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RENTAL HOUSING JOURNAL
INSIGHT FOR RENTAL HOUSING PROFESSIONALS

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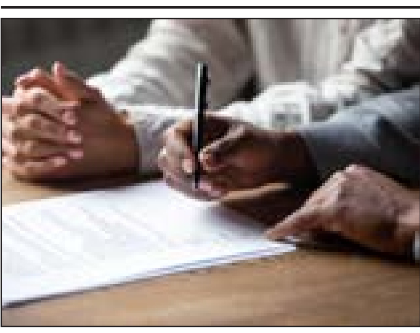

7 Renewal Incentives to Consider

By Justin Becker

As a landlord, having good tenants gives you great peace of mind. Having decent people on your property gives the assurance that they won't be causing any intentional damage. Plus, getting rent on time means that you have a steady income stream.

It's not even about the money you earn, it's also about the money you don't lose. A ʁ cant apartment or house is costing you in terms of maintenance, upkeep, taxes, and trying to find new tenants. At the same time, you're not getting any income from your real estate investment.

So, when you get reliable tenants, you naturally want them to stick around as long as possible. The lease renewal can be a tricky business, especially with the housing market being so unpredictable right now.

Ultimately, you want to re-sign those quality renters; for that, the following incentives could be the best ways to start!

1. Cash Incentives

For many tenants, the temptation of

See 'Lease-Renewal' on Page 4

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Seattle Rents Continuing to Climb

Rental Housing Journal

Seattle rents have increased 3.1 percent over the past month, and are up significantly by 5.2 percent in comparison to the same time last year, according to the August report from Apartment List.

This is the seventh straight month that the city has seen rent increases after a decline in January.

Median rents in Seattle are $1,687 for a one-bedroom apartment and $2,105 for a two-bedroom.

Seattle's year-over-year rent growth lags the state average of 10.0 percent, as well as the national average of 12.4 percent.

Rents rising across the Seattle metro

Of the largest 10 cities for which Apartment List has data in the Seattle metro, all have seen prices rise.

See 'Rents' on Page 10

City	Median 1BR Rent	Median 2BR Rent	M/M Rent Growth	Y/Y Rent Growth
Seattle	$1,690	$2,100	3.1%	5.2%
Tacoma	$1,260	$1,650	1.5%	18.0%
Bellevue	$2,290	$2,450	2.5%	12.8%
Everett	$1,350	$1,680	1.9%	13.5%
Kent	$1,420	$1,820	1.3%	10.8%
Renton	$1,610	$2,110	1.3%	12.3%
Federal Way	$1,530	$1,800	2.6%	15.3%
Lakewood	$1,200	$1,580	1.9%	16.0%
Redmond	$2,240	$2,510	2.8%	11.8%
Kirkland	$1,990	$2,310	2.0%	7.9%
Lynnwood	$1,340	$1,660	2.2%	11.4%
Bothell	$1,900	$2,180	2.5%	12.7%
Issaquah	$1,870	$2,460	1.8%	10.8%

Governors, Mayors, Courts Urged to Stop Evictions Until Emergency Aid is Processed

Rental Housing Journal

The heads of three federal agencies are urging state and local governments to enact or extend their own eviction moratoriums after the U.S. Supreme Court ruled the Centers for Disease Control and Prevention (CDC) had exceeded its authority in putting a nationwide eviction moratorium in place.

In a major victory for landlords and rental property owners, the U. S. Supreme Court last month ended the nationwide eviction moratorium in an eight-page ruling saying "It is up to Congress, not the CDC, to decide whether the public interest merits further action here."

Realtor associations and rental-property managers in Alabama and Georgia had sued saying the CDC lacked the authority to

impose the eviction moratorium.

"The applicants not only have a substantial likelihood of success on the merits—it is difficult to imagine them losing," the court said in its ruling.

Now, the three government agencies are urging governors, mayors and state courts to not allow tenants to be evicted before they have the chance to apply for rental assistance, and "no eviction should move forward until that application has been processed."

U.S. Secretary of the Department of Housing and Urban Development (HUD) Marcia L. Fudge, U.S. Secretary of the Treasury Janet L. Yellen, and Attorney General of the U.S. Department of Justice Merrick B. Garland sent a letter to state and local government leaders addressing the eviction moratorium, according to a release.

"Our three departments are working closely together and with other agencies across the federal government to make rental assistance available to households in need,"

See 'Halt' on Page 11

Sponsored Content

Why Real Estate Income Funds Have Distinct Benefits for Investors

By Steve Haskell
Vice President, Kay Properties and Investments, LLC

The recent fluctuations in the United States stock market have many investors looking for more conservative and less volatile investments. On top of that, traditional investment instruments like stocks and bonds are similarly not looking very attractive because of their lackluster yield performances. Therefore, more and more investors are attracted to Real Estate Income Funds.

While Kay Properties & Investments is best known for its expert-level knowledge of Delaware Statutory Trust 1031 exchange investment strategies and opportunities, the company also has a great reputation for working with nationally recognized real estate sponsors to source and structure All-Cash/Debt-Free Real Estate Income Funds for accredited investors.

What is a Real Estate Income Fund?

In general terms, any "income fund" is simply a pool of capital that has been assembled on behalf of a group of investors. There are literally tens-of-thousands of different types of investment funds, including equity funds, bond funds, money market funds, mutual funds, and hedge funds. While direct ownership of real estate has been a popular investment for centuries, recently many investors have also started investing in real estate through participation in a fund.

A Real Estate Income Fund is a specific subset of funds that is focused exclusively on investing in potentially income-generating real estate. Real estate income funds provide another entry point for those looking to invest in large commercial or multifamily real estate portfolios. Real Estate Income Funds are particularly appealing to retail investors who want to own institutional quality real estate that would normally be out of reach for them. A Real Estate Income Fund pools capital from many investors, and then the fund's sponsor oversees all the fund's activities, including performing due diligence, underwriting, and property management. Investing in a Real Estate Income Fund is a great way to potentially generate passive income, gain access to institutional level assets, and avoid the responsibilities of direct ownership.

An Example of a Typical Real Estate Investment Fund Exclusively Offered by Kay Properties

Net Lease Income Fund 18 LLC: Focused on acquiring, owning, and actively managing a portfolio of single-tenant, Long-term, NNN lease, income producing tenants operating in the industrial, medical, and retail spaces throughout select United States markets.

This Real Estate Income Fund targets an 8% preferred return* for investors with monthly distributions generated through corporate backed leases. The offering size of this fund is $50,000,000 with a minimum investment of $50,000.

Example properties the funds seeks to acquire include those leased to recessionary-resistant, essential businesses that remained open and paying rent during the pandemic, such as: Amazon, FedEx, Davita Kidney Care, Frito Lay, Walgreens, UPS, CVS, Coca-Cola, In-N-Out Burger, and 7 Eleven.

*Preferred return is not guaranteed and is subject to available cash flow. Past performance is not a guarantee of future results. For further information about cash flow distributions from operations and capital events, please refer to the Private Placement Memorandum.

Three Distinct Benefits of Investing in a Real Estate Income Funds

1. Diversification

The ability to diversify in real estate funds has attracted conservative investors that want to avoid the concentration risk that often accompanies purchasing one piece of real estate. Typically, real estate investing requires a large down payment in order to obtain a loan with reasonable terms, tying up a significant portion of investors' wealth in a single asset. Funds allow an investor to often place a smaller amount of cash into a highly diversified portfolio, therefore mitigating risk through diversification. Not only do funds allow investors to diversify in different pieces of real estate all over the country but investors can also diversify their investment by asset type and tenants. Funds may hold multifamily apartments, net lease commercial assets, medical, industrial, etc. Asset types can have varying market cycles.

Diversifying one's investment across asset types and geography can potentially insulate their investment from market volatility.

*Diversification does not guarantee profits or protect against losses.

2. Depreciation

An additional benefit to real estate income funds is the potential for depreciation. Many real estate income funds allow investors to depreciate their basis in the fund. The non-cash expense lowers the taxable income incurred from fund's distributions. This may hold significant benefits for investors in high tax states such as California and New York.

Investors should speak to their CPA to determine their own potential tax efficiencies from investing in real estate income funds.

3. Ablity to Optimize Both Inflationary and Deflationary Market Cycles

Finally, the ability for funds to continue to purchase real estate over time allows investors to optimize both inflationary and deflationary market cycles. An inflationary market will theoretically drive up the value of the fund. In a deflationary cycle, the fund may continue acquiring assets, cost dollar averaging as the market retreats. Funds have the flexibility to pick up these assets at a discount.

Cap rates often expand in a deflationary market, which will allow investors to potentially realize higher distributions as they wait for the market to turn around.

Additional Potential Benefits of Real Estate Income Funds

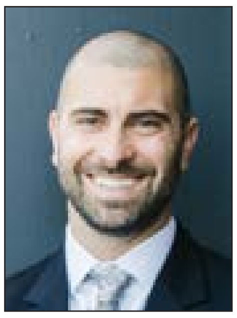
- Passive income and/or distribution potential
- May provide monthly cash flow and/or distributions
- Capital appreciation/equity growth potential
- Tax advantages
- Typically low minimum investment amounts ($25k - $50k)
- Professional asset management
- Elimination of day-to-day management headaches

While it is almost impossible to predict what the economic future will look like, many prudent investors are posturing their portfolios to mitigate risk while optimizing their upside potential no matter which direction the market turns.

As more investors learn about the potential benefits of Real Estate Income Funds, their popularity will continue to grow throughout the coming years.

ABOUT THE AUTHOR:

Steve Haskell is Vice President and DST 1031 specialist at Kay Properties and Investments where he works with 1031 exchange and direct investment clients throughout San Diego County and the rest of the United States.



Prior to coming to Kay Properties and Investments, Steve served for seven years as an officer in the United States Air Force in the special operations community where he led small teams as well as a large staff of hundreds of military and civilian personnel. He has served in numerous locations around the world, including multiple deployments to Afghanistan and locations throughout Africa. Though Steve has retired from active duty, he still serves in the Air Force Reserves.

Prior to his military service, Steve worked in sales and marketing for multiple businesses, which included providing energy management solutions to institutional multifamily apartment owners.

Steve holds a Master's Degree from the American Military University and a Bachelors in Accounting from Point Loma Nazarene University where he graduated as International Development Student of The Year for his work providing business education to entrepreneurs in impoverished areas in Mexico, Nicaragua, and San Diego.

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 $21 Billion of DST 1031 investments.

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Lease-Renewal Incentives You Should Consider

Continued from Page 1

a cash bonus might seal their decision to renew their lease. This might be especially true of couples or single individuals who are still living in a one-bedroom unit and probably want to save what they can.

For most tenants, you can decide whether a discount on their rent might be possible. After that, you can consider actual cash, security-deposit rebates, etc. At times, it might be enough to just offer some tenants direct incentives such as gift cards from Target or Amazon. The incentive equality and likelihood of success will vary according to the tenants' age groups, family size, socioeconomic status, and several other factors.

Another example of an attractive cash incentive is to have desirable renewal terms. For instance, a landlord might offer a two-year lease renewal at little to no increase in the rental rates. This way, the tenant is happy at having at least one major cost unaffected by inflation rates. At the same time, the landlord gets to have their quality tenants firmly in place for two years instead of one (or however long the deal is for).

2. Gift Incentives that Aren't Monetary

When we use the word "gift" here, we mean something that's non-monetary. For instance, you can offer tenants certain upgrades, such as a ceiling fan or a newer model of an appliance. Appliances that they don't already have, such as an air fryer or toaster oven, might also get a lot of appreciation. Since the kitchen is among the most essential rooms in rentals, start thinking from there.

Other items you can consider are televisions, tablets, a new bed, etc. Perhaps it would help to take a tour of the place or just keep your eyes and mind open when you're talking to your tenants. They might need a certain item and let it slip mid-conversation.

3. The Option of Covered Parking

Another convenient non-monetary incentive could be the option of covered parking near the rental property. If you already provide parking in exchange for a fee, consider waiving it for the next year or at least give a discount. You can also offer free parking to residents who have been renting from you for a certain number of years.

Covered parking will be especially attractive for those who live in a very cold region. With snow and other weather elements, people are always looking for places to park their car safely. Having a nice spot near your tenant's home will certainly make them think twice about moving out (if ever!).

4. Unit Upgrades or Enhancements

When you're offering homes for rent, be ready to upgrade the place a bit as time goes by. Remember, if those quality tenants end up leaving, you might have to spend a lot on upgrades to attract new parties. You can probably save money and hassle by working on a unit upgrade now without paying for a whole rehaul.

If most of the rental place is carpeted, you might want to offer free carpet cleaning to start with. A better incentive is to get new carpeting, a coat of fresh paint on every wall, or new flooring, according to the tenants' wishes. However, keep in mind that such major upgrades should only be offered to tenants who have been with you for at least five years.

Getting a washer/dryer could also be a great incentive here. The main aim here is to make changes that positively affect the whole rental. Don't think of it as spending money to make other people happy; everything you do in this regard will ultimately increase your property value.

5. Going Off-Site for Activities and Entertainment

Not every lease-renewal incentive needs to be about the property. Many renters might like something else that makes their lives better in their current space. A membership to a nearby gym, for instance, is both a nice gift and an added incentive to stay in the area. If this doesn't seem viable (some people might be offended if you hint that they need to hit the gym!), consider a subscription to a book-box service or a grocery-delivery service.

6. Getting Services to Lower Expenses

You can also consider giving certain services as an incentive. These may include media services, which means an internet connection and free cable. Landlords who own huge apartment buildings often qualify for rewards or referral discounts from cable and internet companies. Consult your provider and find out if these discounts can trickle down to benefit certain residents as well. The same goes for any upgrade you might get for free or at a lower price than usual.

If your tenants are in an older age group, they might not want upgraded internet or cable services. What they might appreciate more are laundry and housecleaning services. Even those who live in luxury three-bedroom apartments for rent will appreciate such services at a reasonable rate.

7.Create a Menu of What You Can Afford

If your tenants are worth keeping around, then why not go the extra mile? If you can afford several minor upgrades, or a major one, put all the choices together and present them to the family or individuals. The menu items might include cleaning services, touch-ups, wallpapering, installing a swing, and so on.

This way, you can offer choices that are in your budget and also give tenants the freedom to choose. They just might appreciate this freedom even more than the incentive itself.

The Takeaway

So, how do you decide which could be the right incentives to keep your valued tenants around? By offering varied incentives; we are all individuals, after all. Remember, the implementation also counts for a lot; you don't want to foist a major renovation on their living space until they've agreed to it.

Before you make any decisions, be sure to stay respectful, within boundaries, and aware of what your tenants need. Look at your budget as well; weigh the pros and cons, and then go for what seems best. In the meantime, stay courteous and give good customer service to your quality tenants. Let them know how much you appreciate them throughout the year instead of just at lease renewal time!

Justin Becker is a property owner in the state of Michigan and has a passion for managing communities. He owns apartment complexes and mobile home communities, and has been writing his own blogs for his properties for several years.


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Washington Multi Family Housing Association

Giving Back to Our Community

WMFHA is deeply committed to using the strength and passion of our membership to make a positive impact in our communities. In 2020 our community service program, WMFHA Gives Back, faced a great challenge. However, our commitment never wavered, our passion never waned.

During the onset of the COVID-19 pandemic, we acted quickly to bolster our food bank partner, Northwest Harvest. Donating non-perishable food was no longer allowed under the circumstances. We turned to our members for funding instead.

Initially, we set our goal to raise $5,000 in donations for Northwest Harvest. Creativity and innovation were a sign of the times and a strength of our association during that challenging year.

When it came down to it through various means, our members donated $15,930 in total to this worthy organization. We surpassed our goal by over 200 percent!

We continued our efforts to serve Move for Hunger as well. Move for Hunger works with more than 1,800 apartment communities across the country to collect non-perishable food items and deliver them to food banks, which helped feed more than 200,000 people.

Our association helped pilot Move for Hunger's multifamily food-rescue program in Seattle years ago, and the program has taken off nationwide since.

Overall, they have delivered more than eight million pounds of food from housing communities across the country! These food donations account for more than 6.6 million meals for people in need. One of our local members, Pillar Properties' The Century Apartments, delivered the most in the country, providing 4,203 meals for the hungry.

When our residents move out, they often leave non-perishable food behind. Before Move for Hunger's multifamily housing platform existed, this food was often just thrown out. Since beginning our partnership with Move for Hunger in 2017, WMFHA members have collected more than 8,800 pounds of food, serving 7,400 meals to those in need.

Valued Community Partnerships

In the fall we normally support Domestic Abuse Women's Network (DAWN) and Childhaven with fundraising events. WMFHA pledged to match up to $25,000 for each organization in 2020 as an incentive to push our limits to give.

We couldn't have two of our favorite in-person member events last fall, the Chili Cook-Off and Holiday Giving Gala. Instead of raffles, auctions, and activities for a day of sharing and celebration, we leaned on social media, online marketing, and event revenue-sharing proceeds during a three-month campaign of giving, knowing DAWN and Childhaven were susceptible to a decline in funding for their work.

Ultimately, we raised $63,478 for DAWN and $51,978 for Childhaven, proudly helping these two worthy charities. This was 12 percent and 10 percent more than the previous year's donations! Needless to say, our non-profit partners were floored.

WMFHA and our valued members have raised more than $600,000 in total contributions for DAWN and for Childhaven over the years of our support.

Helping Homeowners in Need

We weren't able to assist another non-profit partner last year, Rebuilding Together Seattle. Finally, last month we were once again able to assist a homeowner in need by partnering with Rebuilding Together in their second group volunteer project of 2021.

Rebuilding Together Seattle serves low-income homeowners who are elderly, living with a disability, families with children, or veterans in need. They bring volunteers and communities together to help homeowners live in warmth, comfort, safety, and independence.

Twenty-four of our members and staff joined an effort to rehabilitate the home of a client of Rebuilding Together. The work done by our volunteers will allow this elderly homeowner to stay in her home comfortably for another 10 years or more, much to the gratification of those who participated.

Rental Housing Serving Communities

The rental-housing industry serves our communities by providing homes to the thousands of Washington residents who desire a quality residence where they can live, grow, thrive, and contribute to their neighborhoods.

Residents of apartment homes become the fabric of their local communities, working, attending schools, participating in houses of worship, enjoying recreation, and supporting local businesses.

Apartments and their 1.1 million residents contribute $70 billion to the local economy each year in Washington. The operation of apartment homes in our state contributes $3.9 billion to our economy, including $1.2 billion in property taxes that support essential services for all residents.

Apartment demand is growing, and the industry needs to keep up. However, producing enough new apartments to meet demand requires new development approaches, more

See 'WMFHA' on Page 7

Apartment Construction Steady Despite Obstacles

Rental Housing Journal

The pandemic, a shortage of workers and soaring materials costs have not deterred the apartment construction market, which has maintained a steady pace despite these challenges, according to a study from RentCafe.

"The pandemic shifts and resurgence of the residential-rental market brings new residential supply into focus," said Doug Ressler, manager of business intelligence at Yardi Matrix, in the report.

"Lack of entry-level housing supply and rising home prices will show the multifamily rental market demand increasing as new renters enter the market and millennials extend their rental commit-ments," Ressler said.

"More precisely, 334,000 units are projected to be opened in the U.S. by the end of this year, according to Yardi Matrix estimates. These figures reflect the striking difference between the after-math of the pandemic crisis and that of the housing crisis of 2008.

"In 2021, there were nearly three times more apartments under construction than there were in 2011," the report says.

Here are the main drivers of apartment construction this year:

- Eight metro areas out of the top 20 are expected to hit a five-year high in apartment con-struction. Among these are two newcomers to the top builders' club – the metro areas of Kansas City, Mo., (4,967 units), and Raleigh, NC (4,836 units).
- There's a trend shift compared to last year. In 2020, 13 metros out of the top 20 experi-enced decreases in apartment construction. This year, only six out of 20 metros are seeing drops.
- The Dallas-Fort Worth metro area is the torchbearer of apartment construction for the fourth year in a row. Renters can rejoice knowing there are 21,173 new units in the pipe-line, to be available on the market by year end.
- A welcoming sight: New York metro returns to pre-pandemic levels, with 19,375 projected units. The area is expected to see an 11 percent increase in apartment construction compared to last year.
- Phoenix is one of the surprising markets this year, claiming the No. 3 spot nationally. A much-needed supply of 15,846 units is planned here, creating 76 percent growth com-pared to 2020.
- Charlotte, NC is witnessing a boom, with a 100 percent increase in apartment construction. The projections show 10,723 apartments to be delivered this year. Orlando, FL is another promising market, with 78 percent growth, projections at 8,211 units.

Of all the metros analyzed, eight are set to hit their peaks in apartment construction this year compared to their totals from the last five years.

WMFHA Committed to Giving Back to Our Community

Continued from Page 6

incentives, and fewer restrictions.

Washington needs to build 10,000 new apartment homes each year to meet the growing demand for homes. Apartment construction contributes $4.2 billion to Washington's economy annually, creating 16,000 much-needed jobs.

Apartments and their residents contribute $3.4 trillion to the national economy annually, supporting 17.5 million jobs, showing the immense contribution of rental housing to communities.

The apartment industry and lawmakers at all levels of government have a variety of policy levers they can use to address the need for more apartments. Our elected officials must begin to act by working with the housing industry and WMFHA on policies that benefit residents of our state, not harm housing providers.

Working Together to Solve Affordability Challenges

Policymakers should reform regulations and outdated rules to lower construction costs and create an environment conducive to building apartment homes at a variety of price points. Business and local leaders should collaborate to find actionable solutions to address the unique needs of communities throughout the country.

Public-private partnerships can help us solve the country's housing affordability challenge.

The country needs to build 328,000 new apartment homes each year to meet demand. Yet, the industry averaged just 255,000 annual completions from 2011-2018. If this demand goes unmet, existing affordability issues will only be exacerbated and our residents will pay the price of that inaction.

The apartment industry stands ready to work with urban, suburban, and rural communities in every region to meet the housing demand of Americans across all income levels, especially in our own state.

State and local governments have a toolbox of approaches they can take to address the apartment shortage and help reduce the cost of housing. They can:

- Adopt local public policies and programs that harness the power of the private sector to make housing affordability more feasible.
- Increase public-private partnerships.
- Leverage the state-level authority to overcome obstacles to apartment construction.
- Collaborate with business and community leaders to promote apartments.

Only together can we improve housing opportunities for all Washingtonians. WMFHA is leading the way to support our state and our local community partners to make a difference.

WMFHA supports the rental housing in-dustry by providing quality educational opportunities, coordinating networking events for personal growth, and by ad-vocating for legislation equitable to our industry and the broader community. To learn more about membership in this passionate organization, call us at 425-656-9077 or visit our website at www.wmfha.org. Follow us on Facebook and our other social channels for up-to-date information on association activities.

How to Troubleshoot a Broken Garbage Disposal

By Phil Schaller

Garbage disposals are my company's No. 1 maintenance request. Here is your guide to troubleshooting and fixing a garbage disposal.

We like fixing garbage disposals because, most of the time, they're super-easy fixes. Chances are your broken garbage disposal isn't broken at all - it's either jammed, the disposal motor tripped, the circuit breaker tripped, or it's simply not plugged in. We'll get into all this in a moment, but first, let's go over how to properly use your garbage disposal to avoid most of these problems in the first place.

Misuse of the garbage disposal can lead to jams and trips. Only food waste should go into a garbage disposal, but even then there are foods that should be avoided. When the wrong foods are thrown down the disposer, it can clog and overwork the device. You also might experience unpleasantries like foul odors and leaks. In order to avoid these issues and more, here's a quick list of 10 things that should never go down your garbage disposal in the first place:

- Any non-food item
- Bones or shells
- Coffee grounds
- Vegetable peels
- Banana peels
- Shredded lettuce
- Nuts, seeds, and pits
- Fibrous food scraps, like corn husks or celery
- Sticky food like oatmeal, rice, or quinoa
- Fats, oils, and grease

Now we're ready to start troubleshooting. First, a safety warning! If you like having fingers, never, ever, we repeat, ever, work on a garbage disposal that is plugged in. (Maybe some of you noticed that when you went to unplug the device from the outlet under the sink, that it was already unplugged. So you plugged it back in and it's working beautifully. Congrats. You can stop reading now!)

For everyone else still working with a non-functioning garbage disposal, after you unplug the disposal, check that the outlet is getting power. Plug something else into the outlet and check if it works. If not, the circuit breaker likely tripped. Locate the control panel and the garbage disposal switch. If it's in the off position, we've found your problem. Switch it on and go check if the disposal is now working.

If your disposal still isn't working and it's not a power-supply issue, press the reset button on the bottom of the disposal. This is usually a red button that trips when the disposer works too hard.

Still not working? Unplug the garbage disposal and inspect the inside of it through the sink drain hole. If the spinning blades are not easy to wiggle around, then there is likely a jam stopping the unit from turning. Using an Allen wrench, turn the center bolt underneath the unit a few times – this typically dislodges any stuck material. Still no luck? As a last resort you can take it all apart and unclog whatever is stuck inside.

The garbage disposal is connected in three spots: the hose, the drain to the sewer system, and the main connection at the top to the bottom of the sink. Disconnect everything and unscrew the disposal from the bottom of the sink. Remove the rubber lid and check inside. Hopefully, you'll find the source of the jam, because if not, you most likely do have a broken motor, in which case, you need to buy a replacement.

Hopefully, you were lucky and were able to fix your garbage disposal from these steps!

If you have any questions or concerns about troubleshooting your garbage disposal, or if you are interested in learning more about RentalRiff's property maintenance service, give us a call at 541-600-3200. Phil Schaller is an experienced landlord and the founder/CEO of RentalRiff - an alternative service to traditional property management that provides ongoing oversight and upkeep of rental properties, while serving as the main point of contact for tenants. Maintenance and repair costs are included and property specialists are licensed/insured. Phil is a Pacific Northwest native, father of two, and fly-fishing addict.

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3 Reasons Investors Prefer Real Estate

Contributed by Ashcroft Capital

Two common forms of investment strategies that smart investors use to grow their wealth with passive income include creating a diversified portfolio of stocks and investing in real estate. While investing in the stock market is beneficial for numerous reasons, investing in private market properties like multifamily provides several advantages. Here are three important reasons why some investors prefer multifamily private placement investments over stock market investments.

No. 1. Lower Volatility

Stocks can have a volatility that's not found with most private placement offerings. Real estate provides a long-term cash flow provides passive income and the promise of appreciation[1].

The stock market is particularly vulnerable to several different forms of risk, which include economic, inflationary, and market risks. This volatility can occur because of company-specific or geopolitical events. The real estate market across the U.S. has been strong for more than a decade. Since 2010, the national housing market added $11.3 trillion in value – a more than 50% increase[2].

No. 2. Your Gains Can Be Deferred

If you sell a property that you've invested in and put the proceeds towards purchasing a similar property, your capital gains taxes can be deferred to a later date, which is called a 1031 tax-deferred exchange[3]. During this process, a qualified intermediary will hold the proceeds from the sale until the money can be transferred to the other property's seller. Engaging in a 1031 allows you to avoid the 15-20% long term capital gains tax rate[4].

No. 3. Can Be Used As Hedge Against Inflation

Over time, the value of a dollar increases as a result of inflation. While the value of currency will invariably increase over time, the rate of inflation isn't always consistent. As inflation rises, the cost of everything goes up, including real estate[5]. When property values increase, the property owner can charge more for rent, which ensures a higher revenue stream. By keeping pace with inflation, you gain an advantage that is difficult to obtain with stock market investments.

It's never too early to start generating passive income. Placing some of your money into multifamily private placements could help you balance your portfolio and reduce the potential for losses.

To assist you on this journey, download this free 20-page guide to Understanding Real Estate Private Placements.

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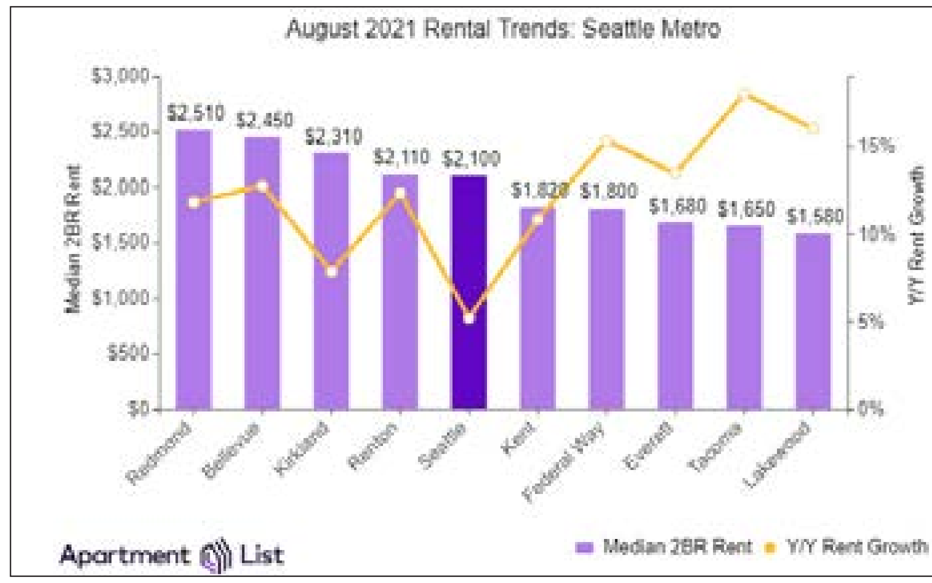
1 Investopedia. "Reasons to Invest in Real Estate vs. Stocks"
2 Zillow. "Recovery Added $11.3 Trillion to U.S. Housing Value in the 2010s.
3 Internal Revenue Service. "IRS 1031 Exchange."
4 Investopedia. "1031 Exchange Rules: What You Need to Know."
5 Forbes. "How Buying a House Can Hedge Against Inflation."



Rents in Seattle Continue Climb for 7th Month

Continued from Page 1

Here's a look at how rents compare across some of the largest cities in the metro:

- Tacoma has seen the fastest rent growth in the metro, with a year-over-year increase of 18.0 percent. The median two-bedroom there costs $1,649, while one-bedrooms go for $1,257.
- Lakewood has the least expensive rents in the Seattle metro, with a two-bedroom median of $1,583; rents increased 1.9 percent over the past month and 16.0 percent over the past year.
- Redmond has the most expensive rents of the largest cities in the Seattle metro, with a two-bedroom median of $2,510; rents grew 2.8 percent over the past month and 11.8 percent over the past year.

Rents also increased sharply in other cities across the state, with Washington as a whole logging rent growth of 10.0 percent over the past year. For example, rents have grown by 31.2 percent in Spokane and 14.3 percent in Vancouver.

Apartment List estimates the median contract rent across new leases signed in a given market and month, using data from the Census Bureau's American Community Survey. Growth rates are calculated using a same-unit analysis similar to Case-Shiller's approach, comparing only units for which they observe transactions in multiple time periods to provide an accurate picture of rent growth that controls for compositional changes in the available inventory.

Halt Urged to Evictions

Continued from Page 1

the letter said.

"We also know we cannot address this challenge alone. State and local governments play a crucial role as administrators of programs like Emergency Rental Assistance (ERA) and as leaders of their own housing agencies, judiciary systems, and other components of government that are essential to keeping Americans in their homes. We are urging you to exercise your own authorities-as states, cities, and counties representing millions of Americans already have to take action to prevent unnecessary evictions, including:

- "Enacting state and local eviction moratoriums during the remainder of the public health emergency. Six states and the District of Columbia already have eviction moratoriums in place. As the president called for, we are encouraging all other state and local governments to use their legal authorities to appropriately put in place or extend their own eviction moratoriums.
- "Working with state and local courts to require landlords to apply for ERA before they commence eviction proceedings. State and local governments or courts should ensure that all tenants have the opportunity to apply for rental assistance before any proceedings begin, and landlords seeking eviction should be required to apply for rental assistance first – a policy already implemented in some states and localities.
- "Staying eviction proceedings while an ERA application is pending. By taking this step, as some states and localities already have, courts can ensure that tenants have a fair opportunity to apply for federal aid and that unnecessary evictions are avoided. While we call on courts to stay eviction proceedings, state and local governments must also speed the delivery of rental assistance to meet courts' deadlines.
- "Using ERA and American Rescue Plan State and Local Fiscal Recovery Funds to support the right to counsel and eviction-diversion strategies. Tenants are more likely to avoid eviction and remain stably housed when they have access to legal representation. Legal counsel can also aid in the successful completion of ERA applications. We encourage state and local governments to use ERA and Fiscal Recovery Funds to launch right-to-counsel programs and invest in court navigators and diversion programs.
- "Helping tenants navigate the ERA application process. The Treasury Department has issued recent guidance streamlining the ERA application process, for example, by making clear that grantees can rely on self-attestation from tenants for certain eligibility requirements. State and local governments can continue to build on these efforts by removing unnecessary barriers to ERA funds."

The letter said the ERA program and the state and local fiscal-recovery funds have provided tens of billions of dollars to support renters and landlords. The Treasury Department reported recently than about 89 percent of the funds had yet not gotten into the hands of landlords or tenants due to state and local processing delays.

"It is critical that renters be given the chance to receive that aid before being subject to eviction. Many state and local governments are working hard to get rental assistance to those in need as quickly as possible, and these policies will help ensure renters are not evicted before those resources reach them," the letter said.

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