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DATE: 7 sessions, 7 November – 12 December 2025	11/7 Fri Workzone
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LOCATION: Workzone & Virtual	11/19 Wed Virtual
Workzone, 351 Paseo Nuevo, Santa Barbara, CA 93101	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 "from 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.

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- Apartment turnover process
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- Maximizing net operating income
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The NAA The CAMT program is accredited by the ANSI National Accreditation Board, a private non-profit organization that administers and coordinates the U.S. voluntary standardization and conformity assessment system.

DATE & TIME: 5 sessions, December 1 through 5, 2025 • 9:00AM – 5:00PM daily
Light breakfast & afternoon snacks provided. 45 minute lunch break.

LOCATION: Workzone, 351 Paseo Nuevo, Santa Barbara, CA 93101



Mark Sharp, Director of Maintenance Education for The Maintenance Academy and Founder and CEO of Multifamily Mistake, brings over two decades of unparalleled expertise in the multifamily industry to his role. With a comprehensive background that spans every facet of property management, Mark has accumulated invaluable insights and honed his skills through various positions, from on-site roles to supplier partnerships and corporate environments.

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SBRPA OFFICE

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Santa Barbara, CA 93105

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Phone: (805) 687-7007
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November 2025

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President's Message

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



On October 14, 2025, Councilmembers Kristin Sneddon and Wendy Santamaria requested that the Council agendaize an Ordinance Adding Chapter 2.690 to Title 26 of the Santa Barbara Municipal Code related to rent stabilization and the development of a work plan to fund and administer a Rent Stabilization Program.

What does that mean?

These two members of the city council want to start a program to stabilize rents in Santa Barbara without concern about the rising expenses for the housing providers here. Our insurance costs are out of sight. Labor and materials to keep our properties up to code are out of sight. If a property is purchased, the prices and consequently the property taxes are out of sight. Notably, the Housing Authority and the properties managed by the City are EXEMPT from all of these onerous laws. So, it appears that the City Council wants to do away with private ownership and have only government owned and managed properties.

Rents under these proposed amendments would be limited to 60% of CPI for our area. As you know, CPI is the Consumer Price Index and relates to the cost of living. The proponents of these amendments state that they do want the housing providers to get a "fair rate of return" and so they will be allowed to appeal to the Rent Stabilization Board which they want to establish. My argument would be that since CPI represents the cost of living then allowing only 60% of that for rent increases can NEVER provide a fair rate of return. It doesn't even keep up with the increase in the cost of living. In addition, the cost of administering such a program is as-

tronomical. Where is this money coming from? The housing providers will provide it of course.

No other industry is being burdened like the housing industry with all of these demands, restrictions and rules.

The normal course is for two council members to bring forward a proposal which is then studied and analyzed by the staff. Sneddon and Santamaria claimed that they were just trying to save the City money and staff time by working up the entire amendment with "pro bono" attorneys and tenant advocates. Notably, NO housing providers were involved or consulted. This proved too much even for tenant advocate herself, Megan Harmon, who voted against the amendment stating that it lacked transparency.

In response to this proposed amendment, SBRPA and SBAOR jointly drafted an opposition letter and submitted it to the City Council prior to their meeting on the 14th. A copy of this letter begins on page 9. The matter will come back again for review; so, please stay tuned; stay vigilant and make your voices heard.

Happy Thanksgiving to you all.

Betty L. Jeppesen, President



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SBRPA Calendar



Upcoming Events

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 31 for more information.

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5 sessions, 12/1/2025–12/5/2025

Workzone, Paseo Neuvo, SB, CA

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Upcoming Events

Assembly of Delegates (AOD)

November 10-12, 2025, Atlanta, GA

The Assembly of Delegates (AOD) is composed of up to two hundred and fifty (250) delegates from the NAA's ten regions. AOD is NAA's largest business meeting of the year, where all NAA and NAAEI Boards, Committees and Task Forces meet, and the new incoming volunteer leadership is installed. See page 23 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

**Melinda Brown, John Koontz, David Fee,
Greg Reardon, Stacey Wright,
Jade Sanchez, Sarah Gorman,
Pamela Keller, Jim Terzian, Ray Buford,
Sharon & Gary Rossol
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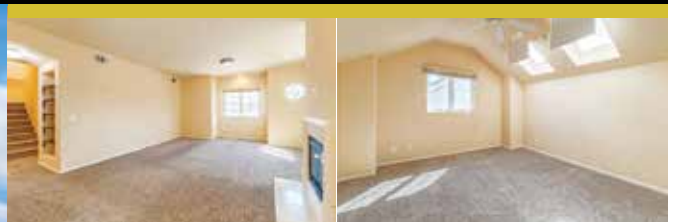
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October 14, 2025

Mayor Randy Rowse
Councilmember Eric Friedman
Councilmember Oscar Gutierrez
Councilmember Meagan Harmon
Councilmember Mike Jordan
Councilmember Wendy Santamaria
Councilmember Kristen Sneddon
PO Box 1990
Santa Barbara, CA 93102

RE: Subject: Request from Councilmembers Santamaria and Sneddon to Agendize Consideration of an Ordinance Adding Chapter 26.90 to Title 26 of the SBMC Related to Rent Stabilization and Development of a Work Plan to Fund and Administer a Rent Stabilization Program

Dear Mayor Rowse 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. As one of the leading organizations in the South Coast primarily focused on housing, we oppose the amendments to the above-mentioned Municipal Code sections. The Santa Barbara Rental Property Association (SBRPA) is the premiere organization for housing providers, suppliers, and the rental housing community. SBRPA has an obligation to the community at large, and nowhere is this more evident than in our collaboration with the Housing Authority of the City of Santa Barbara, the County of Santa Barbara Housing Authority, and organizations like Transition House. Both the City and County Housing Authorities are members of SBRPA, which allows us to provide mutually beneficial services to each other that keep our organization strong and helps the Housing Authority grow its inventory of affordable housing in their geographic areas.

SBAOR and SBRPA request you reject this proposal.

We share your goal of a more affordable and stable housing market and we care deeply about Santa Barbara's future. Our members include small housing providers, property managers, and REALTORS® who live and work here. We support fair treatment for tenants, always. But the draft ordinance copies regulatory models from other jurisdictions that have not increased supply and would require Santa Barbara to set up a costly, permanent rent-board bureaucracy, diverting millions annually into administration rather than housing production, preservation, or targeted renter assistance.

Santa Barbara Association of REALTORS® | 1415 Chapala Street | Santa Barbara, CA 93101

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In 2017 when this conversation first started, then City Attorney Ariel Calonne stated that it would take multiple-millions of dollars to create the program with another \$2-\$5 million per year to sustain.

Table 5

City	Population	Rental Stock	FY2017 Budget	Full-time Employees
Santa Monica	92,000	27,542	\$5,181,693	25
Berkeley	121,000	19,093	\$5,243,029	22
Richmond	108,565	10,469	\$2,425,355	7

(Source: Management Partners, 2017)⁹⁵

The cities in which this ordinance was copied have the current budgets:

- **San Francisco Rent Board:** \$13.8M (FY24-25); \$14.46M (FY25-26); ~50 FTE.
- **Berkeley Rent Board:** public documents and local reporting show ~\$9.0M+ yearly, with two-year totals near \$17M across FY25–26.
- **Richmond Rent Program:** \$3.59M (FY25-26)
- **Santa Monica Rent Control:** ~\$5 million (est.)

Santa Barbara has roughly 23,200 rental units ($\approx$ 60% of the city’s 38,500 households). Even a “small” rent board modeled on other cities would cost between \$3 million and \$6 million per year which would need to be funded through new per-unit fees or taxes on local housing providers. Those are recurring, not one-time costs. They require staff attorneys, hearing officers, investigators, outreach teams, rent registries, and IT systems, creating a permanent bureaucracy with escalating annual expenses.

Setting up a new rent board would divert staff, funds, and administrative capacity from these priorities to create a costly regulatory agency that adds no housing. This proposal would create a costly, permanent bureaucracy that diverts millions in city resources away from urgent priorities like housing production, infrastructure, and homelessness response and toward a redundant administrative program that does nothing to build or preserve homes. Every dollar and staff hour spent on rent-board hearings or registries is a dollar taken from actual housing creation and community services.

Santa Barbara already has extensive rent stabilization measures in place. Over the past decade, both the City and the State have enacted multiple layers of tenant protection laws, many with overlapping provisions and permanent enforcement mechanisms. Since 2017, Santa Barbara property providers have been subject to ongoing rent control and just cause measures, including:

- State Tenant Protection Act of 2019 (AB 1482) – 5% + CPI rent cap and statewide just cause.
- Santa Barbara City – Removed the *sunset date* from AB 1482 locally, making rent caps and just cause *permanent*.
- Mandatory One-Year Lease Ordinance.
- Just Cause & Relocation Ordinance.
- Substantial Remodel Restrictions.
- City and State COVID-19 Eviction Moratoriums.
- Security Deposits Limited to One Month’s Rent.
- AB 1482 Amendments (2024) – Added penalties, attorney’s fees, and new enforcement mechanisms.
- Screening Fee Limits and Credit Report Mandates.
- Photo Documentation Rules for Security Deposit Deductions.
- Unlawful Detainer Answer Period Extended to Ten Days.

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In total, over 55 tenant-related bills have been passed statewide in the 2024–25 legislative cycle alone. Each new rule adds compliance complexity and cost—especially for local “mom-and-pop” owners who operate just a few units.

It’s important to remember that rent control backfires. Rent control is short-sighted and reduces the rental stock, maintenance deferment, and a loss of rental units for new low- to moderate- renters who would need a rent-controlled unit.

- **Costs get baked into housing:** Annual fees, registration, compliance audits, and litigation risk raise operating costs, especially for small local providers who don’t have in-house counsel or scale. In addition, local utilities are on a path of steep increases, and insurance premiums in California have seen double-digit hikes. Capping annual rent changes below inflation while core operating costs rise faster pushes small providers out, consolidating the market into fewer, larger owners. Over time, that means fewer local owners and more corporate consolidation, the opposite of what residents want.
- **Supply stalls:** Rent control regimes historically reduce rental supply over time as units are withdrawn, conversions increase, and small owners exit. That leads to lower vacancy, higher asking rents for new tenants, declining maintenance, and loss of mom-and-pop owners and an influx of corporations. It slows maintenance, modernization, and new ADU or small-plex creation, shrinking future supply.
- **Administrative focus over housing outcomes:** Dollars that could go to permitting, infrastructure, rehabilitation, or targeted vouchers get locked into permanent administrative overhead such as legal, hearings, enforcement, and IT, without adding a single new home. The budgets from cities that this ordinance is based upon make that clear.

There are a number of actions the City can/are taking that will actually help housing instead of creating a well-documented public policy that fails. To create more desperately needed housing, the City needs to have fast, by-right approvals for code-conforming additions (ADUs, duplex/plex conversions) and adaptive re-use to boost supply quickly. To help renters now the City should look at targeted, means-tested renter relief (emergency assistance, shallow subsidies) that helps households without distorting future supply. For current and future renters, the City should investigate incentives for long-term tenancy stability (e.g., tax/cost offsets for owners who keep rents stable for income-qualified households). In addition, the City should look towards your own anti-harassment & habitability enforcement using existing code tools, without a costly rent board bureaucracy.

Santa Barbara can protect renters and preserve local housing without importing the most expensive parts of other cities’ rent control systems. Given the multi-million-dollar annual price tag and the risk of accelerating corporate buy-ups and housing scarcity, we urge you to **vote NO** on the rent stabilization ordinance and the proposed rent board.

Sincerely,



Summer Knight
SBAOR 2025 President



Betty Jeppesen
SBRPA 2025 President

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CalRHA Legislative Updates

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



October 2025

FINAL ACTION ON LEGISLATION

Governor Newsom's Signatures and Veto

Governor Newsom signed most legislation that made it to his desk, around 87%. Those signed that impact the rental housing community are included below:



CA Governor
Gavin Newsom

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. **Opposed**



CA Assembly
Isaac Bryan

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. **Neutral**



CA Assembly
Gail Pellerin

CalRHA 2025 Legislative Update: Priority 1 Bills are available on the SBRPA website under the Resources tab. <https://www.sbrpa.org/calrha-bills-update>

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 untenable. **Opposed**



CA Assembly
Tina McKinnor

AB 747 (Kalra) Service of Process Accountability, Reform and Equity (SPARE) Act.

The bill establishes rigid requirements for service of process—including three separate personal service attempts at different times and days, mandatory attempts at residential addresses even when such information may not be available, and GPS-stamped photographic evidence for every attempted or affected service. **Opposed**



CA Assembly
Ash Kalra

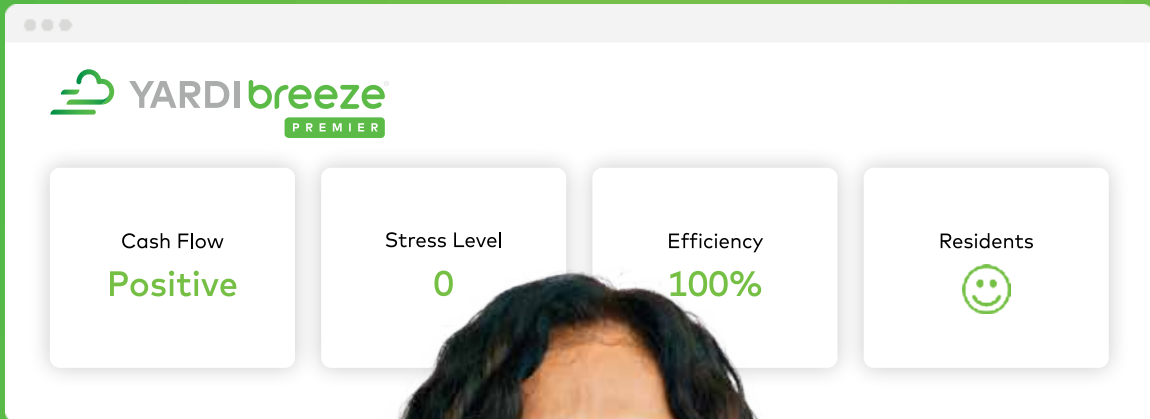
AB 863 (Kalra) Residential Rental Properties: Language Requirements. Instead of requiring a landlord to provide the tenant with a notice in Spanish, Chinese, Tagalog, Vietnamese, or Korean, as well as in English. Amendments were taken to instead have the Judicial Council create a summons containing the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

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. **Opposed**



CA Assembly
Rhodesia Ransom

Continued on page 15



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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. Neutral

Governor Newsom did veto, **SB 36 (Umberg)** dealing with price gouging during states of emergency. For more information on this bill, go to https://leginfo.legislature.ca.gov/faces/billNavClient.xhtml?bill_id=202520260SB36



CA Senate
Alisha Wahab



CA Senate
Thomas Umberg

In October, Speaker Rivas created a **Select Committee on Housing Construction Innovation** in the 2025-26 Regular Session and appointed the following membership:

- Assemblymember Buffy Wicks, Chair
- Assemblymember David Alvarez
- Assemblymember Jessica Caloza
- Assemblymember Juan Carrillo
- Assemblymember Sade Elhawary
- Assemblymember Mark González
- Assemblymember Heather Hadwick
- Assemblymember Matt Haney
- Assemblymember John Harabedian
- Assemblymember Josh Hoover
- Assemblymember Sharon Quirk-Silva
- Assemblymember Rhodesia Ransom
- Assemblymember Lori Wilson



CA Speaker
Robert Rivas

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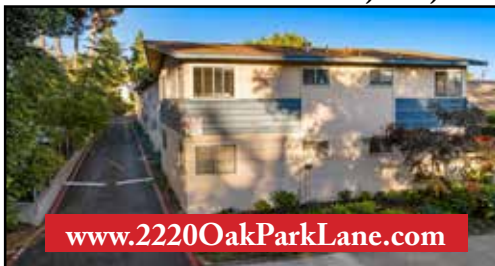
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LISTINGS / RECENT REAL ESTATE INVESTMENT SALES

UPCOMING	Santa Barbara	17 Apartment Units (beach)	\$11,900,000
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)

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10 units within 1 block of Cottage Hospital.
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CalRHA Sponsors SB448

It should not be easier to raise your taxes.

LOCAL TAXPAYER PROTECTION ACT TO \$AVE PROP 13

Print, sign, mail, save Proposition 13.
Get the petition now at

SaveProp13.com

The Howard Jarvis Taxpayers Association is sponsoring an initiative for 2026, the **Local Taxpayer Protection Act to Save Proposition 13**, and they need your help to get it on the ballot.

You can help protect Californians from higher property taxes by signing the petition today at [SaveProp13.com](https://www.saveprop13.com).

The Local Taxpayer Protection Act to Save Proposition 13

Why it's needed: Court-created loopholes have allowed tax increases that are directly contrary to the plain language of Proposition 13. These rulings have cost Californians billions of dollars a year.

What it does: The Local Taxpayer Protection Act to Save Proposition 13 makes clear that:

- Local taxes for a special purpose require approval by two-thirds of voters to pass, even if proposed by an initiative backed by special interests.
- New real estate transfer taxes (which are like sales taxes on real estate) are prohibited, except the modest 0.11% documentary transfer tax allowed prior to Proposition 13.
- Existing real estate transfer taxes (including Measure ULA in the City of Los Angeles) are repealed effective December 31, 2028, except the 0.11% documentary transfer tax allowed prior to Proposition 13.

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JUST LISTED

3 SFRs



**1107 E Cota St
Santa Barbara**

Lower Riviera Three 3BD/2BA Homes

Price: **\$3,340,000**

JUST LISTED

3 SFRs



**1111 E Cota St
Santa Barbara**

Lower Riviera Three 3BD/2BA Homes

Price: **\$3,340,000**

JUST LISTED

9 BEDROOMS



**1750 Prospect Ave
Santa Barbara**

Ocean View Lower Riviera Duplex

Price: **\$2,295,000**

NEW LISTING

2 UNITS



**3737-3739 San Remo Dr
Santa Barbara**

San Roque Duplex 3BD/2BA & 2BD/2BA

Price: **\$1,825,000**

AVAILABLE

2 UNITS



**3735 San Remo Dr
Santa Barbara**

San Roque Duplex 2 x 2BD/1.5BA

Price: **\$1,715,000**

NEW PRICE

2 UNITS



**912 San Andres St
Santa Barbara**

Great Value, Priced to Sell

New Price: **\$3,395,000**

AVAILABLE

4 UNITS



**27-29 E Arrellaga St
Santa Barbara**

Premier Downtown/Upper East Fourplex

Price: **\$4,400,000**

SOLD!

5 UNITS



**1124 Castillo St
Santa Barbara**

Boutique Short-Term Rental Property

List Price: **\$4,400,000**

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SBRPA ANNUAL MEMBERS MEETING & 2026 LEGAL FORECAST

TUESDAY, DECEMBER 16, 2025
11:00AM - 12:15PM VIA ZOOM

Zoom link will be provided to members prior to the meeting.

The SBRPA Annual Meeting will include speakers for the 2026 Legal Forecast. Greg Brown from NAA will speak on Legislative & Regulatory Priorities Still Pending from 2025 and Wild Cards, Kate Bell will provide Legislative updates for CalRHA, and SBRPA President Betty Jeppesen, who will cover local laws. The Board of Directors proposed slate for 2026-2028 will be voted upon during the meeting. This year's slate includes President Betty Jeppesen and Board member Danielle Holzer-Burkitt.



Greg Brown is the Senior Vice President of Government Affairs at the National Apartment Association (NAA). In this role, he leads a team of advocacy professionals working every day to improve the public policy environment for rental housing providers. This team was built over the past 15 years since Greg joined NAA and represents a comprehensive advocacy program that has achieved substantive wins for the industry.

Prior to joining NAA, Greg accumulated invaluable experience during his tenure at the National Association of Homebuilders and the National Association of Local Housing Finance Agencies. He holds a bachelor's degree in political science from Texas A&M University and a master's degree in public administration from American University.



Kate founded Kate Bell Strategies, a full-service lobbying firm based in Sacramento, CA in 2021. Prior to that she was a partner at Capitol Advocacy, where she led the firm's tax and procurement practice over 14 years, Kate is a lobbyist for CalRHA and provides our NEWS magazine's Legislative Updates.

Kate Bell Strategies focuses on budget advocacy, legislative representation, regulatory affairs and procurement. Founded by Kate Bell in 2021, we focus on budget advocacy, legislative representation, regulatory affairs and procurement. Today, clients include American Airlines, Google, H&R Block and more to help them successfully navigate California's complex state government system.



Betty Jeppesen is the current SBRPA President. She has over 35 years' experience in real estate, landlord-tenant and civil litigation. She is also a licensed real estate broker since 1998 with direct experience in managing commercial properties ranging from large shopping centers to small commercial buildings all over the state of California. Betty serves as an SBRPA representative to CalRHA and is a member of CalRHA's Legislative Committee as well as the SBAOR Community Relations Committee. She has been awarded both the George Stevens Award for Excellent Service to the Rental Housing Industry and the inaugural Charles V. Eckert Service Award.

Betty will speak about current, local housing issues, recently enacted laws and proposed laws.

Register for the meeting at www.sbrpa.org
For questions contact admin@sbrpa.org.



santa barbara rental property association

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 can link to your own website, and you can submit an overview of your company, a photo of your contact person, LinkedIn/Facebook URLs and Twitter/Instagram handles to be included on your page.

We encourage our Business Partners to submit articles of interest to masgazine@sbrpa.org. For more information about the program, please contact our Chairperson, Lori Zahn at Lori@LoriZahn.com or 805.451.2712.



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We're a locally owned drying equipment rental company in Santa Barbara, here to help when water damage strikes without the hassle of high restoration costs. Traditional restoration companies often push full-scale services like demolition, mold remediation, and insurance claims that aren't always necessary. Our rentals are the simple, affordable solution for homeowners and property managers who just need to dry things out fast. If you're avoiding insurance or just want to keep costs under control, we provide the equipment you need to handle water damage on your own terms. <https://allsparksrentals.com>



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Coastal Housing Partnership Rental Listing Site

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

Coastal Housing Partnership hosts a Rental Listing Site for Landlords/Property Managers. This site is FREE for local landlords to post their residential rental listings in Santa Barbara 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.



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2500 Red Hill Ave Suite 200, Santa Ana, CA 92705

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With 15 years of rental property management experience, LINK has built a portfolio of 435 doors across 203 individual properties by simply focusing on customer satisfaction. Established in San Luis Obispo, our client base has grown completely by referral, expanding our territory to include Santa Maria/Lompoc and Santa Barbara/ Goleta. The LINK experience starts with care as we ensure every tenant is in a place they can call home. The LINK expertise creates a seamless leasing process that connects people and places with ease. We focus on relationships to understand each situation and how to best assist you with your search so you can live better. For more information <https://link.realestate>



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1608 Anacapa St., Santa Barbara, CA 93101 • 805.500.3049

Palm and Oak provides Residential, Estate and Commercial Property Management services. In addition to Tenant Management, they take care of Maintenance and Repairs and Financial Reporting for their clients. They also have an Online Owner and Tenant portals are secure platforms that provides property owners and tenants with real-time access to information. Through this portal, owners can monitor property performance, review financial reports, and communicate with our team. Tenants can access lease documents, pay rent, and submit maintenance requests. <https://www.palmandoakpropertymanagement.com>



Sol Wave Water

636 Santa Barbara St., Santa Barbara, CA 93101

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



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NICK HENRY | PARTNER

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Assembly of Delegates



NAA EVENTS: Assembly of Delegates

Assembly of Delegates

Loews Atlanta Hotel
November 10-12, 2025

Assembly of Delegates (AOD)

Mon-Wed, November 10-12, 2025 • Atlanta, GA

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

The 2025 Assembly of Delegates meeting will take place in-person at the Loews Hotel in Atlanta, GA.

REGISTRATION

Pre-Registration to the 2025 Assembly of Delegates is complimentary for all attendees. Registration includes all NAA/NAAEI committee meetings, Chair's Welcome Reception, and Post Installation Reception. The Installation Dinner is a paid ticketed event. Register online at: <https://naahq.org/events/-assembly-of-delegates>

SCHEDULE

Monday, November 10, 2025

8:00AM-4:00PM Lyceum*
9:30AM-10:30AM Legal Advocacy Committee Meeting*
11:30AM-5:00PM **AOD Registration**
10:30AM-11:30PM NSC Officers*
12:00PM-1:00PM Investments Subcommittee*
12:30PM-2:00PM NAA & NSC Officers*
2:15PM-3:45PM Executive Committee*
4:00PM-5:00PM NAAEC & NAAEI Officers*
5:30PM -6:30PM NAA Board of Directors Reception*
7:00PM-9:00PM NAAPAC Recognition Dinner*

Tuesday, November 11, 2025

7:30AM- 4:00PM. AOD Registration
8:00AM- 9:30AM. NAAEI RPM Careers
8:00AM- 9:30AM National Supplier Council
8:30AM- 9:30AM Diversity, Equity, & Inclusion
8:30AM- 9:30AM NAAPAC BOT
8:30AM- 9:30AM Independent Rental Owners
9:45AM- 11:45AM AAEI Curr./Program Adm.
9:45AM- 11:15AM Governance Committee*
9:45AM- 10:45AM. #NAAGives
9:45AM- 10:45AM. Technology
9:45AM- 10:45AM Membership
11:00AM- 12:00PM NAA Budget & Finance
11:00AM- 12:00PM Affordable Housing
11:00AM- 12:00PM Association Executive Council
12:00AM- 1:00PM Lunch Break: Attendee Lunch on own
12:15AM- 1:15PM. Volunteer Leadership Orientation Lch
1:00PM- 2:30PM Operations
1:30PM- 2:30PM. Nominating Committee*
1:30PM- 2:30PM NAAEI B & F
1:30PM- 2:30PM Privatized Military Housing
1:30PM- 2:30PM Next Gen
2:45PM- 4:45PM Legislative
2:45PM- 3:45PM NAAPAC Ambassadors
2:45PM- 3:45PM. Marketing & Comm Networking
2:45PM- 3:45PM CAMT Advisory*
2:45PM- 3:45PM Apartmentalize
4:00PM- 5:00PM Global Outreach Committee
4:00PM- 5:30PM NAAEI Board of Directors
6:00PM- 7:00PM Chair's Welcome Reception
(Sponsored by NSC)

NAA Refund Policy: Cancellation requests must be received in writing. Requests received on or before October 10, 2025 are entitled to 100% refund less a \$25 administration fee for tickets purchased. After there will be no refunds. Refunds will not be issued on unused tickets.

*Invitation only

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Wednesday, November 12, 2025

8:00AM–9:30AM Board Meeting & Breakfast*
9:45AM–10:45AM Region Meetings
11:00AM–11:30AM Awards Celebration
11:30AM–12:30PM NAA Town Hall
12:30PM–1:00PM Assembly of Delegates
2:00PM–3:00PM Past Chair Mentoring Panel
2:00PM–3:00PM APT Haven Community Intro
6:00PM–6:30PM Installation Receptgion
6:30PM–8:30PM Installation Dinner & Program**
8:30PM–10:30PM Chair's Post Receptgion

*Invitation only

**Ticketed Event

TRAVEL

Loews Atlanta Hotel

Located in the heart of Atlanta's most walkable neighborhood, Loews Atlanta Hotel fuses southern hospitality with sophisticated style in the city's vibrant arts district. The contemporary glass building towers 26 stories amid Midtown's architectural skyline and encompasses 414 modern guestrooms – including 44 suites, all of which feature:

- Floor-to-ceiling windows.
- Savor fresh, regional ingredients prepared to perfection at Saltwood Charcuterie & Bar, inventive craft cocktails at Saltwood Bar, hand-crafted sandwiches, pastries, and coffee at our grab-and-go Market Eleven, and gourmet offerings through In-Room Dining.
- Our award-winning Atlanta hotel is walkable to Piedmont Park, the Atlanta BeltLine, Fox Theatre, and the critically acclaimed Woodruff Arts Center campus, which is home to High Museum of Art, Atlanta Symphony Orchestra, and Alliance Theater.
- Spanning the entirety of our seventh floor, exhale® Spa is guaranteed to please whether you're here to indulge or challenge yourself to a total-body sweat session

Loews guests receive exclusive benefits. NAA does not have room blocks. Certain nights may be sold out over event dates.

Other nearby hotels include:

Hyatt Centric Midtown Atlanta

125 10th St NE, Atlanta, GA 30309

(404) 443-1234

(0.2 miles from the Loews Atlanta Hotel – 4-5 min walk, mostly flat)

Residence Inn Atlanta Midtown/Georgia Tech

1041 West Peachtree Street NW, Atlanta, Georgia

404-872-8885

(0.2 miles from the Loews Atlanta Hotel – 6 min uphill walk)

Starling Atlanta Midtown, Curio Collection by Hilton

188 14th St NE, Atlanta, GA 30361

(404) 892-6000

(0.3 miles from the Loews Atlanta Hotel – 8-10 min walk, gently downhill)

Home2 Suites by Hilton Atlanta Midtown

975 West Peachtree Street, Atlanta, GA 30309

404-876-5003

(0.4 miles from the Loews Atlanta Hotel – 8-10 min walk, mostly flat)

AIRPORT

Hartsfield-Jackson Atlanta International Airport (ATL)

12 Miles to Hotel / Approx. Time: 20-30 minutes

SHUTTLE

Hotel Airport Shuttle: Not Available

PARKING

Self-parking is \$40 per night plus tax.

Valet parking is \$55 plus tax per night.

If you book through the block, you can get 20% discount on overnight parking (self or valet)

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Rental Owner Updates

SAMPLE MOVE OUT CHECKLIST

Several rental owners recently listed their Best Landlording Practices in 2025. Included was a sample Move Out Checklist to give to residents so that they have clear expectations of what they must do to get their full security deposit back.

The landlord who shared this checklist was doing a big remodel on a property and the resident moving out knew about it. In the past, the landlord made the (big) mistake of not letting the residents know his expectations. The following is what he sent them for this move-out. (There was no carpet cleaning in this case because the carpet and pad was being removed and laminated flooring was going in.)

- ✓ **KITCHEN:** Clean stovetop, stove interior, and range hood (including the underside), clean and wipe down the kitchen counters, kitchen cabinets, drawers, sink, faucet, and backsplash.
- ✓ **LIVING ROOM:** Remove all fireplace ash and clean the fireplace firebox. Wipe down the brick mantle and granite hearth. Don't bother cleaning the carpets (only because carpet and pad was being removed and replaced with laminated flooring).
- ✓ **MASTER BATH:** Clean and wipe down the bathtub, toilet, floor, counter, sink, mirrors, door, and door jams.
- ✓ **SMALL BATHROOM:** Clean and wipe down the bathroom vanity, cabinet, counter, sink, mirrors, tub, floor, toilet, door, and door jamb.
- ✓ **BEDROOMS:** Clean windows, doors, and door jams. Don't bother cleaning the carpets.
- ✓ **GARAGE:** Must be swept clean. All added nails and hooks removed. The garage door opener returned.
- ✓ **EXTERIOR:** Remove any added shelves, canopies, nails, hooks, etc.
- ✓ **YARD:** Pick up any trash, cigarette butts, wrappers, etc.
- ✓ **OTHER:** Remove all furniture, boxes, bags, food, or other material belongings.



- ✓ **RETURNS:** Garage door opener. Don't need keys back.
- ✓ **TRASH/GREEN WASTE/RECYCLE CANS:** Do not throw garbage into the green waste or recycle can. If you need to get rid of material that won't fit in the garbage can, the local dump is located at _____.

ALARMS & FIRE SUPPRESSION TOOLS

Most of you know the importance of maintaining smoke alarms in working order inside your rental properties. Best practices recommend placing a smoke detector inside each bedroom and on every level of the home, including the basement. Alarms should be tested monthly and standard batteries should be changed at least twice a year – Daylight Saving Time is a good reminder to do so. Some newer alarms come with 10-year batteries, but they still need to be tested regularly. Smoke alarms and even CO detectors are now often required by city code, so be sure you are following any local guidelines. Many insurance policies require working smoke detectors as a "protective safeguard" in order to honor a fire claim, so be sure to review your policy and ask your agent if you have questions.



In addition to smoke alarms, there are two other fires suppression tools to consider installing in your rentals. Fire extinguishers can help put out small fires before they become uncontrollable, so providing them in



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Coastal Housing Partnership
Kym@coastalhousing.org
805-969-1025



your rentals is also a best practice. One more recommendation is a StoveTop FireStop. This inexpensive fire suppression device can help put out a stove top fire before the cook has time to grab a lid or standard extinguisher. StoveTop FireStop products are positioned above the stove and the flames activate a small fuse on the bottom of the container, which then releases extinguishing powder down onto the stove. There is also a loud "pop" when the container opens which can alert the distracted cook so they can return to the kitchen to turn off the burners.

MAJOR RULING FOR LANDLORD ON EMOTIONAL SUPPORT ANIMALS

For years, it's been assumed that housing providers must waive fees whenever someone claims they need an assistance animal. However, that's not actually



the law. For the first time, a judge (in Louisiana) rejected the assumption and argument that landlords must always waive fees for tenants with ESAs (emotional support animals).

Instead, the judge concluded that whether such accommodation is required is a fact-specific, case-by-case determination. Read here for more details where a landlord scores a major victory in a ESA fee waiver case. For the full story, see <https://www.adamsandreese.com/insights/landlord-scores-major-ruling-in-emotional-support-animal-fee-waiver-case>,

CURTAINS VS. BLINDS

A rental property owner who has experienced much success over the years with quick turnovers between residents recently shared that she was making a change in one aspect of how she prepares rental for new residents. She explains below:

We are switching some rentals from blinds--which always need to be replaced after



a tenancy, even for the perfect people--to curtains. More energy efficient for sure, the curtains can be washed, look a tiny bit more upscale, they're easier to stock up and keep on hand than blinds.

The initial cost is a good curtain rod, and for that we just use Home Depot. So that's about the same as today's no-string blinds. The curtains we use are grommet-topped thermal blackout curtains from NICETOWN on Amazon, in medium grey color (this works with Allure Khaki Oak floors very nicely).

I have used them in MULTIPLE houses and they are strong, stain-resistant, energy-conserving, and come in many colors and sizes, from very narrow for French doors to extra-wide for big sliders. They come in standard curtain lengths but also DOOR length for closets (some of us do that) and they're also super-long & wide to cover more wall space.

I have them in my own home in our guest rooms which face west to block the hard direct sun in summer, and I have noticed they can fade on the exterior in that harsh sunlight. It took three or four years to fade and we don't care, but it happened so thought I should mention it.

Curtains are often as cheap or cheaper than blinds and they last through multiple tenancies--we have had some up for YEARS now."

– WMH (NC)

Several other landlords share the pros and cons of using curtains versus blinds, with one landlord even sharing why up to now. He includes an alternative "No Window Coverings" clause in his lease agreement. <https://www.mrlandlord.com/landlord-forum/display.php?id=14767229#14767229>



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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 "from 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
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- Monitoring of property performance to achieve ownership investment goals
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- Maximizing net operating income
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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

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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%



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DATE & TIME: 5 sessions: December 1 through 5 2025 • 9:00AM – 5:00PM daily
Light breakfast & afternoon snacks provided. 45 minute lunch break

LOCATION: **Workzone**, 351 Paseo Nuevo, Santa Barbara, CA 93101



Mark Sharp, Director of Maintenance Education for The Maintenance Academy and Founder and CEO of Multifamily Mixtape,

brings over two decades of unparalleled expertise in the multi-family industry to his role. With a comprehensive background that spans every facet of property management, Mark has accumulated invaluable insights and honed his skills through various positions, from on-site roles to supplier partnerships and corporate environments.

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Santa Barbara Happenings

Terry A. Bartlett – Reetz, Fox & Bartlett LLP



SB Council Removes Housing Development Barriers in Downtown Commercial Buildings

The City Council voted unanimously to allow developers not to include affordable units when building housing in commercial buildings downtown. This change will increase the speed at which projects can be approved, thereby improving the overall housing production process. It will also make the entire process less expensive for developers. Currently, developers face challenges accommodating the commercial buildings to fit residential standards. Factors such as the walls, parking, yard, and more all make the process much less profitable for developers. The approved ordinance comes with economic benefits for developers, which will lead to additional housing in downtown Santa Barbara.

Carpinteria Residential Community Inspired by SB Polo and Racquet Club Hits Market

Carpinteria Valley is adding a new residential community that includes 25 single-family homes and 15 townhomes. Six of the townhomes are assigned as workforce housing. The single-family homes come in at 2,292-4,085 square feet while the townhomes range from 1,375 to 2,000 square feet. The two- or three-bedroom townhomes start at a price of \$1.5 million.

The community's architecture embraces the Santa Barbara Polo and Racquet Club's aesthetic, building their homes in country ranch style. Also included are over 4 acres of open space, which contains trails, a creek, and areas for the residents to gather. Homes have been developed in a way that allows buyers to select the final touches to their future home, such as picking flooring and countertops.



Image Coastalview.com

Santa Barbara Councilmembers to Propose Even More Limitations on Property Owners and Renters

Councilmembers Wendy Santamaria and Kristen Sneddon proposed a cap on how much property owners can increase rent. The cap proposed would only allow for property owners to increase rent by 60% of Santa Barbara's Consumer Price Index (CPI). Since the CPI is currently at 2.7%, this would mean rents could only increase by 1.62%. If the CPI is negative, no rent increases would be allowed. These councilmembers want to restrict property owners from managing their own private property. On a 4-3 vote send the program forward for additional work before it comes back for adoption.

If this proposal is ever approved, there will be many negative impacts. Developers won't build new housing, creating scarcity. The scarcity will inevitably increase rent. Rentals will shift to be short term rentals or other types of housing. Investors won't bother to put their money into Santa Barbara, continuing the increase of scarcity. Property value will decline, creating less property tax for the city to operate on. The government will own more housing, decreasing the revenue even more. There are many more negative outcomes, but the point is made: more rent control will create more housing problems, not solve them. (See SBAOR-SBRPA letter, page 9)

Citations to be Awarded for Citizens Illegally Camping on Public Property

The City of Goleta will roll out enforcement of citations to citizens who dwell and camp in their vehicles on city property. This enforcement came as the result of a push from disgruntled residents that felt the city needed to fix this growing issue. Citizens pointed out roads like Cannon Green Drive and Pacific Oaks Road, citing safety concerns due to the campers



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Enforcement will include fines beginning at \$100, which will increase to \$500 after the third offence. Offenders will have 72 hours to move their vehicle or be towed. If you think 72 hours is far too long, you aren't alone. Many think the City's regulations are not enough and need to be restricted even further. The City is considering reducing this 72-hour period, though no official changes have been made.

Paseo Nuevo Housing Projects Brings Concerns Due to Size

The Historic Landmarks Commission has reviewed the proposed housing project at Paseo Nuevo and criticized the plan for being too large. They point out that the project's 75-foot height building is 15 feet above the limit listed in the City Charter. However, since the project falls under the state density bonus, it may exceed the height limit of 60 feet. Since the city owns the land of the proposed development, it will hold the ultimate power in deciding the maximum height of the project.

The development will consist of 233 units over 7 stories, spanning from the corner of State Street and Ortega Street to the corner of Chapala. There will also be six levels with 85 below market rate units on Parking Lot 2, located on the corner of Canon Perdido Street and Chapala Street. Of the 85 units, there will be 20 three bedroom, 21 two-bedroom, 23 one-bedroom, and 21 studio units.



Image Independent.com

UCSB Scores an F in Individual Rights and Free Speech

The Foundation for Individual Rights and Expression (FIRE) Free Speech Rankings graded numerous colleges across the country, polling nearly 70,000 students throughout 257 colleges. UCSB, among many other California colleges such as UCSF, UCLA, UC Berkeley, UC Davis were awarded an F. The polls gathered student's opinions such as whether they believe it is okay to shout at guest speakers, whether the Israel-Palestine conflict is appropriate to discuss, and measures regarding violence towards those with differing views. The chief

research adviser for FIRE believes that schools are not meeting the minimum guidelines for providing neutral stances on political controversies.

City of SB Adding Five New Members to their Administrative Team

The City of Santa Barbara has hired five new members to fill roles across varying departments. Brandon Beaudette has been appointed to be the city's Library Director, after filling in as interim for over a year. Similarly, former internal candidate Brian D'Armour will be the Public Works Director. Anthony Valdez is stepping in as the Deputy City Administrator and Michael Arnoldus will be the Human Resources Director. Finally, Joshua Haggmark will lead a new division, the Department of Water Resources, which now centralizes all water services into that one department.

These moves come after certain controversies over some of these positions. The city recently paid around \$800,000 in silent settlements to the former Library Director and Public Works Director. The city has never revealed why they paid this much money to these employees.

Entering the Renaissance Period for Nuclear Energy

After countries fell for the fearmongering against nuclear energy, particularly regarding the danger and high costs of the plants, countries are re-evaluating their position on the power source. Specifically, the United States is slowly, but surely, working towards the deployment, re-opening, and production of nuclear power plants. Cost of electric power generation and 24/7 capacity are cited as important reasons for the renaissance. Both Presidents Biden and Trump instituted policies to incentivize production and reduce regulations of new reactors.

Over a dozen reactors have closed within the last 15 years, and no new power plants are in production. But there is still hope! As technology and funds increase and barriers decrease, nuclear capacity looks to quadruple by 2050. Many decommissioned plants such as Three Mile Island which was home to the worst power plant disaster in American history and the Palisades power plant in Michigan are both either active, or set to be active soon. The United States needs to get the ball rolling soon, as many other countries such as China, Russia, and the UK are also beginning to increase their nuclear capacity.

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

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1/2 page	3.5w x 9.5h or 7.0w x 4.75h	\$1,035.00	\$279.45	\$103.50	\$990.00	\$267.30	\$99.00
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