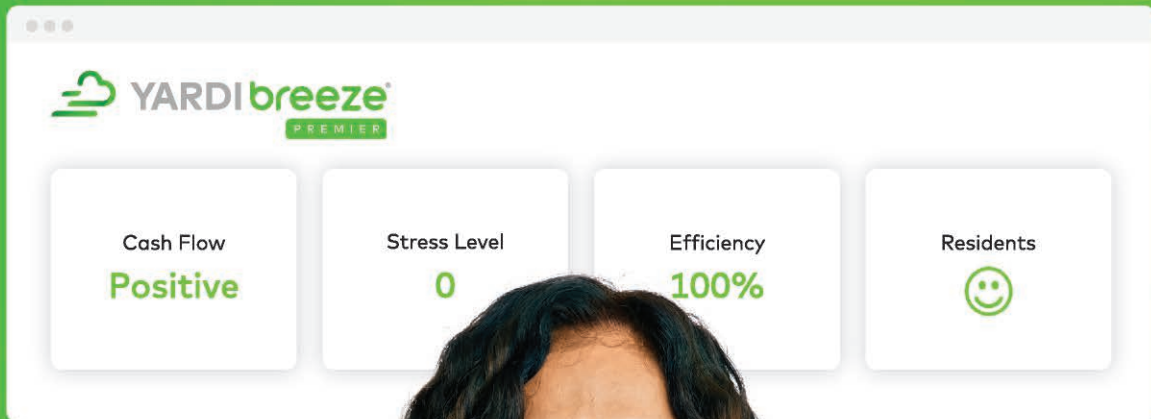
LOS ANGELES — Ordering the insurance companies' FAIR Plan to continue swiftly paying claims to Southern California wildfire survivors, Insurance Commissioner Ricardo Lara today took action to maintain its solid financial footing. The FAIR Plan, an insurance safety net that the state requires insurance companies to operate, requested the Commissioner's approval for \$1 billion in additional funds from its member companies and also released detailed data about its claims paid to wildfire survivors.

Pursuant to statute, Commissioner Lara approved the FAIR Plan's request — known as an "assessment" — for the funding necessary to continue meeting its obligations to Californians. Commissioner Lara's action is consistent with his Sustainable Insurance Strategy and FAIR Plan modernization order, issued last summer, which established conditions to protect FAIR Plan policyholders and uphold the integrity of the state's insurance market.

Key actions include:

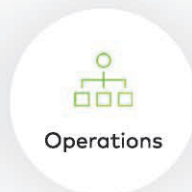
- Directing the FAIR Plan to hire additional staff needed to process and pay claims fairly, fully, and quickly.
- Requiring the FAIR Plan to utilize all available funds, including reserves and reinsurance funds.
- Protecting consumers from bearing the full cost of an assessment, with insurance companies responsible for half the assessment under an

*Continued on page 13*



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agreement reached last year. Subject to the Commissioner's prior approval under Proposition 103, insurance companies may issue a temporary supplemental fee as a percentage of the policy premium and cannot pass assessment costs on to consumers in future rates.

- Maintaining a healthy FAIR Plan reserve fund for future claims as the summer wildfire season approaches.
- Requiring the FAIR Plan to comply with all laws applicable to other insurance companies, including advance payments for living expenses and personal property without the need for an inventory.

Commissioner Lara finalized the Sustainable Insurance Strategy in 2024 — the largest insurance reform in 30 years — aimed at increasing the issuance of regular insurance policies in higher-risk areas and reducing reliance on the FAIR Plan.

Further underscoring the need for this reform, the most recent FAIR Plan assessments followed the 1993 Kinneloa Fire in Altadena and the Old Topanga Fire in Malibu and Topanga, which affected some of the same areas as the 2025 fires — claiming three lives and destroying nearly 550 structures in those devastating incidents. Previous insurance commissioners approved \$260 million, or approximately \$563 million in today's dollars, in assessments for those fires and for the fires following the 1994 Northridge Earthquake.

Commissioner Lara expects to file the Department's Report of Examination for an ongoing financial examination of the FAIR Plan, including its compliance with recommendations from the Department's 2022 Operational Assessment Report in coming months. The report called for significant changes in the FAIR Plan's governance, operations, underwriting and claims handling, risk management, customer service, and financial planning strategies and policies.



Ricardo Lara  
Insurance Commissioner

**Commissioner Lara issued the following statement:**

*"I took this necessary consumer protection action with one goal in mind: the FAIR Plan must pay claims just like any other insurance company. I reject those who are hoping for the failure of our insurance market by spreading fear and doubt. Wildfire survivors can't cash what ifs' to pay for food and rent, but they can cash FAIR Plan checks.*

*"The fact that we are once again facing this issue 30 years after wildfires devastated these same communities highlights the need for change. Thirty years of stagnant regulations have placed more people at risk. We will move people away from the FAIR Plan, and insurance companies will write more policies under the Sustainable Insurance Strategy I finalized last year.*

*"We must rebuild stronger and be better prepared for future wildfires through common-sense mitigation. My Safer from Wildfires regulation provides a pathway for insurance discounts. We must take action to improve the financial standing of the FAIR Plan and prevent this situation from recurring. I strongly support legislation this session — just as I did last session — that would allow the FAIR Plan to access credit lines and catastrophe bonds to help pay claims in worst-case scenarios. I urge the Legislature to act quickly and send it to the Governor's desk."*

If you would like to help the southern California wildfire victims, by listing your available housing or by donation, please go to  
<https://www.socalfireshousing.org>

**Notes:**

**Order No. 2025-1: Approving the California FAIR Plan Association's Request to Issue Assessment**  
<https://www.insurance.ca.gov/0250-insurers/0500-legal-info/0700-commissioners-orders/upload/Order-No-2025-1-Approving-the-California-FAIR-Plan-Association-s-Request-to-Issue-Assessment.pdf>

The FAIR Plan was established by statute in 1968 as California's insurance safety net. Every property insurance company licensed in California automatically becomes a FAIR Plan member as a condition of doing business in California and may be called upon to help fund the FAIR Plan's continued operation in response to extreme catastrophes like the Southern California wildfires.





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*website: [donsheatingandairsb.com](http://donsheatingandairsb.com)*





## Legislative Update

The Legislature is working earnestly to introduce legislation by the deadline of February 21st. The California Rental Housing Association (CalRHA) President, Legislative Chair, and several Executive Officers made the rounds in the State Capitol to meet with the Governor's Office and various Legislators in January to lay the groundwork for 2025.

Of note, CalRHA is sponsoring legislation to deal with a problem that many of our members have been facing, which deals with trespassers on property.

More information may be found at:

<https://stoptrespassing.org/>

A few key legislative bills have been introduced so far, including:

- AB 11 (Lee) Social Housing
- AB 21 (DeMaio) Taxpayer Protection Act of 2025
- AB 69 (Calderon) CA Fair Plan: Policy Renewals.



Alex Lee

Carl DeMaio

Lisa Calderon

- AB 246 (Bryan) State of emergency: residential rent increases: County of Los Angeles: price gouging: enforcement by district attorney.
- AB 289 (Pellerin) Discrimination: Housing: Source of Income
- AB 311 (McKinnor) Dwelling Units: Persons and Risk of Homelessness



Isaac Bryan

Gail Pellerin

Tina McKinnor

- AB 414 (Pellerin) Residential Tenancies: Return of Security
- SB 9 (Arreguin) ADU Owner-Occupancy Requirement
- SB 52 (Perez) Housing Rental Rates and Algorithmic Devices



Jesse Arreguin

Renee Perez

The Legislative calendar for the year is as follows:

**February 21st**—Last day for bills to be introduced

**April 11-18** —Spring Recess

**May 2nd**—Policy Committee Deadline for Fiscal Bills

**May 9th**—Policy Committee Deadline for Nonfiscal Bills

**May 23rd**—Appropriations Committee Deadline

**June 6th**—Deadline for bills to pass the Floor in their House of Origin

**June 15th**—Deadline to Pass Budget Bill

**July 18th**—Policy Committee Deadline in Second House

**July 18th**—August 15th -Summer Recess

**August 29th**—Appropriations Committee Deadline in Second House

**September 12th**—Recess Begins

**October 12th** —Last Day for the Governor to Sign or Veto Legislation

NOTE: The new CalRHA Priority 1 list of bills is at the back of the magazine.



  
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## LISTINGS / RECENT REAL ESTATE INVESTMENT SALES

FOR SALE	Santa Barbara	8 Apartment Units (beach)	\$ 7,400,000
FOR SALE	Santa Barbara	10 Apartment Units	\$ 5,000,000 NEW!
FOR SALE	Santa Barbara	4 Apartment Units	\$ 2,900,000 NEW!
FOR SALE	Santa Barbara	3 Units + Land Development	\$ 2,395,000
FOR SALE	Santa Barbara	Multi-Family Land Parcel	\$ 995,000
SOLD 11/24	Santa Barbara	14 Apartment Units	\$ 4,790,000 (Seller/Buyer)
SOLD 11/24	Isla Vista	5 Apartment Units	\$ 3,900,000 (Seller)
SOLD 11/24	Santa Barbara	5 Apartment Units	\$ 2,950,000 (Buyer)
SOLD 11/24	Isla Vista	Duplex	\$ 1,540,000 (Buyer)
SOLD 10/24	Isla Vista	8 Apartment Units	\$ 4,275,000 (Buyer)
SOLD 9/24	Lompoc	Commercial + Vacant Lot	\$ 885,000 (Seller/Buyer)
SOLD 5/24	Santa Barbara	6 Apartment Units	\$ 2,575,000 (Buyer)
SOLD 4/24	Isla Vista	Investment SFR	\$ 1,350,000 (Seller/Buyer)
SOLD 3/24	Santa Barbara	10 Apartment Units	\$ 5,020,000 (Buyer)
SOLD 12/23	Santa Barbara	19 Apartment Units	\$ 4,800,000 (Buyer)
SOLD 12/23	Santa Barbara	Commercial Condo Suite	\$ 875,000 (Seller)
SOLD 7/23	Santa Barbara	8-Key Hospitality	\$ 5,200,000 (Seller)
SOLD 6/23	Carpinteria	Mixed-Use / Hospitality	\$ 5,650,000 (Seller)

### SANTA BARBARA \$7,400,000



8 x 2-bedroom units in desirable East Beach  
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### SANTA BARBARA \$5,000,000



10 units within 1 block of Cottage Hospital  
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## Meet the 2025 SBRPA Board

### SBRPA 2025 BOARD OF DIRECTORS



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Denise Cato,  
CEO Fair Housing Council  
of Orange County

### Learn Best Practices in Fair Housing

- New Fair Housing Laws
- Successful Fair Housing business practices and tools to maximize profits and minimize liabilities
- How Fair Housing laws apply to tenants with disabilities and families with children
- How to update your management
- How Fair Housing can serve as a resource for owners & managers
- 2025 Fair Housing Guidebook

Today, Denise Cato, as President and CEO of Fair Housing Council of Orange County (FHCOC), still speaks to, leads, and trains hundreds of housing industry professionals regarding both state and federal fair housing laws. Additionally, Ms. Cato currently serves as a member of the Board of Directors for the National Fair Housing Alliance, a national organization that supports the efforts, marketing, and legislative needs and agenda of all fair housing organizations nationwide. Cato trained with the John Marshall Law School, The National Fair Housing Congress, The U.S. Department of Housing and Urban Development, and the Department of Fair Employment and Housing. She was certified by the California Department of Real Estate in 1997 as a trainer in fair housing laws for realtors (as part of their mandatory continuing education requirement). She has taught fair housing classes for the Apartment Association of Greater Los Angeles for 25 years, Southern Cities Apartment Association for 23 years, and Orange County Apartment Association for at least 13 years.

Continental Breakfast included – Member \$ 95.00, Nonmember \$175.00

Register online at [www.sbrpa.org](http://www.sbrpa.org) • Registration deadline 4/11/2025





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SBRPA & the Solvang Chamber of Commerce Present



## Marketing Forecast and Property Laws Update

Thursday, April 24th 4:30–7:00PM

Solvang Theater • 420 2nd St, Solvang, CA 93463

Sponsored by DMH Properties & the Radius Group

Our guest speakers: Steve Golis of Radius Commercial Real Estate will present the **Marketing Forecast**, pertaining to local real estate and economic sales; and attorney Diana Alcala of Kirk & Simas will provide the **Property Laws Update** including a review on 2024 laws as well as new laws taking effect in 2025. Q&A will follow each session.

*Coast Range Restaurant* of Solvang will provide appetizers, charcuterie platters and drinks.



Steve Golis

Radius Commercial Real Estate

With a remarkable 45-year career in real estate, Steve Golis, Co-Founder of Radius Group, a leading tri-county area commercial real estate brokerage, has become the go-to expert in multifamily and commercial sales, with a sales volume exceeding \$1 billion in the past decade alone.

Supported by a skilled five-member team, Steve brings a wealth of expertise and is a frequent speaker at industry events & will be presenting the **Real Estate & Economic Sales Forecast**. As a long-time supporter of the community, Steve has been involved in a variety of organizations, including Rancheros, SB Trail Riders and Old Spanish Days. He has been serving on a board as an executive member for the Los Padres Council and Outdoor School, as well as an Executive Board member for the Santa Barbara Humane Society.

In addition to these organizations and activities, Steve is in his 40th year of Karate and holds a 6th degree black belt making him a Rokudan.

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Diana Alcala

Kirk & Simas

Diana Alcala will speak on **Property Laws**, which will include an overview of new laws from 2024 as well as upcoming changes for 2025. Diana is bilingual and a native to the Central Coast. Her practice at Kirk & Simas focuses exclusively on civil litigation. She advocates on behalf of the socially vulnerable, including children, the elderly, and those with mental and physical disabilities.

Diana is deeply involved in serving her community. She interned as a research associate for the ACLU and also at the Department of Children and Families and spent several years volunteering as a Guardian Ad Litem. Check Diana's blog\* for great Landlord-Tenant articles, such as "The Legal Imperative of Regular Property Inspections for Landlords: Ensuring Compliance and Protecting Investments."

\*Diana's blog: <https://kirksimas.com/author/dianaalcala/>



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Coastal Housing Partnership  
[Kym@coastalhousing.org](mailto:Kym@coastalhousing.org)  
805-969-1025



# Looking for Volunteers



We are inviting all members to join one or more of our SBRPA committees. Please help us by volunteering to work on our committees.

## LEGISLATIVE COMMITTEE

Interested in the laws and how they affect your role as a landlord or property manager?

Each year a group of SBRPA members take a trip to Sacramento to participate in a day of advocacy and action at the California state capital. – Legislative Day.

To learn more about the Legislative Committee, or how to join, please contact Nick Gonzales at 805-291-5626, or email [ngonzales@hightechlending.com](mailto:ngonzales@hightechlending.com)



Nick Gonzales



## GOLF OR PROGRAMS COMMITTEES

Want to have some fun in the sun? How about joining our Golf Committee? Or maybe you are interested in programs – like our Fair Housing seminar class. Danelle Navarro is the Golf contact, Danielle Holzer-Burkitt for Programs.



Danelle Navarro  
805-331-3963  
[DDunlap@towbes.com](mailto:DDunlap@towbes.com)



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# 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 in the magazine, 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

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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

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## Welcome new Business Partners – LINK Real Estate Group

We are pleased to welcome Keith Silva and Link Real Estate Group to our Business Partners. We will have a full article on their business in the February magazine.





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## Events: The Advocate



National Apartment Association



**Welcome.** Advocate–NAA's annual advocacy conference–is the prime opportunity to meet with your representatives by joining rental housing suppliers, property managers, owners and operators in Washington, D.C. Advocate 2025 will be March 25-26, 2025, with NAA Governance meetings continuing March 27-28, 2025.

**Registration.** Pre-registration for Advocate is complimentary for all attendees who register on or before March 18, 2025. After this date, registration must be done on-site and will be subject to a \$50 charge. All registrations are subject to final NAA approval. Register at: <https://naahq.org/advocate>

Note: Congressional offices may restrict the number of people allowed to participate in meetings on Capitol Hill during Lobby Day. Registering for Advocate does not guarantee that you will be able to participate in a meeting. Please make sure you are working with

### Schedule

#### Tuesday, March 25th

8:00am–12:15pm AE Onboarding  
 9:00am–4:00pm Leadership Lyceum\*  
 10:30am–12:00pm NSC Executive Committee\*  
 10:30am–12:00pm Executive Committee\*  
 12:00am–5:00pm Advocate Registration  
 1:00pm–2:00pm First-Timer Training  
 1:30pm–2:30pm NAA & NSC Officers\*  
 2:00pm–3:45pm Issues Briefing & Hill Mtg Preparation  
 4:00pm – 5:00pm Keynote Speaker  
 5:30pm – 6:30pm NAA Board of Directors Reception\*

\*Invitation only

#### Wednesday, March 26th

8:00am–5:00pm Advocate Registration  
 (CLOSED 12:00pm–3:00 pm)  
 5:00pm–6:30pm Lobby Day Reception

#### Thursday, March 27th

7:30am–5:30pm Advocate Registration  
 8:00am–9:30am NAAEI RPM Careers Committee  
 National Suppliers Council  
 Diversity, Equity & Inclusion Committee  
 NAAPAC Board of Trustees  
 Independent Rental Owners  
 9:00am–12:00pm Privatized Military Housing Roundtable  
 9:45am–11:45am NAAEI Curric Dvlpmnt & Prog Admin Comm  
 9:45am–10:45am Governance Committee  
 #NAAGives Committee  
 Technology Committee  
 Membership Committee  
 11:00am–12:00pm NAA Budget & Finance Committee  
 Affordable Housing Committee  
 11:00am–12:30pm Association Executive Council  
 12:00pm–1:00pm Investment Subcommittee  
 1:00pm–2:30pm Operations Committee  
 1:30pm–2:30pm Nominating Committee  
 NAAEI Budget & Finance Committee  
 Privatized Military Housing Committee  
 Next Gen Committee  
 2:45pm–4:45pm Legislative Committee  
 2:45pm–3:45pm NAAPAC Ambassadors  
 Mktng & Comm Networking Comm  
 CAMT Advisory Group  
 Apartmentalize Committee  
 4:00pm–5:00pm Global Outreach Committee  
 4:00pm–5:30pm NAAEI Board of Directors  
 5:30pm–6:30pm NAAPAC Happy Hour



#### Friday, March 28th

8:00am–11:00am Advocate Registration  
8:00am–9:00am NAA Board Breakfast (invitation only)  
9:15am –10:15am Region Meetings  
10:30am–12:00pm Board of Directors Meeting

#### NAAPAC Happy Hour

(sponsored by the National Suppliers Council)

Thursday, March 27, 5:30pm–6:30pm

Mix and mingle with your peers for an hour of refreshments, networking, and fun, including exciting raffle prizes provided by the National Suppliers Council. All raffle proceeds support the NAA Political Action Committee (NAAPAC).

#### NAAPAC Advocate Sweepstakes

Coming soon. Check website, [naahq.org](http://naahq.org)

#### Questions?

Contact [meetings@naahq.org](mailto:meetings@naahq.org) or call 833-86-MYNAA.

#### Travel Info

##### Hotel

Grand Hyatt Washington  
1000 H St NW  
Washington, DC 20001

Rate: \$354 + tax per night 14.95%

Cut-Off Date: March 3, 2025\*

\*After this date rooms will be accepted on a space-and rate- available basis only. The cut-off date only guarantees rate – it does not guarantee availability. Please book your rooms early. Or call 202-582-1234. The NAA Advocate group block code is G-APT0.

Hotel reservations may be canceled up to 4 weeks prior to the date of arrival without penalty. Rooms canceled within 4 weeks of arrival will be charged one night's room and tax.

Rooms in the NAA room block are intended for registered attendees of 2025 Advocate. You must be registered prior to making your hotel reservation. Only one (1) hotel reservation will be allowed per registered attendee. NAA has the authority to cancel any duplicate hotel reservations or those that are not registered for the conference with or without prior notification.

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Here is a link for things to do in Washington D.C.

<https://washington.org>

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## Rental Owner Updates

### WHEN RENTER'S CHILD TURNS 18

*When your renter's child turns 18 - What happens?  
What do you do as a landlord?*

That was the recent question asked by a landlord. The "real world" response is that most landlords do nothing at that point but drink their morning coffee and continue with business as usual. Most likely if the parents along with any under-18 children, have been okay or good residents up to that point, the new 18 year old will not all of a sudden create new problems.

The "ideal world" response would be to request that the 18 year old be added to the lease agreement and sign it. In that way, they would then become jointly and severally responsible for any unpaid financial obligations connected with the lease (which can not happen if they are not on the lease). Who knows? That new 18 year old may become the best source for garnishing or collection in the future.

*I've never had this happen, but my lease says that if it does, the 18 year old must be added to the lease. I always assumed that I would add them.*

– Ray J, IN

*In California, Los Angeles, when a "tenants" child turn 18, there is nothing for a landlord to do, but watch and keep your eyes open. . . you do NOT have a contract with the children that are now 18. So you count and document the number of days/night "guest" spend the night -- when the total number of days/nights exceeds the allowable total before a "guest" becomes a "resident", you then hit up the parents for the Extra Monthly rent for their child, now 18, 'guest' stay over.*

*In my lease I get to charge and extra \$100 per month per guest/now occupant. . . I hit up the parents with a 30 day notice of the rent increase, \$100 per extra person per month. . .*

– Robert J, CA

*The reason to have them sign is so they become responsible for following the lease. It's one thing to be able to get the kid out physically if you evict the parents. But if you have the kid on the lease you have another person from whom you can try to collect...which you can't do if they're not on the lease even if they are an adult who was living there. We have the child sign onto the lease with a separately prepared amendment.*

– Joel M, PA



### UTILIZE HIGH QUALITY PHOTOS

To effectively promote your rental properties, an Indiana property management company shares three tips to fill your vacancy faster. Here is the first of those three tips.

Visual content is paramount when advertising a property. *High-quality images showcase your rental's best features and can significantly impact a potential renter's decision.*

Here are some tips for capturing stunning property photos:

- Consider hiring a professional photographer who understands real estate photography
- Ensure the property is clean and well-staged before the shoot, making it more inviting
- Use natural light to highlight the space, making it feel warm and welcoming.
- Include images of key areas such as the living room, kitchen, and any unique features like a garden or balcony

By investing in professional photos, you'll make your listing stand out from the competition. It's the first step in showcasing your rental through full-service property management and short-term property management in your area.



### LANDLORD CONVENTION 2025!

The **24th Annual Landlord Convention** will be held this year in Indianapolis IN, June 5-7, 2025. Learn and exchange effective strategies to build rental property wealth and improve operations. If interested you can call 1-800-950-2250 to register.

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# Santa Barbara Happenings

Terry A. Bartlett – Reetz, Fox & Bartlett LLP



## UCSB's Plans for Newly Purchased Complex in Downtown Santa Barbara

UC Santa Barbara has acquired several adjacent properties in downtown Santa Barbara. The properties, Reid's Appliances store (409 Anacapa St.), the previous Staples store (410 State St.), and the Soltara apartments (27 E Gutierrez St.), will help UCSB's goal of having more of a presence in the downtown area.



Image: Soltara Apartments, Independent.com

The newly built Soltara apartments consist of 78 units, from studio apartments to two bedroom spaces (price ranging from \$2,700 to \$6,500, respectively). 65% of the current units are already leased

for the next year. UCSB plans to fill the remaining vacancies over time. The university does not plan to house students in the event of vacancies.

UCSB currently has no plan for the Reid's appliance property. Due to UCSB's status as a state agency, these new properties of theirs will be removed from local property tax rolls.

## Construction of Ocean Meadows Housing Development Has Begun at the Site of the Former Golf Course

At what used to be the Ocean Meadows golf course, the Cardinal Group has begun construction of a new housing complex. The complex will consist of 32 single family homes, ranging from 2590-2659 square feet. The homes will be two stories tall. Nine of the 32 homes will include accessory dwelling units with kitchenettes.



Image: Ocean Meadows Golf Course on Whittier Dr in Goleta, golfpass.com

Additionally, six condominiums will be designated as affordable housing for those making 60% of

the median family income of the area (\$119,100) will be included in the complex. Expected to be two-bedroom, 875 square feet each, the condos will allow an increase the density to the number of units due to their status as affordable housing units. The site is located near UCSB's Sierra Madre student housing complex.

## Macy's Building Demolition Approved by City

The city of Santa Barbara has declared that the Macy's building in La Cumbre Plaza, built in 1967, has no historical significance. The city stated that the building's undistinguished architecture plus its lack of association to any well-known or important individual led to its approval for demolition. The building is leased until 2028.



Image: The Neighborhood, artist's concept Independent.com

In place of the Macy's building, developers Jim and Matthew Taylor plan a 689 unit housing project, called "The Neighborhood". As it now stands, the project would include 94 studio, 381 one-bedroom,

192 two-bedroom, and 17-three bedroom units. The project proposes to build 39 units intended for very low-income individuals and families, or those making 50% or less of the area's family median income (\$119,100).

The complex would include six separate buildings ranging from two to six stories. There will be 856 parking spaces available both over and underground. The project is intended to add dining options along with parks and public spaces.

## Group Opposes Downtown Hotel Project near Beach

The Garden Street Hotel Project proposed a six parcel hotel development that has been opposed by a nonprofit group and neighbors. The project, which was originally part of a 1983 proposal, is the target of a lawsuit against the city's approval as well as an appeal with the California Coastal Commission.

Attorney Marc Chytilo, filed the lawsuit targeting the subterranean 238 space parking lot included in the plans. Chytilo argues the project was approved

*Continued on page 33*



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despite health and safety concerns regarding contaminated soil and groundwater.

### **Another La Cumbre Plaza Apartment Project at the Former Sears Store**

A new apartment complex located at the former Sears building in La Cumbre Plaza, has been planned by Riviera Dairy Property group.

The plan consists of two four-story buildings, with 443 units total. One building would include 400 units, split among studio, one-bedroom, two-bedroom, and three-bedroom homes. The second building would be 43 units of two and three bedroom homes. In total, there will be 36 studio, 183 one-bedroom, 201 two-bedroom, and 23 three-bedroom units. The project includes 466 parking spaces within a garage and an outdoor lot. In combination with the plans for development at the current Macy's building, 1,100 new homes will replace existing businesses in La Cumbre Plaza.

*Spoiler Alert: Pedestrian malls are failing. Why is the city trying to turn State Street into one?*

### **Two State Street Retailers to Close**

Retailers Billabong and Volcom (631 State St. and 625 State St., respectively) are set to close. The stores, which both focus on surfer-wear, are holding massive sales at their locations.

### **New Apartment Design Standards Set for Five Zones throughout Santa Barbara**

Recently, Santa Barbara city council passed new design standards with the goal of clearing up the intricate processes developers face. The standards, known as Objective Design and Development Standards ("ODDS") gives developers more certainty in design standards.

The design standards aim to curb the criticisms the city has faced over their old review process, mainly its unpredictability and strictness which has made developments face a slower process. The ODDS look to increase predictability, improve the developer-city relationship, and maintain the existing character of the Santa Barbara community.

### **State Street's Future Plans?**

The city of Santa Barbara discussed possible changes to be made to State Street. However, in lieu of focusing on safety concerns (think electric bikes v. pedestrians), the city came up with a few structural and physical changes to the street.

The council agreed to take down all newspaper racks located on the street. Sidewalk extensions to

be known as "pedlets" are planned to be installed on the 500 block of the street, while also removing parts of the landscape of the 1200 block, but not including trees.

On the 700-800 blocks, more landscape additions plus options for open seating have also been proposed by the city staff. Increasing outdoor dining was a point of emphasis for the council, but restaurants must implement more bathrooms to accommodate the extra patrons.

The city has no plan to address the increasing presence of electric bikes on State Street.

### **Low Income/Senior Living Apartment Complex for Sale**

The Edgerly apartments are known for their accommodations for seniors, especially those who qualify for rental subsidies. The Battistone Foundation, owners of the property, are selling the apartments in order to provide more rental subsidies, rather than maintaining actual housing in the current legal environment.

There are roughly 190 tenants who would be impacted by a sale, though the foundation hopes to cover whatever difference in rent tenants may face under new owners. New owners will be bound by local and state laws that control rents and evictions, and the rights of current lease holders.

The value of the Edgerly complex has been stated to range between \$40 and \$80 million.

### **Increasing Energy Demand Draws Bipartisan Support for Nuclear Power**

California's struggle to provide clean energy needed for Artificial Intelligence has led the state to consider rolling back certain restrictions imposed by its 49-year-old moratorium on nuclear power.

Federal lawmakers last year passed a bill with bipartisan support to increase development of nuclear reactors and the associated technologies. Pacific Gas & Electric, operators for the last nuclear power plant in California, Diablo Canyon, are preparing to keep the plant running longer.

Though nuclear skeptics fear this expansion, both AI and nuclear technology will only get more efficient. Wind and solar power are not sufficient to meet energy needs.

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



CalRHA Legislative Update, Priority 1 Bill Tracker

[AB 246](#)

**(Bryan D)** State of emergency: residential rent increases: County of Los Angeles: price gouging: enforcement by district attorney.

**Current Text:** Introduced: 1/15/2025 [html](#) [pdf](#)

**Status:** 2/10/2025-Referred to Coms. on JUD. and PUB. S.

**Location:** 2/10/2025-A. JUD.

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chapered
	1st House				2nd House			Conc.			

**Summary:** The Costa-Hawkins Rental Housing Act, among other things, authorizes an owner of residential real property to establish initial and subsequent rental rates for a dwelling or unit that meets specified conditions, subject to certain exceptions. Current law, until January 1, 2030, prohibits an owner of residential real property from, over the course of any 12-month period, increasing the gross rental rate, as specified, for a dwelling or a unit more than 5% plus the percentage change in the cost of living, or 10%, whichever is lower, of the lowest gross rental rate charged for that dwelling or unit at any time during the 12 months before the effective date of the increase, subject to specified conditions. The California Emergency Services Act, authorizes the Governor to proclaim a state of emergency when specified conditions of disaster or extreme peril to the safety of persons and property exist, as specified. This bill, notwithstanding any other law, would prohibit an owner of residential real property from increasing the rental rate for a dwelling or a unit located in the County of Los Angeles in excess of the rental rate for the dwelling or unit charged on January 7, 2025. The bill would authorize the district attorney to enforce these provisions and subject a violation of these provisions to a civil penalty of not more than \$10,000.

**Position**      **Priority**  
Oppose                      1

**Notes:** On CBPA coalition letter

[AB 282](#)

**(Pellerin D)** Discrimination: housing: source of income.

**Current Text:** Introduced: 1/22/2025 [html](#) [pdf](#)

**Status:** 1/23/2025-From printer. May be heard in committee February 22.

**Location:** 1/22/2025-A. PRINT

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chapered
	1st House				2nd House			Conc.			

**Summary:** The California Fair Employment and Housing Act (FEHA) makes unlawful various practices connected to obtaining and financing housing accommodations, among other things, if those practices discriminate based on source of income. FEHA requires the Civil Rights Department to enforce specific provisions of the act, including the provision described above. This bill would provide that prioritization of applicants for tenancy who qualify for or receive rental assistance, as specified, does not constitute discrimination based on source of income for purposes of the above-described provisions of FEHA.

**Position**      **Priority**  
                                      1



(McKinnor D) Dwelling units: persons at risk of homelessness.

Current Text: Introduced: 1/23/2025 [html](#) [pdf](#)

Status: 1/24/2025-From printer. May be heard in committee February 23.

Location: 1/23/2025-A. PRINT

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chapters
	1st House				2nd House			Conc.			

**Summary:** Prior law, until January 1, 2024, authorized a tenant to temporarily permit the occupancy of their dwelling unit by a person who is at risk of homelessness, as defined, regardless of the terms of the lease or rental agreement, with the written approval of the owner or landlord of the property, and subject to extension under certain circumstances. Prior law further authorized an owner or landlord to adjust the rent payable under the lease during the time the person who is at risk of homelessness is occupying the dwelling unit, as compensation for the occupancy of that person, and required the terms regarding the rent payable in those circumstances to be agreed to in writing by the owner or landlord and the tenant. This bill, until January 1, 2031, would reinstate the above-described provisions, and would include certain new provisions regarding occupancy. The bill would additionally define "person at risk of homelessness" to include any person who is displaced from their residence as a result of a disaster in a disaster-stricken area in which a state of emergency has been proclaimed by the Governor. The bill, among other things, would permit a tenant, with written approval of the owner or landlord, to temporarily permit the occupancy of their dwelling unit by a person who is at risk of homelessness and one or more common household pets owned or otherwise maintained by the person.

Position	Priority
	1

Notes: Fact Sheet - [https://drive.google.com/file/d/1bn1fEoWfhcfoxZMA86tO\\_WEVkhE0F8RS/view](https://drive.google.com/file/d/1bn1fEoWfhcfoxZMA86tO_WEVkhE0F8RS/view)

(Pellerin D) Residential tenancies: return of security.

Current Text: Introduced: 2/4/2025 [html](#) [pdf](#)

Status: 2/5/2025-From printer. May be heard in committee March 7.

Location: 2/4/2025-A. PRINT

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chapters
	1st House				2nd House			Conc.			

**Summary:** Current law regulates the terms and conditions of residential tenancies, including generally limiting the amount of security that a landlord may demand or receive to an amount or value equivalent to one month's rent, as provided, and allowing a landlord to claim of the security only those amounts as are reasonably necessary for specified purposes. Current law defines a security for these purposes as any payment, fee, deposit, or charge, including any payment, fee, deposit, or charge, except as specified, that is imposed at a tenancy's beginning to reimburse a landlord for costs associated with processing a new tenant or that is imposed as an advance payment of rent, used for any purpose. Current law requires a landlord to provide a tenant a copy of an itemized statement, as



specified, and return the security's remaining portion to the tenant by personal delivery or by first-class mail, postage prepaid, no later than 21 calendar days after the tenant has vacated the premises, as specified. Current law authorizes a landlord and tenant to mutually agree to have the landlord deposit electronically the security's remaining portion to a bank account or other financial institution designated by the tenant or provide a copy of the itemized statement to an email account provided by the tenant. This bill would instead require a landlord to provide the tenant a copy of the itemized statement and return the security's remaining portion in the manner the security was received or requested by the tenant for the return of the security's remaining portion. If returning the security's remaining portion by mail, the bill would require the landlord to return the security's remaining portion and provide a copy of the itemized statement by certified mail.

**Position** **Priority**  
1

**SB 9**

**(Arreguin D) Accessory Dwelling Units: owner-occupant requirements.**

**Current Text:** Introduced: 12/2/2024 [html](#) [pdf](#)

**Status:** 1/29/2025-Referred to Coms. on HOUSING and L. GOV.

**Location:** 1/29/2025-S. HOUSING

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
		1st House				2nd House		Conc.			

**Summary:** The Planning and Zoning Law provides for the creation of an accessory dwelling unit by local ordinance, or, if a local agency has not adopted an ordinance, by ministerial approval, in accordance with specified standards. The law prohibits a local agency from imposing an owner-occupant requirement or any additional standards, except as specified, when evaluating a proposed accessory dwelling unit on a lot that includes a proposed or existing single-family dwelling. The law also prohibits a local agency from imposing parking standards for an accessory dwelling unit, as specified, whether or not the local agency has adopted a local ordinance pursuant to these provisions. This bill would additionally prohibit a local agency from imposing an owner-occupant requirement for a proposed or existing accessory dwelling unit whether or not the local agency has adopted a local ordinance pursuant to these provisions.

**Position** **Priority**  
1

**Notes:** Yimby-sponsored. Removing owner-occupancy requirement.



(Pérez D) Housing rental rates and occupancy levels: algorithmic devices.

Current Text: Introduced: 12/20/2024 [html](#) [pdf](#)

Status: 1/29/2025-Referred to Com. on JUD.

Location: 1/29/2025-S. JUD.

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf. Conc.	Enrolled	Vetoed	Chaptered
	1st House				2nd House						

**Summary:** Current law governs the hiring of residential dwelling units and requires a landlord to provide specified notice to tenants prior to an increase in rent. The Costa-Hawkins Rental Housing Act prescribes statewide limits on the application of local rent control with regard to certain properties. That act, among other things, authorizes an owner of residential real property to establish the initial and all subsequent rental rates for a dwelling or unit that meets specified criteria, subject to certain limitations. This bill would make it unlawful for any person to sell, license, or otherwise provide to a landlord an algorithmic device, as defined, that advises on rental rates or occupancy levels for residential dwelling units, and would also make it unlawful for a landlord to use an algorithmic device to set rental rates or occupancy levels for residential dwelling units.

**Position**

**Priority**

1



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