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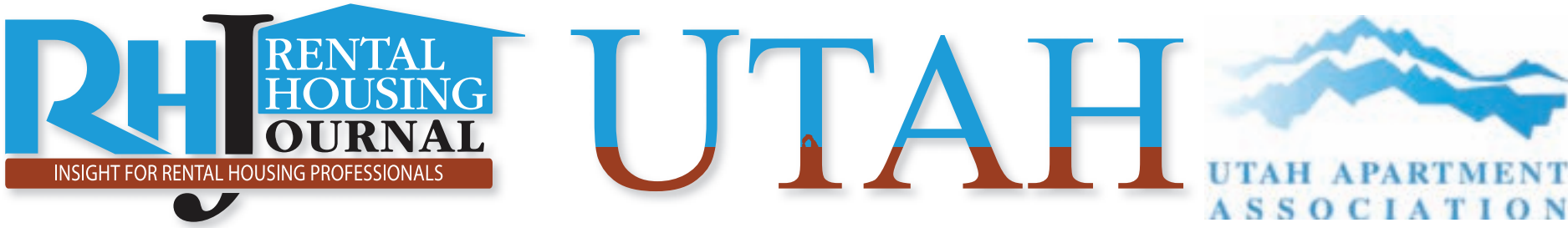
UPCOMING EVENTS:

General Membership Meetings
Thursday, June 25, 2020 - 7:00 p.m.
Virtual Meeting via Zoom
Topic:
Advertising Online in a Relevant Way and at the Right Price

UPRO Certification Classes
Postponed Until Further Notice
www.uaahq.org/upro

C.A.M. Certification Classes
Fall Course Begins September 2020
www.uaahq.org/cam

CPO Certification Classes
Certified Pool Operator
UAA Office
Wednesday, June 17th and 18th, 2020
9:00 AM – 4:00 PM
www.uaahq.org/cpo



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Official Publication of The Utah Apartment Association – Utah's Leading Advocate for the Rental Housing Industry
801-487-5619 – www.UAAHQ.org



How to Prove Tenants Violating No-Smoking

By HANK ROSSI

Dear Landlord Hank: My lease specifies no smoking in the unit and even goes so far as to state that tenants may be responsible for all costs to repaint/clean if they do smoke in the unit, but I am struggling with how to enforce this clause because it's difficult to prove.

When my latest tenants moved out I found the entire inside of the unit had a grey haze on everything (walls, ceiling, doors, and cabinets). They insist they didn't smoke in the unit and suggested that it may have been caused by candles.

I've had tenants who used candles regularly before and have never seen this kind of thick haze. I'm certain they were smoking in the unit, but don't have any evidence other than

See 'How' on Page 7

Why Online Reviews and Social Media Reputations Matter

The single most empowering element of the World Wide Web is its uncanny ability and strides taken by multiple platforms to give every single consumer a voice and an arena to use it. Every moment of every day consumers are able to proclaim their views and opinions to millions of people. It's not even hard for them to do and takes even less time than effort. With the 2004 introduction of Yelp, the necessity for online reputation management has grown monumentally and affects every industry imaginable.

I'll bet everyone reading this has made a regular practice of searching for reviews online when considering their purchase of a new product or services. We all want to know if someone else likes it, or hates it, before we buy it and love it or hate it ourselves.

This is exceptionally accurate when it comes to the housing rental



market. Apartment communities are the second most impacted industry by online reviews according to SearchEngineLand.com. Renters are consistently searching online reviews as they consider where they choose to live. Review the statistics below:

- 92% of consumers read online

- 87% of consumers would not consider using a business with an average rating of 1 or 2 stars. – Search Engine Land
 - 46% of renters look at ratings and reviews when searching for
- See 'Why' on Page 5

Are You Doing Online Rent Payments?

Are you doing online rent payments?

When it comes to rent collections, online payments save time and money – for both housing providers and tenants. For example, the table at right shows just how much time Tenant B, who doesn't pay online cost their property manager and themselves.

So, how do you set up online rent payments to start saving everyone time?

See 'Are' on Page 3

Tenant A	Tenant B
Pays Electronically	Pays in cash or check
<u>Time Cost</u>	
<u>For Landlord:</u> None	½ hr to go collect rent
	½ hr to go bank and deposit
	½ hr to enter payments details
	to track payments
	Total: 1.5 hrs x 12 months = 18 extra hours a year
<u>Time Cost</u>	
<u>For Tenant:</u> 5-minute one-time setup then None	Go to bank get cash or write check. Mail or deliver payment = 1 hr a month x 12 = 12 extra hours year

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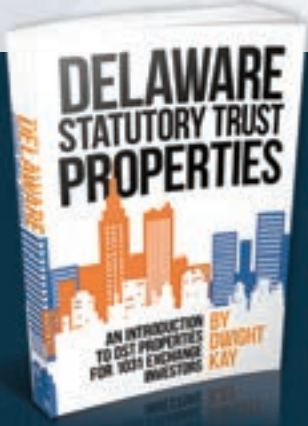
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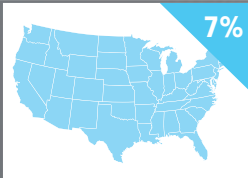
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| ✓ 721 UPREIT Investments - How to 1031 into a Real Estate Investment Trust (REIT) | |

AVAILABLE OPPORTUNITIES



ACQUISITION FUND, LLC - 7% Debentures*
Minimum Investment: \$50k

The Acquisition Fund LLC was formed to facilitate the acquisition and inventory of long-term net leased assets, multifamily assets and private equity real estate investments. The offering provides investors with the ability to participate in the sponsor's inventorying of real estate assets prior to syndication.

**The Debentures will bear non-compounded interest at the annual rate of 7.0% per annum (computed on the basis of a 365-day year) on the outstanding principal, payable monthly on between the fifteenth and twentieth day of the following month. An investment in the Debentures will begin accruing interest upon acceptance and closing of the Investor's Subscription Agreement. There is a risk Investors may not receive distributions, along with a risk of loss of principal invested.*



SHREVEPORT PHARMACY DST
Minimum Investment: \$50k

A long-term net lease offering with a corporate Walgreens guarantee. Walgreens has been a tenant at this location since 1999 and recently extended their lease an additional 10 years, showing a strong commitment to the site and trade area. The offering which is available to 1031 exchange and cash investors also has a cost segregation report prepared to enhance investors depreciation write offs and tax sheltering of projected monthly income.





SEATTLE MULTIFAMILY DST
Minimum Investment: \$50k

An all-cash / debt-free multifamily apartment community. Located in the Seattle Metropolitan Area which is home to a strong workforce with Amazon, Microsoft, and Expedia. This all-cash/debt-free 1031 exchange offering is believed to potentially possess a defensive cash flow profile with existing and resilient occupancy along with the potential for asset appreciation as the demand from Seattle's core central business district supports greater growth in broader submarket neighborhoods. The offering which is available to 1031 exchange and cash investors also has a cost segregation report prepared to enhance investors depreciation write offs and tax sheltering of projected monthly income.

ABOUT KAY PROPERTIES and WWW.KPI1031.COM

Kay Properties is a national Delaware Statutory Trust (DST) investment firm. The www.kpi1031.com platform provides access to the marketplace of DSTs from over 25 different sponsor companies, custom DSTs only available to Kay clients, independent advice on DST sponsor companies, full due diligence and vetting on each DST (typically 20-40 DSTs) and a DST secondary market. Kay Properties team members collectively have over 115 years of real estate experience, are licensed in all 50 states, and have participated in over 15 Billion of DST 1031 investments.

LEARN MORE:  WWW.KPI1031.COM  **855.899.4597**

****All offerings shown are Regulation D, Rule 506(c) offerings.** This material does not constitute an offer to sell nor a solicitation of an offer to buy any security. Such offers can be made only by the confidential Private Placement Memorandum (the "Memorandum"). Please read the entire Memorandum paying special attention to the risk section prior investing. IRC Section 1031, IRC Section 1033 and IRC Section 721 are complex tax codes therefore you should consult your tax or legal professional for details regarding your situation. There are material risks associated with investing in real estate securities including illiquidity, vacancies, general market conditions and competition, lack of operating history, interest rate risks, general risks of owning/operating commercial and multifamily properties, financing risks, potential adverse tax consequences, general economic risks, development risks and long hold periods. There is a risk of loss of the entire investment principal. Past performance is not a guarantee of future results. Potential cash flow, potential returns and potential appreciation are not guaranteed. Securities offered through WealthForge Securities, LLC. Member FINRA/SIPC. Kay Properties and Investments, LLC and WealthForge Securities, LLC are separate entities. These testimonials may not be representative of the experience of other clients. Past performance does not guarantee or indicate the likelihood of future results. These clients were not compensated for their testimonials. Please speak with your attorney and CPA before considering an investment.

Sponsored Content

In a 1031 Exchange? Why Waiting Until After COVID-19 to Complete Your Exchange Could Potentially Be a Bad Idea

By the KAY PROPERTIES AND INVESTMENTS, LLC TEAM

As a result of the COVID-19 pandemic the IRS issued Notice 2020-23 which provided a multitude of tax extensions including the extension of the 1031 exchange deadlines. The typical investor in a 1031 exchange will have 45 days from the sale date to identify a replacement property, and 180 days to complete the purchase of that same property. With the IRS' notice the 45-day, and 180-day deadline has been extended until July 15th 2020 for anyone who originally had their 45th day, or their 180th day fall between April 1, 2020 and July 15th 2020.

One example of how this could affect someone in a 1031 exchange would be if they had sold their property on April 3, 2020 their 45th day would have been May 18, 2020 and they would have had to formally identify their replacement property by then. Under the new guidelines if they completed their sale on April 3, 2020 they would have until July 15, 2020 to identify a replacement property.


While the extensions were provided for good reason, the unintended consequence may result in demand for quality exchangeable real estate exceeding the available supply in the first two weeks of July. Alex Madden, Vice President with Kay Properties and Investments explained "The sale of a property often requires many months to complete and we have seen many of those sales move forward during COVID-19, but very few new offerings have come to the market for 1031 exchange investors to use as a replacement property. With ex-

changers extending their identification and purchase dates until July 15th it is a very real possibility that they may face fierce competition over replacement properties when they do finally need to complete their exchange. I don't think we have ever had a time in America where every single 1031 exchanger had the same deadline date."

Many localities have seen a significant drop in real estate listings since the outbreak of COVID-19 which means there may be less properties available for investors who are in the midst of a 1031 exchange. With less real estate coming to market one potential outcome for affected 1031 exchangers may result in overpaying for a replacement property.

Madden went on to say "We have seen a slowdown in the real estate sector during COVID-19, and a result may potentially be that 'turn-key' 1031 exchange solutions like Delaware Statutory Trust offerings (DSTs) could become more scarce. 1031 exchange investors may prefer products like the DST as the deadline approaches because the financing, and due-diligence are already in place and it's possible to complete a purchase in three to five business days typically."

Many 1031 exchange investors are rightly taking a re-evaluation of the marketplace in the midst of the COVID-19 pandemic, but with every 1031 exchanger in America facing the exact same deadline on July 15th there is a very real potential for overpayment, deals to fall through, and maybe even failed exchanges for those who wait until the last moment due to inventory running dry.



About Kay Properties and www.kpi1031.com

Kay Properties is a national Delaware Statutory Trust (DST) investment firm. The www.kpi1031.com platform provides access to the marketplace of DSTs from over 25 different sponsor companies, custom DSTs only available to Kay clients, independent advice on DST sponsor companies, full due diligence and vetting on each DST (typically 20-40 DSTs) and a DST secondary market. Kay Properties team members collectively have over 115 years of real estate experience, are licensed in all 50 states, and have participated in over 15 Billion of DST 1031 investments.

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the entire Memorandum paying special attention to the risk section prior investing. IRC Section 1031, IRC Section 1033 and IRC Section 721 are complex tax codes therefore you should consult your tax or legal professional for details regarding your situation. There are material risks associated with investing in real estate securities including illiquidity, vacancies, general market conditions and competition, lack of operating history, interest rate risks, general risks of owning/operating commercial and multifamily properties, financing risks, potential adverse tax consequences, general economic risks, development risks and long hold periods. There is a risk of loss of the entire investment principal. Past performance is not a guarantee of future results. Potential cash flow, potential returns and potential appreciation are not guaranteed.

Securities offered through WealthForge Securities, LLC. Member FINRA/SIPC. Kay Properties and Investments, LLC and WealthForge Securities, LLC are separate entities

Are You Collecting Your Rent Payments Online?

Continued from Page 1

- Charge a premium for non-electronic payment (banks do for mortgages)
- Get an email address
- Tenant gets an email and puts in bank info privately – takes mere minutes!

At move in of a new tenant or when implementing for all current tenants, have them opt-in to the program. (See graphic at top right.)

Once your tenants have opted in and you have their email address, all you have to do is set up recurring payments in your software, such as Rentler.com (or invoices depending on the software you're using) and then the tenant will get an email instructing them on how to setup their payment portal. Tenants then just have to set a password to access their account and enter their monthly payment information. They can either set it to auto pay and forget it, or they can log in at their own convenience to make their payments.

Tenant Rent Payment Selection:

☐ I will pay rent electronically at no additional charge. Email _____

☐ I will pay the monthly fee for the convenience of paper payments

Signature _____ Date _____

It is so simple and takes less than 5 minutes per account! If both you and your tenant set it and forget it, neither of you needs to worry about rent being paid on time. Plus, you'll be able to log in and view a report whenever its convenient for you, no more paper ledgers or forgetting who has and hasn't paid rent, or who owes you late fees.

- To review, the advantages of online rent collection are:
- Set it and forget it
 - Saves time each month

- Tenants earn positive credit because rent payments will be reported to credit agencies
- Tenants can pay with credit cards if they are ever short when rent comes due (3-4% fee)
- There is a quick report for owners/managers and tenants of payment history

PLUS, the UAA has a brand new form to help educate tenants and help them get signed up. Log into your account at www.uaahq.org and download the form to START SAVING TIME AND MONEY TODAY!

To advertise in Rental Housing Journal, call Vice President/Sales Terry Hokenson at 480-720-4385 or email him at Terry@rentalhousingjournal.com

Chair’s Message

Dealing with Hoarders



JEAN SMITH
Chair, Utah
Apartment
Association

How many of you have had a tenant who was messy? Who just had trouble keeping the property clean? Now imagine somebody who not only has a hard time keeping the property clean, but who becomes a full blown hoarder – somebody who is unable to throw away even the most useless items and starts to collect them into an increasingly large and dangerous mess.

You should be tactful and sensitive when dealing with a tenant who is a hoarder. So, what can you do to prevent or handle a tenant who has become a problem? Here are a few things to keep in mind:

- 1. Be mindful of the dangers to your other tenants and property neighbors. Hoarding creates pest control, smell and fire hazard issues that impact surrounding

properties. It is explicitly prohibited in residential properties by most county Health Departments, and thus not only against the lease but against the law.

- 2. Do inspections regularly. “An ounce of prevention is worth a pound of cure”, as the old saying goes. Make sure to inspect your properties on a timely basis (industry standard is to do a cursory inspection quarterly, with more thorough inspections on an annual basis). It is important to catch potential hoarders well before the issue mushrooms into dangerous conditions.
- 3. Document what you find. Once an inspection has found that the tenant has become a hoarder, it is important that you document the extent of the problem. Photos and videos are ideal, as are independent third parties (such as individuals from professional cleaning or moving companies). Communicate with the tenant regarding the extent of the

problem and document their response when you notify them that they are breaking the lease and the law by hoarding.

- 4. Suggest help. There are charitable and government organizations that are looking for service opportunities, as well as professional moving companies that can help the tenant. Hoarders have a hard time letting go of stuff, so finding a storage unit might be an option that will alleviate their anxiety while ensuring that the rental property is in good condition. If the tenant requires professional mental health treatment for their hoarding issues, there are organizations that can assist them with that.
- 5. Proceed with the eviction process. Serve the tenant with a “Three Day Notice to Comply with Covenants of the Lease” notifying them that they are in violation because of their hoarding. Rarely will they be able to completely clean the

property within that time frame, but unless they begin to make significant progress, it is time to go to court.

- 6. Be careful and respectful. Hoarding has been officially recognized by the American Psychiatric Association as a diagnosable mental disorder. Therefore, people who have been diagnosed do receive some disability protection under the Fair Housing Act. You should offer to make a reasonable accommodation to negotiating a cleaning and inspection plan that will enable them to come into compliance with the lease in a timely manner. As always, when dealing with a potentially expensive Fair Housing matter, it is worth consulting with your legal counsel before going to court.

If you have any questions about hoarding or any other issue, please feel free to contact the UAA staff at 801-487-5619 or info@uaahq.org.

Ask the Attorney

Should I Hire an Attorney to Do the Eviction?



JEREMY SHORTS
Attorney

Q: I am trying to evict my tenant and I don’t want to pay an attorney to do it. Will I be OK doing it on my own?

A: This question comes up a lot. Overall, it depends. If you have an LLC or are a property management

company, you MUST use an attorney. Under Utah law you can represent yourself personally, but when you set up an LLC that requires you to hire an attorney. Even if you can represent yourself, an experienced attorney will be more convenient (let us deal with the headaches), and faster (which limits lost rent and damages to the property). If it takes you an extra month or two to get them out, that’s another month or two of rent that you’ve lost. Granted, being an eviction attorney, I am a little biased. But we commonly see landlords

trying to save some money by going through the process on their own, only to find out that they would have saved more money (not to mention time and headaches) by hiring an attorney in the first place. For example, recently we had a case that the landlord considered handling on their own. The tenant ended up disputing the case and requesting an eviction hearing. The landlord almost handled it on their own because they didn’t think the tenant would show up. At the hearing, the tenant’s father (who is a police officer) appeared and made

some legal arguments to the judge to delay the eviction. Had we not been there, the court may have listened to the father and left the tenant in the home. We were able to address the judge’s questions and were able to ensure the tenant received an eviction order. If we wouldn’t have been there to address the judge as the questions arose, a decision would have been made in the tenants’ favor. If an order is entered, it’s much harder to have it reversed. Having us there up front saved a lot of time and money for the landlord.

To advertise in Rental Housing Journal, call Vice President/Sales Terry Hokenson at 480-720-4385 or email him at Terry@rentalhousingjournal.com

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Director’s Messsage

Supporting Those Who Support You



L. PAUL SMITH, CAE
Executive Director,
Utah Apartment
Association

One of the advantages of associations is that they create a network of people who can help each other. As part of the UAA, we have a category of members that are suppliers and service providers who work with property owners and managers. We encourage you to support these companies because they contribute hundreds of thousands of

dollars to the association so we can support and protect you.

In the next month or so, you will be receiving the 2020 supplier directory with information on these companies. When you are looking for a supplier or service provider we urge you to look here first.

If you are doing business now with someone who is not yet a member of UAA I want to tell you three things:

First, they should be a member and support your support system. I encourage you to ask them to support your association. You can also give us a call and ask us to contact them. We have a great membership committee

and staff who can help them join and understand the benefits of membership in the UAA.

Second, when they join you will be their hero because they can leverage their membership to grow their business, get more clients and make more money. For around \$300-\$350 a year they will receive promotion to our 3,000 members plus thousands of other decision makers. There are many additional opportunities to teach classes, write articles or sponsor events to get them an even higher profile.

Lastly, when you refer a new member, you receive benefits - a \$25 credit you can use on any UAA service

or class and an entry in our drawing to win \$1,000. So far there are about 100 entries this year so you have great odds. Also, everyone who refers a member gets invited to UAA movie night in the fall when we rent out a theatre just for you! 2020 is the new Bond film, No Time to Die!

So support those who support you and encourage those you support to participate and benefit from the UAA.

P.S. Don’t forget to join us for our Associate Social Bowling Event on June 26th where you can bowl, eat pizza and network with our suppliers and service providers! www.uaahq.org/associate-social.

Why Online Reviews, Social Media Reputations Matter

Continued from Page 1

an apartment – Satisfacts

- 88% of people trust online reviews more than personal recommendations – Appfolio

As renters continue to place so much trust in what they read in reviews online, it is becoming significantly more crucial for housing providers to consider their online reputation. Having a plan for managing online reputation and reviewing it regularly for updates is something every company needs to be successful.

Google, in particular, requires regular online presence management. Since the search results on

Google include online reviews, it is the most frequently used search engine renters use when looking for housing. Renters impressions of a community or housing will be impacted on what they read in the reviews they find online.

Housing providers should aim to ensure that their online presence is positive and welcoming and endeavor to avoid or minimize negative feedback. A single negative review, especially a long, detailed one, can have a significant impact on a renter’s decision to lease. A Convergys survey established that a single negative online review can turn up to 20 potential tenants away from a visit or tour of a community.

Be sure also, to proactively respond or deal with any negative feedback or complaints – many times how you respond to the review can reflect positively on your business. If you provide those reading online reviews with a proactive and positive approach to resolving conflicts that do arise it will show your community’s dedication to your residents.

After all, housing providers are engaged in one of the most important and noble professions – providing housing to people. Arguably, after food and water, shelter is the most basic necessity for human life – and you have made it your business to provide that to other people. Keep up the great work!



Good Landlord Classes Now Available Online!

The Good Landlord Class is the base legal class the UAA offers on landlord laws in the state of Utah. Some cities require you to take this class in order to receive a "good landlord discount" on your business license fees. This class is good for all cities in the state and is a wealth of broad knowledge on landlord law. In these times of social distancing, we are now offering our GLL Class Online so you can still renew your business licenses in compliance with cities Good Landlord Program requirements.

The online class will cover:

- Basic guidelines to being a landlord
- Best practices and policies in property management
- Fair Housing basics and landlord/tenant discrimination (including ESA/comfort animals)
- Tenant screening and background checks
- Evictions and dealing with tenant issues
- Abandoned property and abandoned premises
- Deposits and dealing with damage to property
- As well as a few other rules and guidelines to being a landlord in Utah

REGISTER ONLINE at www.uaahq.org/gll



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How to Take Better Photos for Online Advertisements

RENTLER

Here’s a fun fact we’ve noticed at Rentler—listings with photos get 27% more views than those without. That’s 27% more people that could be looking at YOUR property instead of another property.

Here are some tips to make sure your photos reflect your well-maintained property and give potential tenants a glimpse of the community around it:

STAGING

A well-furnished room gets more tenants ogling over your listing. They can picture and feel at home when you show them potential layouts. Pictures with furniture always bode well, as they enable prospective tenants to really visualize your place as their place. However, on the flipside, you want to make sure the photos don’t look too cluttered or filled with personal items.

If someone is currently living in the property you will be listing, inform them ahead of time you would like to come take some photos and mention that you would like the decor to look as simple as possible. Once you begin photographing, try to crop the photos so personal items are out of the frame.

If the property is empty, we get that you probably don’t want to spend the time or money it would take to fill it up. You can get creative and repurpose items from your lobby (if your property has one) or bring a few things from your own house. All you really need is a chair or two, mirrors to reflect natural light, and a plant to make a place look inviting. If you want to invest a little bit more into photography, you can also use a staging company that will bring in furniture and take the photos for you.

While you’ve got the camera out, take some photos of the area around the property. Whether that’s the yard, courtyard, sidewalk, or hallway, people want to see what their new surroundings will be.

LIGHTING

Natural light will be your best friend, so try to take the photos during daytime hours. Turn on all the lights before you snap your photos. If you have a dark room or area, use lamps to brighten the place up. Light brings life to your listing by infusing it with colors and warmth. Accent lighting can be decorative and bring harmony and balance to rooms as well.

BE PROFESSIONAL

No need to hire a professional, just try to get the best angles and use a great camera with high resolution if you have access to one. Make sure your photos aren’t blurry or pixelated. Remember, photos can be the deciding factor for those who are on the fence about renting your place.

If you don't have a fancy camera, using your smartphone for photography is no longer taboo. However, you may want to invest in a phone tripod that helps with blurry pics. Then, edit your photos on your phone before you post them. Most smartphones have the option to auto-enhance, so just stick to that if you're unsure about your editing



skills.

GIVE YOURSELF OPTIONS

Taking more photos than you think you’ll need is a great way to give yourself options, then select the photos that turn out the best. Also, take photos at different times of the day in order to capture different lighting and effects.

Following these simple tips will make a massive impact on the number of visitors to your listing.

For more information, visit our website at www.rentler.com or call us at 888-222-1009.

Summer Associate Member Event

Friday June 26th, 1 - 3 PM

Join the UAA for a Networking Event for our valued Associate Members at Fat Cats in Salt Lake City.

Attendees receive:

- 2 hours of bowling/including shoes
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- 3 slices of pizza
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 - Preventative maintenance programs
 - Service request process
- Apartment turnover
 - Working with contractors and vendors
 - Recruiting high-caliber employees
 - Employee orientation and training
 - Employee evaluation
 - Employment regulations and record keeping
 - Analyzing the property’s financial operations and taking corrective actions for underperformance
 - Monitoring property performance to achieve the owner’s investment goals
 - Accounting principles and practices
 - Maximizing net operating income
 - Reporting property performance accurately

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- Environmental hazards
- Analyzing property financial operations and underperformance
- Monitoring property performance to achieve the owner's investment goals
- Maximizing net operating income

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Questions? Call 801-487-5619 or email Stephanie@uaahq.org



UTAH APARTMENT ASSOCIATION

How to Prove Tenants Smoking Against Rules

Continued from Page 1

photos of how bad the haze was and my receipts for painting the walls/ceiling.

Is this sufficient if they challenge my deductions from their security deposit or is there a better way to prove this in the future? — **Gordon**

Dear Landlord Gordon: Usually, smoking is easy to detect by the distinctive smell on walls, in carpeting and furniture, signs of ash or cigarette butts, and yellow or brown discoloration on walls, counters, cabinets, doors and trim.

Even with camouflage, you can usually find enough signs to prove indoor smoking.

If you want to know for sure if the haze you are finding is related to smoking, there are air-quality detection companies and devices that can confirm the presence of smoke residue from cigarettes.

You may also try a home air-quality test, but the accuracy is not as high as with a professional assessment. The Bosch Macurco D381 Air Quality Detector can detect cigarette smoke.

There are also smoke detectors available to alert you to someone smoking in your property, and a new “smoke sensor” should be coming to market this year.

Detection may be tougher to do now though since you’ve tried to erase all signs of this issue, including painting your property. Have you checked your vents and ducting for signs of smoking?

We deal with companies that have “ozone” machines that will be attached to your ducting and clean ducting and air handler as well as your unit to get rid of the smoke smell, and this is a great and cost-effective way to take care of the issue.

Hank Rossi started in real estate as a child watching his father take care of the family rental maintenance business and was occasionally his assistant and now manage his own real estate portfolio in Florida and Atlanta. Visit Landslord Hank’s website: <https://rentsrq.com>

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