

SANTA BARBARA RENTAL PROPERTY

news

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

Please join us for two upcoming events . . .



**PROTECT YOURSELF
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Thursday, October 16th • 10:30AM-12:00PM
University Club of Santa Barbara • 1332 Santa Barbara St. Santa Barbara, CA 93101
(Limited parking available. Use city lots)



**SBRPA President
Betty Jepperson**



**Attorney
Jim Cole**

SBRPA President Betty Jepperson and Attorney Jim Cole will present an update on current and new laws that pertain to the rental housing industry. We will cover:

- Good Credit Reporting Rights for Tenants
- One-Year Lease Offer Requirements
- Termination Notices
- Different requirements (City)
- Relocation Assistance (City/County)
- No Judgment Claims of Right to Possession
- How to serve the HUD forms 5202 and 5203 if housing assistance is playing part of tenants' rents when serving a notice that could terminate the tenancy

\$30 members • \$50 nonmembers
You must log into your SBRPA account in order to receive member pricing. Please confirm your order before completing payment.

Registration closes Monday, 10/10/2025
All ticket purchases, whether online or via email, are final. There will be no refunds, credits, or exchanges, even for tickets purchased in error or at a non-member rate.





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DATE: 7 sessions, 7 November – 12 December 2025	11/7 Fri Workzone
TIME: 9:00AM – 4:00PM daily	11/11 Tue Virtual
LOCATION: Workzone & Virtual	11/14 Fri Virtual
Workzone: 351 Paseo Nuevo, Santa Barbara, CA 93101	11/19 Wed Virtual
	12/9 Tue Virtual
	12/10 Wed Virtual
	12/12 Fri Workzone



Angel Rogers
Instructor Angel Rogers has held many positions in the industry with an emphasis on education and training. Angel brings her solid reputation as a fun, motivational, and "Team the Heart" instructor to her training and consulting business, Specialized Training by Angel Rogers. She is also a featured speaker for the National Apartment Association.

Following are subjects we will cover:

- Increasing occupancy rates
- Comprehensive marketing plans
- Sales team management & product readiness
- Equitable treatment of residents
- Resident retention & communication
- Consistent and ongoing resident communication
- Positive resident service and issue resolution
- Enforcement of company policy in compliance with laws and regulations
- Property inspections
- Preventative maintenance programs
- Service request process
- Apartment turnover process
- Contractors and vendors

- Recruitment, hiring, management orientation and training of high-caliber employees
- Systematic employee evaluation
- Employment regulations and record keeping
- Analysis of financial operations with corrective actions for under-performance
- Monitoring of property performance to achieve ownership investment goals
- Accounting principles & practices
- Maximizing net operating income
- Reporting property performance honestly and accurately

Don't miss this opportunity to advance your career!
Registration deadline November 4. Register today at: www.sbrpa.org
For questions or more information contact Danell Navarro Email: DDunlap@towbes.com

Member: \$1,299 • Nonmember: \$1,499
All ticket purchases, whether online or via email, are final. There will be no refunds, credits, or exchanges, even for tickets purchased in error or at a non-member rate.

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an appointment

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October 2025

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President's Message

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



One Legislative session has ended and another begun.

The most exciting news is that for the first time, Santa Barbara's Senator Monique Limon will be the Pro Tem. She was supposed to replace Pro Tem Mike GcGuire in January but that timetable has been moved up to November 17th. She is approachable and we need to make use of this valuable, local connection with the Legislature. She will have a lot of influence in Sacramento; so, please make your opinions and voices known to her.

SBRPA has been successful working in conjunction with CalRHA (California Rental Housing Association) in opposing and stopping a number of Bills in the first house at the Legislature. I have been your primary representative with CalRHA for the past 4 years and also serve on their Legislative Committee. This gives us the opportunity to see Bills before they become law and to either oppose and defeat or significantly alter the language of some of these Bills.

Significantly, this past Legislative session, we opposed and stopped:

1. Assembly Bill 1157 (Kalra) - Just Cause and Rent Caps which would have significantly altered the existing just cause and rent cap provisions established under AB 1482, the Tenant Protection Act of 2019.
2. AB 1240 (Lee) - Corporate Ownership has become a two-year Bill which takes it away from becoming law at least this year. We will no doubt have to fight it again next session.
3. AB 1248 (Haney) - Rental Fees failed in the Assembly on the Floor, where it was sent to "inactive." It would have limited the fees that an owner could charge in addition to rent and have required those fees to be included in the rent and not charged as a separate fee.
4. Senate Bill 436 (Wahab) - Right to Redeem Tenancy, which would have changed the 3-day pay or quit statute to a 14-day pay or quit, died in the Assembly Judiciary Committee. Although it was granted reconsideration, it was not set for a second hearing.

On that note, however, please be on the lookout for a robust discussion by Jim Cole and me in our New Laws Course on October 16, 2025 about the new rules for a 3-Day Pay or Quit Notice in light of the June 26, 2025, California Court of Appeals Case Eshagian vs. Cepeda in which the Appellate Court ruled that the notice failed to meet statutory standards under CCP1161(2) and therefor was insufficient for an unlawful detainer action. Specifically, the Court ruled that it lacked a clear eviction warning and that it omitted key dates such as the date that the 3 day period would expire. Since, then, Jim Cole has been working on revising our on-line form and it should be uploaded in a matter of days of me writing this message. Please look for it and discard any former form notices that you may have.

1. SB 436 (Wahab) - Housing, the Senate's housing reform proposal, which included provisions that would have limited the fees owners could charge tenants. This Senate Bill failed to get a hearing in the Assembly Housing Committee and is now a two-year Bill. Look for this one again next year as well.
2. Finally, SB 789 (Menjivar) - Vacancy Tax - This Bill would have required a commercial property owner to register with the California Department of Tax and Fee Administration (CDTFA) and annually file an information return to report specified vacancy information, and would subject any late or unfiled returns to a \$100 penalty per commercial property.

In addition, there were many price-related Bills that we opposed that subsequently failed or were fixed in the Appropriations Committees to remove or amend the offending language. They include:



THE LAW OFFICES OF
BETTY L. JEPPESEN

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SANTA BARBARA, CA 93101
(805) 450-1789
JEPPESENLAW@GMAIL.COM

1. AB 380 (Gonzalez) Price Gouging – DEAD
2. AB 878 (Kalra) – Reasonable Accommodations for Victims of Domestic Violence – DEAD. Remember, this would have extended provisions to relatives of victims of domestic violence who did not even reside at the property.
3. SB 36 (Umburg) – Price Gouging: State of Emergency – this we successfully narrowed to remove geographic expansion from the actual area of the emergency.
4. SB 52 (Perez) – Rental Rate Algorithms – DEAD
5. SB 384 (Wahab) – Preventing Algorithmic Price Fixing Act – DEAD

We will no doubt see many more bills in this upcoming Legislative session that will attempt to reduce the amount of money that can be charged for rental properties in California despite the ever-increasing costs to the owners of these rental properties. We have all seen our insurance rates rise astronomically. The cost of repairs and replacement to maintain the rental properties keep increasing as does the cost of labor and materials. The cost to fight legitimate and necessary evictions keep increasing. And yet, the local governments seem intent on shifting more and more of the economic burden on the owners who are not all rich. Many own one unit which they rent out and which they managed to purchase to supplement their social security income in their later years. As a consequence, owners are selling; and, it should come as no surprise that properties are easier to sell without any tenants in place. It used to be a selling point that all units were full with long-term tenants, but local governments have exactly reversed that to be just the opposite. It is harder to sell properties that are full with long-term, low rent tenants. Thanks to onerous local government codes, tenants have become a liability and not an asset.

The good news is that AB1157 which would have limited rent increases to the lesser of 2% plus CPI or 5% and would have eliminated all exemptions (except mobile homes) such as single family homes and condominiums is now a two-year Bill. This means that it will not become law this legislative session but it will return next year. So, stay vigilant and write to your legislators.

SBRPA has been offering courses this Spring to make you aware of the 2025 laws that went into effect or will be going into effect this year. Here are just a few reminders of those laws.

Credit reporting requirements for tenants: For existing Leases housing providers must offer the option of reporting good payment history to tenants by April 1, 2025. For new Leases, this must be offered at the time the Lease is signed and once annually thereafter.

Housing providers cannot charge extra fees for rent payments made by personal check or extra fees for poor rental history. These so-called “junk fees” are no longer allowed. Further, if a service member tenant has paid additional fees for poor rental history but then maintains six (6) months of on-time payments, then those fees must be refunded.

Lock change protections for domestic violence victims. Tenants can request a lock change for their safety and the housing provider must pay for it if the tenant provides documentation of abuse. The lock change must be made within 24 hours of the request or the tenant can have the lock changed and send the bill to the housing provider.

If you file an Unlawful Detainer action, the response time for the tenant has increased from five (5) business days to ten (10) business days. One hidden item in this Bill is actually good for housing providers. Until now, a tenant could file a Demurrer and/or Motion to Strike and add approximately six (6) WEEKS to the response time because that is the court calendaring for those types of motions. Now, those must be heard no earlier than 5 days but no later than 7 days from filing and those are calendar days.

Photo requirements for security deposit evaluations and deductions per AB2801 are as follows:

Move-In Photos (Effective July 1, 2025):

- For tenancies **starting on or after July 1, 2025**, landlords **must take photographs before or at the inception of the tenancy** to document the unit’s condition.

Move-Out Photos (Effective April 1, 2025):

- Photos must be taken **within a reasonable time** after the tenant has returned possession of the unit.

Post-Repair/Post-Cleaning Photos (Effective April 1, 2025):

- If a **repair or cleaning** results in a **security deposit deduction**, landlords **must take photos before and after** the work is completed.

Here is a Legislative Update on some of the Assembly Bills being considered right now in the Legislature:

AB 246 called the Social Security Tenant Protection Act of 2025. This Bill would prohibit a court, during a declared social security benefit payment interruption from issuing a Summons on a Complaint for Unlawful Detainer in any action that seeks possession of residential real property based in whole or in part on non-payment of rent or other charges if the defendant experiences a loss of income due

to the social security benefit payment interruption.

AB 311 would permit a tenant, with written approval from the owner or housing provider 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 that person.

AB 380 on price gouging would change the current punishment for charging more than 10% for goods and services during a declared state of emergency from a misdemeanor punishable by up to one year in County jail or a fine of \$10,000 or both to an increased fine of \$25,000.

SB 436 Unlawful detainer: notice to terminate tenancy. This Senate Bill would increase the notice time for a default in payment of rent from a 3-day pay or quit to a 14-day pay or quit EXCLUDING weekends and judicial holidays. This Bill is in its third reading.

SB 522 This Senate Bill exclude from exemption for just cause and rent cap under the Tenant Protection Act of 2019 housing built to replace a previous housing unit that was substantially damaged or destroyed by a disaster.

We will be providing you with more information on the progress of these Bills and others as the year

progresses. Please write to your legislators if any of these Bills would significantly and negatively impact you or your family's economy and well-being. The legislators need to know what is happening in the rental world. Housing providers are being impacted from all sides by rising insurance costs, older housing stock that now costs a fortune to repair due to the new laws concerning reporting, payments to tenants and payments to second contractors, etc. If sold, property taxes increase as well and those buildings may no longer be affordable to local owners.

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



Upcoming Events

Protect Yourself with Knowledge of Current Laws – 2025 Annual New Laws Update

Thursday, October 16, 2025 • 10:30AM–12:00PM
University Club of Santa Barbara 1332 Santa Barbara St., SB CA

SBRPA President Betty Jeppesen and Attorney Jim Cole will present an update on current and new laws that pertain to the rental housing industry. Register online at sbrpa.org. See page 19 for more information.

Certified Apartment Manager® NAA certified credential

7 sessions, 11/7/2025–12/12/2025

2 sessions at Workzone, Paseo Neuvo, SB, CA
and 5 virtual sessions online

Earning your CAM (Certified Apartment Manager®) credential allows you to demonstrate your skills, knowledge, and ability to manage an apartment community and achieve owners' investment goals. The NAA CAM credential positions you well for many career opportunities and advancements within the multifamily industry. Register online at sbrpa.org. See page 35 for more information.

october 2025

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	



Upcoming Events

2025 AE/AP Leadership Symposium

September 29 - October 1, 2025, Providence, RI

The AE/AP Leadership Symposium brings together Association Executives and their elected officers to establish priorities and enhance collaboration over 1.5 days. This is a key opportunity to gain a shared understanding and approach to implement effective leadership strategies. Go to naahq.org for more details.

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

Welcome New Members

*Miguel Perez, Dillon Kiel,
Scott Wenz, Nolan Tooley,
Tanya Moskalenko,
Eileen Ochsner (Hawkes Investment)
& Julia West (West Property Management)*



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CalRHA Legislative Updates

Kate Bell, KateBellStrategies.com



September 2025

END-OF-SESSION LEGISLATIVE RECAP

Political Update – Pro Tem Elect, Monique Limon, to Take Helm November 17th

It was anticipated that Pro Tem Elect, Monique Limon (D-Santa Barbara) would be replacing Pro Tem Mike McGuire in January. However, that timeline moved up to November 17th during the final days of the legislative session.



*Pro Tem Elect
Monique Limon*

Legislative Recap

Throughout the year, we were able to stop many problematic bills, some of which were held in policy and fiscal committees, while others we were able to stop on the Floor.

Final Floor Fight Wins

During the final days of session, we prevented **522 (Wahab) Just Cause for Rebuilds after Disasters**, from being taken up on the Assembly Floor. This was a high priority tenant protection bill that our affiliates effectively engaged in over the summer recess.



*CA Senate
Alisha Wahab*

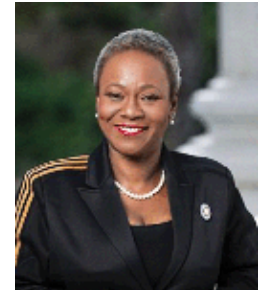
Another bill that we were able to successfully stop on the Floor was **AB 1018 (Bauer Kahan) Automated Decision Systems** which was sent to Inactive on the Senate Floor. **AB 1018** would have regulated the development and deployment of automated decision systems, many of which are used in the rental housing space.



*CA Assembly
Rebecca Bauer-Kahan*

Bills on the Governor's Desk

One priority oppose bill made it to the Governor's desk, **AB 628 (McKinnor) Habitability: Stoves and Refrigerators**. This bill makes a dwelling that substantially lacks a stove or refrigerator that are maintained in good working order and capable of safely generating heat for cooking or safely storing food untenantable. We have submitted a veto request and will know by October 13th whether the bill is signed or vetoed by Governor Newsom.



*CA Assembly
Tina McKinnor*

Another bill of interest pending on the Governor's desk is **AB 246 (Bryan), the Social Security Tenant Protection Act of 2025**. The Act authorizes a tenant of residential real property to assert Social Security hardship as an affirmative defense in an unlawful detainer proceeding based on the nonpayment of rent.



*CA Assembly
Isaac Bryan*

Finally, **AB 1414 (Ransom)**, allowing for an opt-out of landlord-tenant internet service, is pending at the Governor's desk, with both the National Apartment Association and the California Rental Housing Association opposed.



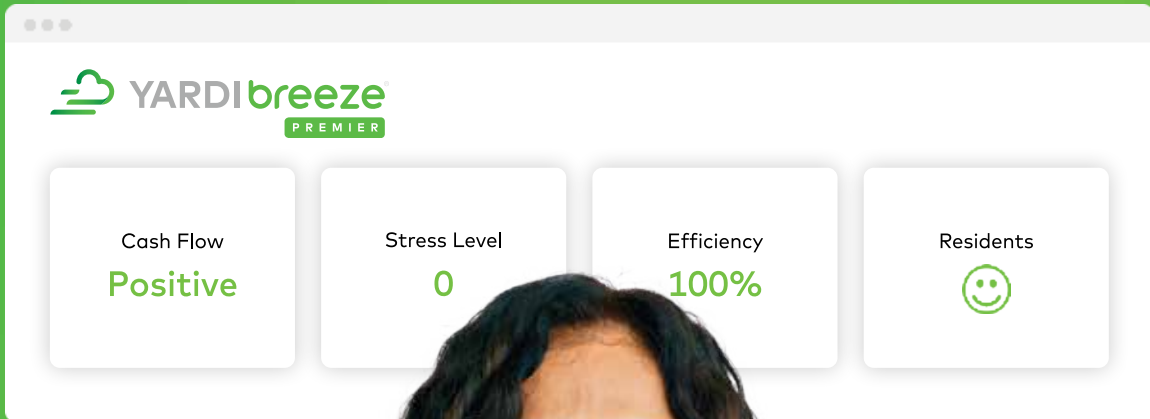
*CA Assembly
Rhodesia Ransom*

CalRHA Bills Opposed & Stopped

With regard to bills CalRHA opposed and stopped in the first house or in policy committee this year, those include:

- **Assembly Bill 1157 (Kalra/D, San Jose) Just Cause and Rent Caps**, which would have significantly altered the existing just cause and rent cap

Continued on page 13



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provisions established under AB 1482, the Tenant Protection Act of 2019.

- **AB 1240 (Lee) Corporate Ownership** has become a two-year bill, parked in the Senate Judiciary Committee.
- **AB 1248 (Haney) Rental Fees** failed in the Assembly on the Floor, where it was sent to inactive. **AB 1248** would have limited the fees that a rental property owner could charge in addition to rent and have required those fees to be included in the rent and not charged as a separate fee.
- **SB 436 (Wahab) Right to Redeem Tenancy**, which would have changed the 3-day pay or quit statute to a 14-day pay or quit, died in the Assembly Judiciary Committee. Although granted reconsideration, the bill was not set for a second hearing.
- **SB 681 (Wahab) Housing**, the Senate's housing reform proposal, which included provisions that limit fees that rental property owners may charge tenants which failed to get a hearing in the Assembly Housing Committee and now is a two-year bill.
- **SB 789 (Menjivar) Vacancy Tax.** **SB 789** would have required (1) a person that owns commercial real property to register with the California Department of Tax and Fee Administration (CDTFA) and annually file an information return to report specified vacancy information, and (2) subject late and unfilled returns to a penalty of \$100 per commercial property.

Price-Related & Other Failed or Fixed Bills

We had many price related and other bills that we opposed that failed in or were fixed in the Appropriations Committees, including:

- **AB 380 (Gonzalez) Price Gouging** – DEAD
- **AB 878 (Kalra) Reasonable Accommodations for Victims of Domestic Violence** – DEAD
- **SB 36 (Umberg) Price Gouging: State of Emergency** – NARROWED TO REMOVE GEOGRAPHIC EXPANSION
- **SB 52 (Perez) Rental Rate Algorithms** – DEAD
- **SB 384 (Wahab) Preventing Algorithmic Price Fixing Act** – DEAD

Bills with Negotiated Amendments

Several bills we were able to negotiate amendments on in order to go neutral. All three bills are pending on the Governor's desk.

AB 414 (Pellerin) Security Deposits. Amendments were agreed upon, to allow for mutual written agreements for alternative methods of refunding security deposits, clarify that the itemized statement can be provided by email or first-class mail upon mutual agreement, and account for managing security deposit returns when multiple adult tenants reside in a unit.



CA Assembly
Gail Pellerin

AB 863 (Kalra) Residential Rental Properties: Language Requirements. Instead of requiring a landlord to provide the tenant with a notice in Spanish, Chinese, Tagalog, Vietnamese, or Korean, as well as in English. Amendments were taken to instead have the Judicial Council create a summons containing the languages and make it available on their website.



CA Assembly
Ash Kalra

SB 262 (Wahab) Prohousing Local Policies. This bill adds additional local policies related to housing stability, and homelessness as pro-housing policies that the Department of Housing and Community Development (HCD) can consider in developing a pro-housing designation. We were able to have rent stabilization ordinance, funding for legal services for eviction defense and eviction prevention, as well as tenant protections amended out of the bill.



CA Senate
Alisha Wahab

All in all, it was a successful year for CalRHA as we continue to advocate in the State Capitol, build key relationships with Legislators and the Administration, and represent the rental housing community in Sacramento and at the local level. The engagement by our members with their own representatives helped drive the success of the organization this year on the legislative front.

A full list of the Priority Bill list is on our website
<https://www.sbrpa.org/calrha-bills-update>




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UPCOMING	Santa Barbara	8 Vacation Units (beach)	\$ 8,500,000
UPCOMING	Santa Barbara	Commercial/Apt. Repurpose	\$ 7,500,000
UPCOMING	Santa Barbara	5 Apartment Units	\$ 2,395,000
FOR SALE	Santa Barbara	10 Apartment Units	\$ 5,000,000
FOR SALE	Santa Barbara	3 Units + Land Development	\$ 2,395,000
FOR SALE	Santa Barbara	Multi-Family Land Parcel	\$ 995,000
IN ESCROW	Santa Barbara	4 Apartment Units	\$ 2,900,000
SOLD	Isla Vista	SFR Investment	\$ 1,900,000 (Buyer)
SOLD	Santa Barbara	14 Apartment Units	\$ 4,790,000 (Seller/Buyer)
SOLD	Isla Vista	5 Apartment Units	\$ 3,900,000 (Seller)
SOLD	Santa Barbara	5 Apartment Units	\$ 2,950,000 (Buyer)
SOLD	Isla Vista	Duplex	\$ 1,540,000 (Buyer)
SOLD	Isla Vista	8 Apartment Units	\$ 4,275,000 (Buyer)
SOLD	Lompoc	Commercial + Vacant Lot	\$ 885,000 (Seller/Buyer)
SOLD	Santa Barbara	6 Apartment Units	\$ 2,575,000 (Buyer)
SOLD	Isla Vista	SFR Investment	\$ 1,350,000 (Seller/Buyer)
SOLD	Santa Barbara	10 Apartment Units	\$ 5,020,000 (Buyer)
SOLD	Santa Barbara	19 Apartment Units	\$ 4,800,000 (Buyer)

SANTA BARBARA \$5,000,000



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SANTA BARBARA \$2,395,000



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SAVE THE DATE



October 14-15, 2025
Sacramento

CalRHA Annual Meeting



October 14 – 5:30 pm - 8:00 pm
Reception & Dinner

October 15 – 9:30 am - 3:30 pm
General Membership and
Board Meeting



If you have any questions please reach out to Therese Twomey
(therese@brfxsolutions.com) for specifics.

Looking forward to seeing you in October.

We're looking forward to welcoming you to Sacramento where we'll engage with legal, policy, and political experts on the biggest challenges facing property owners. Join us and help drive our industry forward!

Please register for the meeting at:

<https://www.cal-rha.org/events/2025-annual-meeting>

Hotel accommodations at group rates are available at the Hyatt Regency
Hyatt Regency Sacramento, 1209 L Street, Sacramento, California 95814
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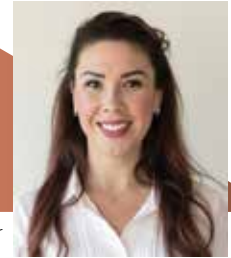
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Meet the SBRPA Officers & BOD



Lydia Perez, Executive Director

A Message from Our New Executive Director, Lydia I. Perez



I am honored to step into the role of Executive Director of the Santa Barbara Rental Property Association. With more than two decades of experience managing diverse housing portfolios, including luxury, student, affordable and conventional rental communities, I understand both the opportunities and challenges that property owners and managers face here on the Central Coast.

Santa Barbara County has always been home to me. I've lived in Santa Barbara, Goleta, and Lompoc, and my professional work has taken me across the Central Coast, including North County. These experiences have given me a unique perspective on the needs of our members and the communities we serve.

I also want to take a moment to recognize and thank Laura Bode, who has faithfully served as SBRPA's Executive Director for more than a decade. Her dedication, leadership, and deep commitment to our members leave big shoes to fill. I am grateful for the strong foundation she has built, and I look forward to carrying that work forward.



Past Director Laura Bode

Throughout my career, I have overseen multimillion-dollar assets, ensured regulatory compliance, strengthened operations, and mentored teams. Just as importantly, I have built strong partnerships with city leaders, community organizations, and industry stakeholders to support successful property management and resilient communities.

Having previously served on the SBRPA Board of Directors, I know the importance of this organization in giving our members a strong voice and providing the tools they need to succeed.



New Executive Director, Lydia Perez

As your Executive Director, my priorities are to:

- Advocate for policies that protect property rights and ensure a balanced rental housing market.
- Educate members with timely resources, training opportunities, and practical guidance for day-to-day management.
- Engage our community by growing membership, strengthening connections, and fostering collaboration across the rental housing industry.

I believe in an open door policy and welcome your ideas, questions, and feedback. I look forward to connecting with you at upcoming events, trainings, and community gatherings. Together, we will continue to build a strong, informed, and connected rental housing community in Santa Barbara.

Warm regards,

Lydia I. Perez
Executive Director
Santa Barbara Rental Property Association



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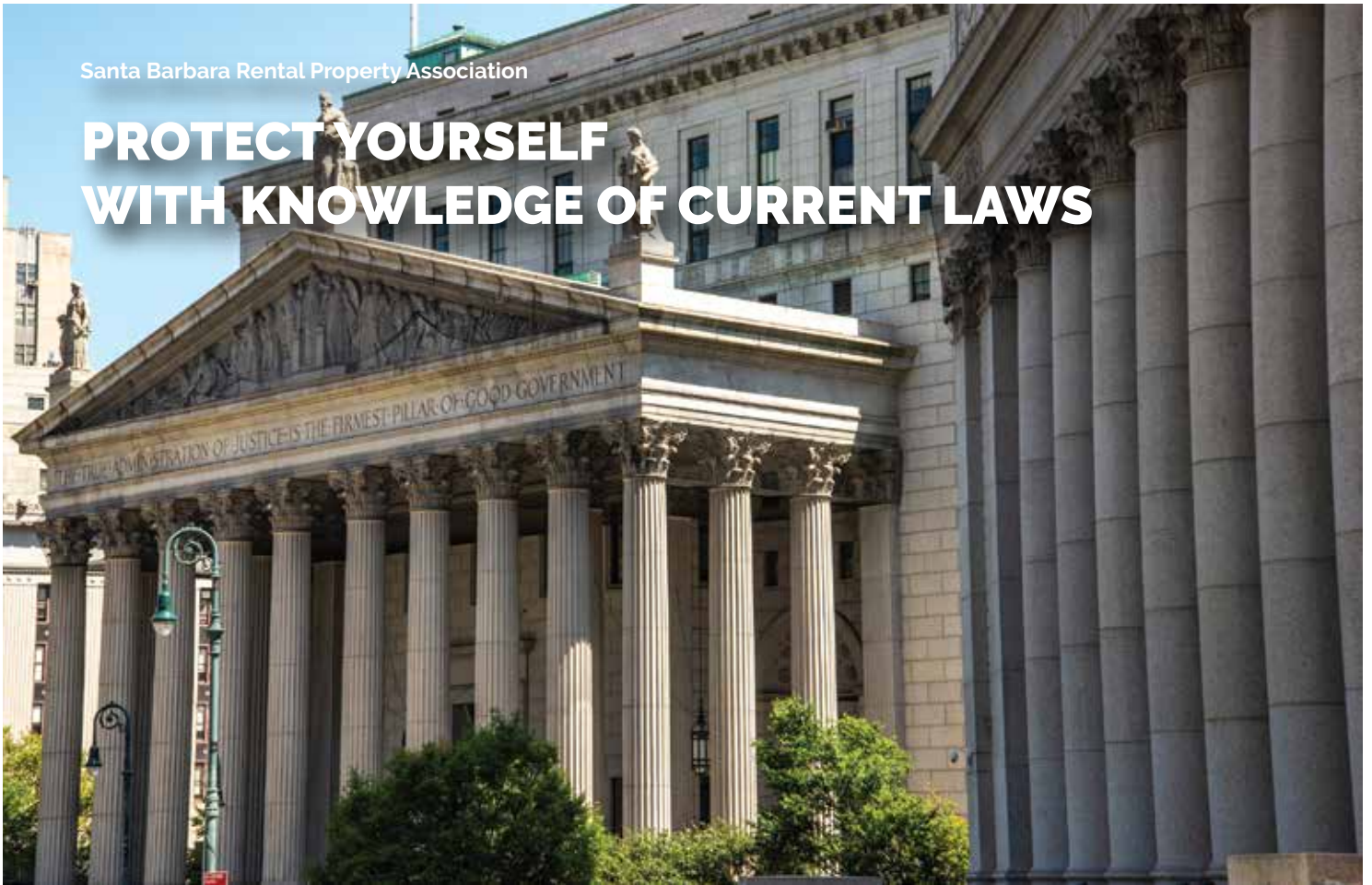
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Santa Barbara Rental Property Association

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(Limited parking available. Use city lots)



*SBRPA President
Betty Jeppesen*



*Attorney
Jim Cole*

SBRPA President Betty Jeppesen and Attorney Jim Cole will present an update on current and new laws that pertain to the rental housing industry. We will cover:

- Good Credit Reporting Rights for Tenants
- One-Year Lease Offer Requirements
 - Termination Notices
 - Different requirements (City)
- Relocation Amounts (City/County)
- Pre-judgment Claim of Right to Possession
- How to serve the HUD forms 5302 and 5308 if housing assistance is paying part of tenants' rents when serving a notice that could terminate the tenancy

\$30 members • \$50 nonmembers

You must log into your SBRPA account in order to receive member pricing.
Please confirm your order before completing payment.



Registration closes Monday, 10/10/2025

All ticket purchases, whether online or via email, are final.
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September 2, 2025

Mayor Paula Perotte
Mayor Pro Tempore Stuart Kasdin
Councilmember Luz Reyes-Martín
Councilmember James Kyriaco
Councilmember Jennifer Smith
130 Cremona Drive
Goleta, CA 93117

RE: C.1 Introduction and first reading, by title only, of a Tenant Protections Ordinance Amending Chapter 8.19, Tenant Protections, of Title 8, Health and Safety, of the Goleta Municipal Code

Dear Mayor Perotte and Councilmembers,

The Santa Barbara Association of REALTORS® (SBAOR) represents about 1,200 REALTORS® throughout the South Coast and our mission includes engaging in real estate related community issues affecting our members and/or their clients who are homeowners, housing providers, tenants, and commercial owners. The Santa Barbara Rental Property Association (SBRPA) is the premiere organization for housing providers, suppliers, and the rental housing community. SBRPA serves the community at large, and nowhere is this more evident than in our collaboration with various organizations. As two of the leading organizations in the South Coast primarily focused on housing, we question the amendments to the above-mentioned Municipal Code sections.

Below are our stances and comments on the proposed staff recommendations:

We appreciate that the **Early Tenant Alert Notice Requirement** is not mandatory but instead provides an option to the property provider with flexibility with their relocation assistance payment.

We question where the 10 years as the **Criteria for Withdrawal from Rental Market** came from. There is no codification of a specific time period within the Ellis Act and we wonder if there is data in Goleta which determines that 10 years is an appropriate time period. Also, how would it be determined if the property stayed off the rental market for 10 years?

While the **Relocation Assistance Payment Amount** has been in existence for quite some time, we would still like to remind you that there needs to be a clear understanding of the difference between a termination notice, eviction and unlawful detainer. There are legal differences between each term and as such need to be properly defined. In order to provide transparency between the tenant and landlord, the tenant should be required to provide the number of eligible tenants of the household, with documentation, within a certain number of days of being notified they must move. The landlord would then be required to then have a specified number of days to pay the first installment of the relocation assistance. There needs to be a provision on how to deal with situations in which a tenant fails to vacate. A solution would be to allow the landlord to deduct a daily rental damage from the second installment for each day the tenant holds over.

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We serve owners, investors and residents throughout California's Tri-Counties.

If you are interested in learning more about our property management services or any of our available rentals, please contact our team at your earliest convenience. We look forward to answering your questions and assisting you with all of your property management needs.

DMH Properties is a customer service oriented company specializing in the management of single family homes, duplexes, townhomes and multi-unit apartment buildings. With over 20 years experience we offer our services throughout the Tri-Counties.

We support the **Housing Displacement Information** being given to tenants during the notice of termination of residential tenancy.

We support the **Mandatory One-Year Lease Clarifications**.

We appreciate that the City is considering **Right of First Refusal for Substantial Remodel Clarifications**. Allowing property providers an opportunity to petition for an increase in rent after a substantial remodel (or demolition and rebuild) is important because it will allow property owners to recover their costs after an expensive project. These costs include, but not limited to:

- Direct Renovation Costs
 - Labor & Materials
 - Finishes & Fixtures
- Soft Costs
 - Design & Planning
 - Permits & Compliance
 - Legal & Administrative
- Tenant-Related Costs
 - Relocation assistance
 - Loss of rent during vacancy
- Financing & Holding Costs
 - Interest on loans or credit
 - Property taxes during renovation
 - Utility bills
 - Insurance premiums
- Insurance & Risk Management
 - Builder's Risk Insurance
 - Dwelling Insurance
 - Liability Insurance
 - Workers' Compensation
- Post-Renovation Leasing
- Accounting & Tax Considerations
 - Capital improvements are depreciated over time
- Accounting & Tax Considerations

We support the **Tenant Anti-Harassment Provisions and Remedies**.

We appreciate being able to comment on this issue and provide questions and comments to expand the conversation. We look forward to continuing this important conversation while still allowing property owners to exercise their private property rights.

Sincerely,



Summer Knight
SBAOR 2025 President



Betty Jeppesen
SBRPA 2025 President

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Business Partner Directory

Welcome to SBRPA's Business Partner Directory, a special group created for our Vendors & Suppliers. Join to get a free listing in the Business Partner Directory on the SBRPA website with your logo and a link to your own profile page. That page will link to your own website if you have one, and can have an overview of your company, a photo of your contact person, LinkedIn/Facebook URLs and Twitter/Instagram handles.



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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 and Ventura Counties. Feature your property to over 45,000 local employees and 60+ companies. List your property with confidence on the rental listing site that boasts a dynamic tenant pool. The site can be accessed only by the employees of our member companies. Go to <https://rentals.coastalhousing.org/> for more information and to register for the site.

We encourage our Business Partners to annually submit articles of interest to the magazine. Online applications can be requested from the office, admin@sbrpa.org or call 805-687-7007. For more information about Business Partners, contact our Chairperson, Lori Zahn at Lori@LoriZahn.com or call 805-451-2712.



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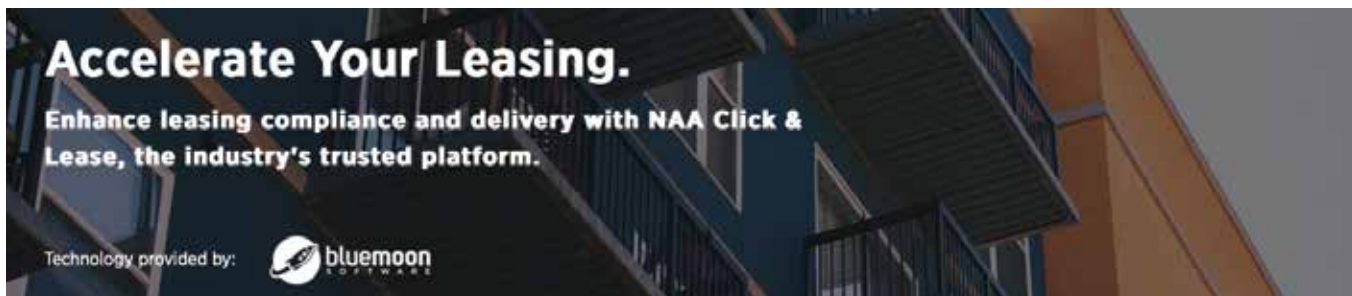
Reach over 45,000 local employees by listing your rental on rentals.coastalhousing.org. Employees of Coastal Housing Partnership's member companies can use the listing service to find local rentals that meet their housing needs.

Coastal Housing Partnership
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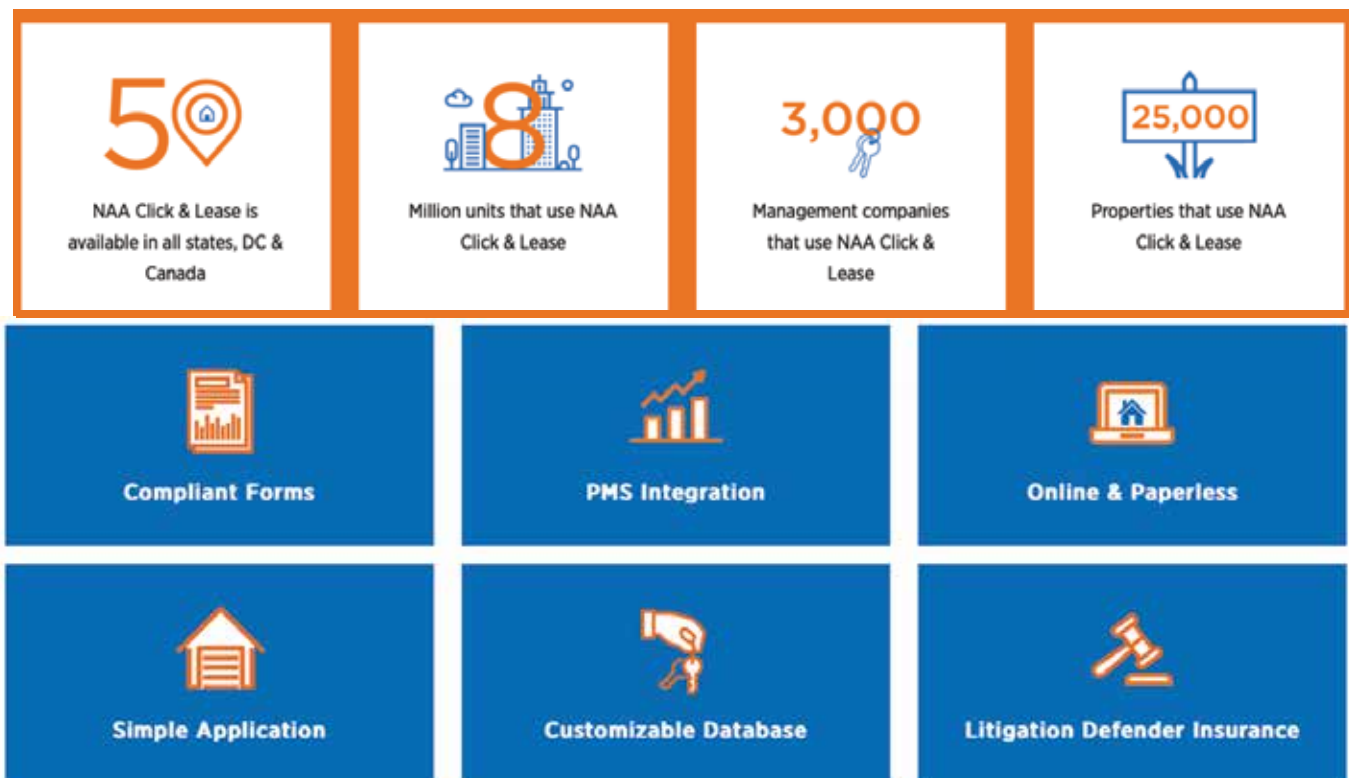
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Not sure how to start? Review the FAQs & Resources below.

Webinar: Mastering Cost Management and Revenue Optimization with Income/Expense IQ Benchmarks

Keeping costs down and maximizing revenue are fundamental to every property manager's role. Property managers must prioritize keeping expenses low and revenues high by minimizing expenses, better budgeting & investments, cost controls & forecasting and more. Income/Expense IQ is powered by Lobby CRE's platform and includes data from BOMA and NAA to provide the most comprehensive property data benchmarking tool available in the United States. Participants will learn how the combined efforts of these organizations has been applied at properties to forecast operational expenses, plan for capital expenditures and maximize NOI. (To view the webinar, go to: <https://naahq.org/webinars/Mastering-Cost-Management-Revenue-Optimization-Income-Expense-IQ-Benchmarks>).

Getting Your Income/Expense IQ Benchmark.

To purchase benchmarks, set up your account or login. The platform will then guide you through accessing and utilizing the benchmarks.

Benchmark Cost Breakdown: One metro area: \$49; Five metro areas: \$199; Ten metro areas: \$349; All metro areas: \$499.

Can I access benchmarks from previous years? You can purchase income/expense benchmarks as far back as 2021 for a year-over-year comparison. [Note: The 2024 Income/Expense IQ data consist of the 2023 benchmarks in the same way that the 2023 Income/Expense IQ data consisted of 2022 benchmarks and so on.]

Which metro areas are available in the latest benchmarking data? The 2024 Income/Expense IQ data is the latest available benchmarking report available and contains over 100 metro areas.

Do I have to be an NAA member to purchase the benchmarks? No, you do not have to be an NAA member. Anyone can purchase the benchmarks. Just create an account and follow the "How do I purchase benchmarks" guide above

To set up your account, submit your data, or for additional Technical Support, go to <https://naahq.org/research/income-expense-iq>.

Read the I/E IQ National Summaries



No Relief From Expenses; Another Challenging Year

– National Summary Income/Expense IQ 2023.
<https://naahq.org/no-relief-expenses-another-challenging-year>

Challenging Times for the Rental Housing Industry

– National Summary Income/Expense IQ 2022
<https://naahq.org/challenging-times-rental-housing-industry>

Banner Year for Rental Housing; Challenges Loom

–National Summary Income/Expense IQ 2021
<https://naahq.org/banner-year-rental-housing-challenges-loom>



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Rental Owner Updates

QUALIFIED BUSINESS INCOME DEDUCTION – ARE YOU GETTING IT?

By Attorney Lee Phillips, advisor and contributor to MrLandlord.com.

The 20% 199A deduction for a Qualified Business is now permanent with the "One Big Beautiful Bill". That means that a business figures out its total net profit for the year and then simply takes 20% off the top tax free. The Qualified Business Income (QBI) deduction is a big gift to a small business.



Of course, you have activities that are obviously businesses, but are your rental/landlord activities a business that qualifies under 199A?

You basically can decide if your activity is a business or just an investment. For example, is your hard money lending a business or just investing? If it is a business, you could get the 199A QBI deduction, i.e., take 20% of your profit tax free.

IRS Code Section 162 defines a trade or business and there are hundreds of court cases that weigh in on what a business is. If you are selling something or providing a service, it is a business. If you choose to classify your real estate rentals as a business, they could almost certainly qualify. All your lending activities could qualify. You can basically determine whether you are doing investing or a business.

Many accountants think if an activity creates passive income, like rents or interest, then the activity is not a trade or business. That is wrong in most cases. The designation of a business has nothing to do with the type of income (passive or non-passive) you receive. It depends on your activity. Are you actively "working" on your real estate investments? Do you find the tenant? Collect the rent? Oversee maintenance, or even do the maintenance sometimes?

If it is a triple net lease, you probably can't say you are working on it, but most real estate investors can say they have a business and qualify for the QBI deduction. You want a business because there are a lot more tax benefits available to a business than there are to an investor. Even interest deductions are better if you are a business.

The QBI deduction is actually more valuable to you than just the 20% of your profit. The 20% you deduct from your profit comes out of your "expenses" above the line. That means it could drop your highest tax bracket.

For example, assume you have \$200,000 in profit this year in your business. You will take \$40,000 as your QBI deduction. That drops your income subject to income tax to \$160,000, which saves an additional amount of tax because the \$40,000 deduction came off the top of your earnings and dropped your overall adjusted gross income. By the time you take into account the drop in AGI, you actually get almost 24% of your income tax free.

There are limits on the QBI deduction, but if a couple is making less than \$484,000 per year, then they probably won't be affected. Look at line 13 on your 1040. It should be 20% of your AGI. Your AGI might be lower than your business income. If line 13 doesn't represent 20% of your business income and also your AGI, start asking, "Why?"

If you are making over \$484,000 if you are married or \$242,000 if you are single, then you need to immediately start figuring out your "sweet spot" for QBI. The numbers have to be calculated, and your legal structure may have to be changed.

I had a contractor a couple of years ago. He was set up as a partnership and he was making over \$600,000. When I looked at his situation, he wasn't getting any QBI deduction, and he couldn't pay himself a salary in order to qualify. Partners don't get salaries. They get partnership distributions. With a change to a Subchapter S and a little planning, we got him over \$73,000 extra. His accountant for three years had never questioned why he didn't get a QBI deduction. So don't just say, "My accountant is handling it."

But wait! If I have a business, then I have a social security payment issue. That is true. Set up the business as an S Corporation and pay yourself a "reasonable" salary. The IRS doesn't challenge smaller salaries as long as you can straight faced look at an IRS agent and say it is a reasonable salary. Keep track of your time and pay yourself a minimal wage.

The fact is the QBI and other tax benefits of a business will outweigh any social security you might have to pay.

You need to be active in your tax situation, and you need to know what needs to be done. You don't need to fill out your tax forms, but you need to know if your accountant is getting all the good breaks possible. ***Don't Blindly Trust.***

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FINDING NEW ADDRESS OF RESIDENT

A landlord wanted suggestions on how to find the new address of a former resident. So he of course used the Mr. Landlord Q&A (the best free online resource for landlord questions) to ask: "What is best way to track down tenant's new address?"

A fellow landlord made the following suggestion, which has been slightly expounded on below:

1. PREPARE A LETTER. Use either an empty envelope or possibly include a note that you would want the letter to read. Address the envelope to the last known resident's address (the address of your rental property) on the envelope just like you are trying to mail them a regular letter.

2. PRINT "ADDRESS CORRECTION REQUESTED" on the outside of the envelope. The endorsement should be placed below the return address or above the delivery address block on the envelope. And be sure to put your correct return address in the proper place so the US Postal Service will know who to reply to.

"Address Correction Requested" will both forward the mail to the resident's new address and send a notice to you of the new address if the recipient has filed a change of address with the USPS. If there's no forwarding address and the mail is undeliverable, it will be returned to you with the reason it couldn't be delivered. Use this only if you have no problem with the addressee actually getting the letter.

Note: You can print **"Return Service Requested"** on the envelope. The post office will not actually forward the letter but will return it to you with the new address (if the USPS has it). This is an option to use if you don't want the person to know you're trying to find them.

3. MAIL THE LETTER through the normal procedure with a stamp.

4. THE POST OFFICE WILL FORWARD the letter.

5. When a piece of mail is endorsed with "Address Correction Requested", the sender is charged a small fee when the mail is returned to them with the new address. If deliverable, THE POST OFFICE WILL SEND YOU A POST CARD stating postage due.

6. Take the post card to the post office and pay the postage due. The Post office will give the new address on the post card.

Obviously this only works if your resident had put in a new forwarding address at the post office. But it's worth a shot before you hire a skip tracer or get your lawyer involved.



Check with the postal service to see if any of the above information has been updated.

RENTAL OPEN HOUSE

I know that many landlords do a lot of prescreening with prospective residents. And if you are keeping your homes rented with little vacancy time, continue to do what works best for you. However, if you are having vacancies for long periods, I would challenge you to look at two possible reasons: 1) Your marketing is not sufficiently getting the word out to enough prospective residents, and 2) Your prescreening methods may be turning off prospective residents to look elsewhere and go with landlords who require less hoops to jump through.

We will discuss marketing ideas in a future Update. For today, let's talk about considering whether your pre-screening method (which I agree is important) is possibly hurting more than helping you obtain qualified applicants and to consider trying an alternative approach. If you are experiencing long vacancy periods (of more than two to four weeks), I want you to consider the "old-school" method of having a Rental Open House. Instead of an extensive pre-screening process, simply invite all inquiries to attend one open house scheduled at the exact time, showing in the late afternoon or early evening after most people would be getting off from work or on Saturday morning. Perhaps schedule two different times, so invited prospects can come to the best Open House time slot for them.

In doing this strategy, you may discover that you have more prospects showing up to your Open House than the number of people who take the time to go through your prescreening. Having all prospects come at the same time also creates a sense of competition, which increases the odds that prospects will also fill out your application that same day. While it is true that some of those who come to the open house may not be qualified, the end result of a Rental Open House strategy is you may actually identify one or two qualified residents (who may or may not have taken the time to go through your prescreening process). However, still always make sure you run a tenant credit check on all applicants.

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More Stores in San Francisco's Largest Mall Continue to Close, Foreshadowing the Future of State Street.

San Francisco's largest mall, the San Francisco Centre, has lost a combined 14 businesses in the past few months. Customer flow was barren. The food courts were consistently empty and the lasting effects of the covid pandemic have done immense damage to the shopping industry. Currently, the mall still remains, but many expect more stores to close for good.



State Street, while not exposed to as many detrimental factors plaguing a city like San Francisco, also contains many vacant spots in prime locations, with more to come. This is evident by the city's failed tax

revenue projections vs. receipts for the most recent fiscal year. While many districts in Santa Barbara met their projects, the State Street promenade is one of the biggest misses, falling short of their projections by 6.1% for the year (8.4% for the most recent quarter). The State Street experiment is a failure. Time to open it back up to vehicles and provide free parking.

90 Unit Milpas Street Housing Project Approved By SB City Council.

A new project approved by the SB City Council containing 90 housing units is on its way to Milpas Street in Santa Barbara. The structure will have 29 studios, 46 one-bedroom, and 15 two-bedroom units with nine dedicated for very low-income individuals and six dedicated to moderate-income individuals. The development will be in the shape of an "L" and up to four stories. 65 parking spaces are currently dedicated to the development.

Santa Barbara is getting more housing, but not without a great cost. The project has faced strong opposition from members of the council and residents in the area, claiming the new building will cause more traffic congestion, create flooding hazards, block views, and more. The development has also forced current senior residents on the lot to search for new housing, as the new project will not

be able to serve their needs. The property owners will assist in relocating the residents.



Noozhawk image.

Goleta City Council Adds Increased Relocation Assistance Landlord Obligations.

Goleta City Council has amended their tenant protections ordinance, specifically increasing landlord's and property owner's duties during eviction and relocation. Landlords now must give notice of 120 days before a no-fault eviction. They must also pay the greater of two months of relocation assistance or \$8,000. Half must be paid during that 120-day notice period and the other half as the tenant moves out. The eviction of a tenant to take property off the market will result in a minimum of five years before the property may enter the market again. The council also added anti-harassment policies, restricting landlords from:

- Invading tenants' privacy
- Failing to make timely repairs
- Threatening tenants with harm
- Influencing tenants to move out through emission of facts
- Refusing to acknowledge rent payments
- Asking about or threatening to report a tenant's immigration status
- Reducing or removing housing services such as access to storage that was included in the lease
- Threatening or retaliating against tenants joining unions or exercising their rights



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20-80 Oceano Ave Santa Barbara	\$25,000,000	\$21,150,000	1/23/2025	29	\$729,310	4.68%
6575 Segovia Rd Goleta	\$3,975,000	\$3,700,000	2/19/2025	12	\$308,333	4.57%
1605 Bath St Santa Barbara	\$3,150,000	\$2,400,000	2/28/2025	10	\$240,000	6.21%
850 Camino Pescadero Goleta	\$6,950,000	\$6,775,000	3/27/2025	11	\$615,909	5.87%
427 W Islay St Santa Barbara	\$7,395,000	\$6,500,000	4/1/2025	22	\$295,455	6.21%
330 E Figueroa St Santa Barbara	\$1,600,000	\$1,500,000	4/9/2025	5	\$300,000	7.14%
622 & 630 E Victoria St Santa Barbara	\$5,850,000	\$5,850,000	6/16/2025	16	\$365,625	4.23%
1726 De la Vina St Santa Barbara	\$3,100,000	\$2,900,000	7/10/2025	6	\$483,333	4.98%
2220 Oak Park Ln Santa Barbara	\$5,000,000	\$4,400,000	8/23/2025	10	\$440,000	4.53%

Restrictions of the landlord's ability to regulate their property and control its status on the market harms small, family-owned, owner operated landlords the most, meanwhile large property managers can sustain themselves. This ultimately results in the reduced availability of housing in the market generally and forces sympathetic mom and pops out of the business. (See page 21, SBRPA-SBAOR letter to Goleta City Council).

Project With 24 Three-Bedroom Units Approved in Isla Vista.

In an open lot near Camino Pescadero Road in Isla Vista, a 24-unit, three-story housing unit has been approved by the SB Planning Commission. Of the 24 three-bedroom units, three are dedicated for very-low-income individuals while three more are dedicated for moderate-income individuals. 37 parking spaces in addition to 144 bike spaces will be included.

Who Will Pick Our Food? AI Powered Robotic Harvesters to Replace and Reduce Farming Workforce.

The rapid improvement of artificial intelligence has brought many industries to work on the development of the technology into their workforce. With around 42% of farm workers estimated to be illegal immigrants, some American farmers are looking towards AI to fill these voids. AI programs and machines can separate certain crops from weeds, gathering acres of harvest in hours, cutting 70% of human work hours. Another farm has trialed a machine that can perform a day's work of 12 harvesters by itself, while saving 32% cost per acre. AI strawberry harvesters can perform the work of 25 workers in the same time frame. The average rate of human error during the harvest process is 10%, yet further development of these AI technologies can bring that number down to 0%.

There are certain downsides to the development of this technology. The average upfront costs of these technologies are very expensive, also there will be a demand for consistent and reliable human labor that possess the skills required for operating the machinery.

SB City Begins Negotiations With Developers for 313 Unit Housing Plan at Paseo Nuevo.



Image EDHAT

The first steps to negotiations have begun for a proposed 313-unit residential development on Paseo Nuevo. Of the 313 units, 80 will be dedicated for affordable

housing with the rest to be sold at the standard mar-

ket rate. The development would also include a public gym and specialty food market. The project has yet to be fully approved, though the City and property owners are looking to agree to something soon.

SB 2025 Rent Survey Shows "Affordability" on the South Coast.

The city has collected data representing the rent prices from April in the South Coast region of Santa Barbara. The median prices of a studio, one-, two-, three-, and four-bedroom apartment were \$2,275, \$2,841, \$3,850, \$5,500, and \$8,500, respectively. The data also revealed the varying costs of different unit sizes in the immediate area. For example, Santa Barbara and Montecito both had the most expensive studios at a median of \$2,350. Isla Vista's median cost of two- and three- bedroom units were nearly twice as much as the surrounding areas.

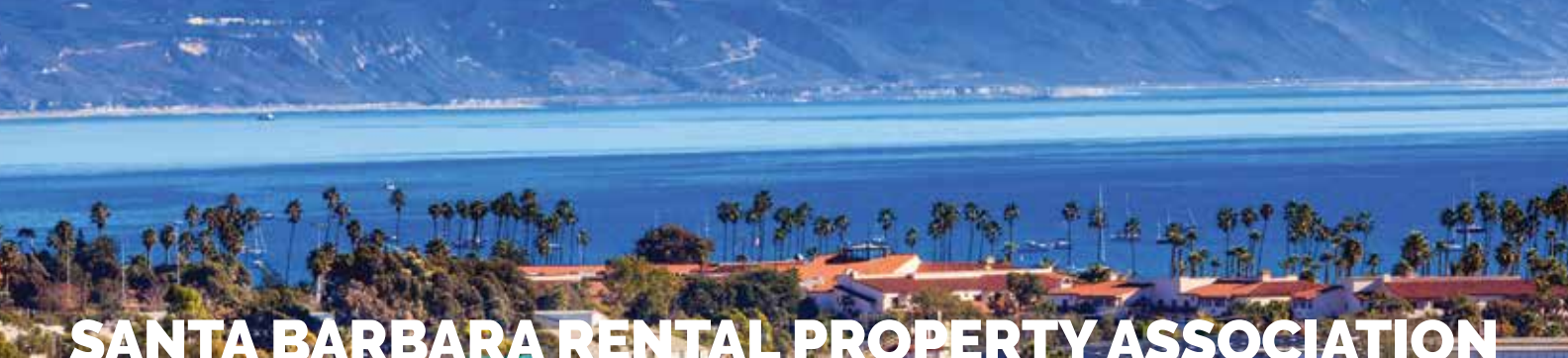
Looking Back on the Palisades Fire: Where Has the Aid Gone? Answer: Not to Those That Lost Homes in the Fire.

Eight months after the fire was officially contained, the aftermath of the Palisades fire demonstrates shady government practices. FireAid, a fundraising event that generated over \$100 million, was discovered to have given that money to the Annenberg Foundation. Upon further investigation of the foundation, critics are suspicious as to why this foundation was selected to help with aid. None of their organizations indicate expertise in fire aid. In addition, victims of the fire have consistently complained about the lack, or even absence of aid they have received from this supposed \$100 million charity. The chief communication director of the foundation recently confirmed that residents would not be receiving any of the money. Instead, all the money would be distributed to the various groups affiliated with the Annenberg Foundation themselves. Some of these groups focus on immigration policies, native communities, low-income families, and many more.

But, not even one NGO recipient focuses on residents of the Palisades fire. What was the point?

https://www.sbcurent.com/p/pacific-palisades-fire-six-month?img=https%3A%2F%2Fsubstack-post-media.s3.amazonaws.com%2Fpublic%2Fimages%2F-22c97c21-7028-4ea7-8d4c-1c673fcf-70ce_800x621.heic&open=false

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