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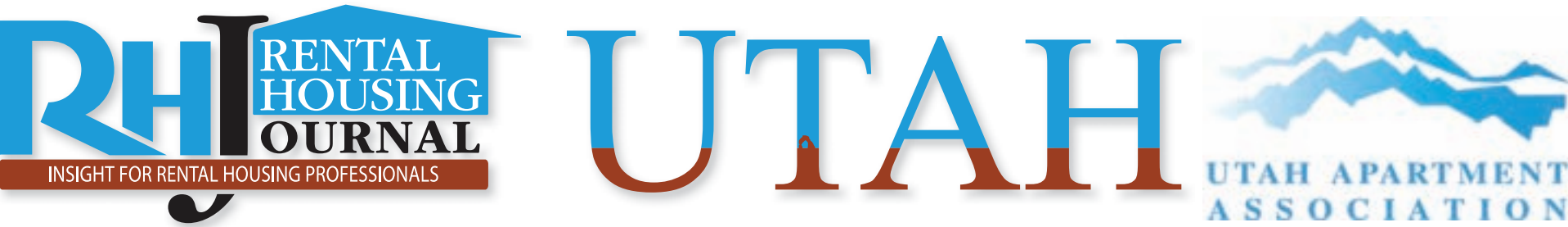
6-7. **Congratulations to Our 2021 Topaz Award Finalists!**

**UPCOMING EVENTS:**

**General Membership Meetings** —7 p.m. Dec. 14, 2021 — Live Meeting: Holiday Bingo

**C.A.M. Certification** — Virtual Courses via Zoom— 9 a.m. Dec. 14, 2021 — Risk Management ([www.uaahq.org/cam](http://www.uaahq.org/cam))

**UPRO Certification** — Virtual Classes via Zoom: 9 a.m.-1 p.m. Dec. 9, 2021 ([www.uaahq.org/upro](http://www.uaahq.org/upro))



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# 5 Christmas Tree Safety Tips to Share With Tenants

Live Christmas trees, with their fresh pine smell and green branches, are a key part of Christmas celebrations for many renters. However, keeping a Christmas tree indoors without proper care can lead to house fires.

Christmas trees are responsible for 300 fires annually, resulting in injuries, millions of dollars in property damage and even deaths. Following a few Christmas tree safety tips will greatly reduce the risk of a house fire that is either caused or assisted by a live Christmas tree.

Here are 5 Christmas tree safety tips that you can share with your tenants to ensure that they and your property will be kept safe from fire during the holiday season.

## 1. PICK THE RIGHT TREE

When choosing a live Christmas tree, See '5' on Page 4



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2021 Utah Apartment Association

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Dear Rental Housing Professional,

There are noble professions, and you are involved in one! “For our renters “Life Happens” in our apartments and homes,” said one past Lifetime Achievement Award winner. The companies and individuals who care for and make possible Utah households being able to live their lives, achieve their dreams and experience all that life has to offer are noble.

Sometimes doing what we do is difficult, but it can be incredibly rewarding. That’s why we are so proud of you who develop, lease, manage and maintain the 300,000 rental units in our great state.

This year, the new Topaz Awards honors the noble companies, properties and practitioners who do some much to make the lives of almost 1 million Utah renters better.

We hope you too will honor the finalists, aspire to high standards of professionalism and quality, and seek to provide excellent service to your residents. (See list of finalists on pages 6 and 7)

Join us January 14th at Little America at our Topaz Gala to honor the excellence in our industry.

Sincerely,  
Holly Sanford , 2021 UAA Board Chair  
Paul Smith, Executive Director



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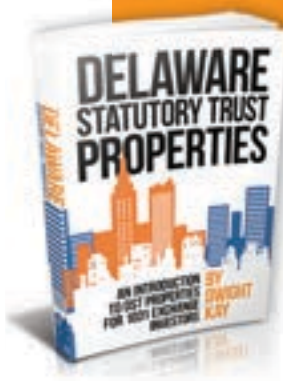




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# Hurry Up. Time is Running Out to Use Qualified Opportunity Zones to Help Defer Taxes on a Windfall Profit

By **Betty Friant, CCIM, Senior Vice President, Kay Properties & Investments**

It’s a great feeling when you sell some stock, a piece of real estate or the business you’ve poured your life into for a nice profit that puts a small fortune into your bank account. But then comes the tax bill to take a little bit of the bloom off that rose. It’s downright painful to hand your hard-earned money over to the government — even at the reduced capital gains rate.

The good news is, every now and then, the feds are willing to cut you a break. And there’s one tax break a surprising number of investors have never even heard of, let alone taken advantage of.

### WHAT ARE QUALIFIED OPPORTUNITY ZONES?

Qualified Opportunity Zones (QOZ) are relatively new, and were created by Congress as part of the Tax Cuts and Jobs Act of 2017. The purpose of this new program was to encourage long-term investments in low-income communities across the United States. According to the United States Department of Treasury, there are more than 8,700 QOZs in the country, including in territories like Puerto Rico. The bottom line is that QOZs are a social program with the intent of redeveloping impoverished districts throughout the country by driving private capital to underserved communities and 35 million Americans by offering tax incentives to investors. These Zones are typically located on the outer edges of underdeveloped areas — outside the most blighted areas which investors will avoid no matter how many tax advantages they offer.

### DOING WELL BY DOING GOOD

Qualified Opportunity Zones can provide qualified investors a unique way to reduce taxes while doing something good for those who are less fortunate. By simply rolling profits over from the selling of stocks, cryptocurrency, bonds, jewelry, art, or real estate into a Qualified Opportunity Zone, accredited investors can reap an array of tax benefits — assuming they make the investment within six months of realizing their capital gain.

It’s critical to note that unlike a 1031 real estate exchange, you’re re-investing your profit only — not your basis.

### THREE EXAMPLES OF HOW QOZS WORK (BE WARNED: ONE OF THESE BENEFITS EXPIRES SOON)

Let’s take a look at the three ways you can save...

- **Tax Saving Opportunity #1:** Investors who invest capital gains income can defer their re-invested capital gains taxes until the end of 2026. In other words, you won’t owe the IRS a penny on that money until April 2027.
- **Tax Saving Opportunity #2 (expires on December 31, 2021):** Better yet, if you invest your profits before December 31, 2021, you get the added benefit of a 10% step up on the basis of your original investment — which only adds to your tax savings.
- **The BIG Prize:** Reduce A seven-figure tax bill down to zero
- **Tax Saving Opportunity #3:** However, those tax savings are nothing when compared to the much bigger benefit you get if you hold your investment for at least 10 years and a day. If an investor held their Qualified Opportunity

Zone investment for 10 years, that taxpayer wouldn’t have to pay even a penny in taxes on the profits they made— no matter how big they are.

As you can see in the chart above, the biggest takeaway of Qualified Opportunity Zone Funds is that after an investor holds their position in the investment for 10 years, there is no tax on the asset’s appreciation. That’s zero. So, if an asset appreciates 20 or 30 percent, that could translate to a significant return for the investor.

### WHO MIGHT TAKE ADVANTAGE OF THIS UNIQUE TAX SAVINGS OPPORTUNITY?

Qualified Opportunity Zone Funds are best suited for investors who have capital gains generated from the sale of an asset that may not be eligible for a traditional, like-kind 1031 exchange. So, one type of investor for a Qualified Opportunity Zone Fund could be appropriate for someone who holds shares in a stock that experienced high appreciation and now wants to sell it.

Or, another candidate who might be a good Qualified Opportunity Zone Fund investor would be someone who recently sold a business that created a potential significant long-term capital gains tax event.

The third type of investor who might be interested in a Qualified Opportunity Zone fund is a real estate investor who wants to generate some liquidity by selling their investment property. While a 1031 exchange investor is required to leave in their original principal and their gains, and even roll forward their debt, a Qualified Opportunity Zone investor is able to keep their original basis to do with as they please, and receive a tax deferral on the portion of the gains they invest in an OZ fund, resulting in instant liquidity.

The critical component for any investor is that they need to have sold the asset(s) within the prior 180 days and realized a capital gain.

### TAX SAVINGS AREN’T ENOUGH

As great as all this sounds, it’s important to carefully evaluate a project’s true investment potential before considering the tax benefits — especially since you’re required to keep your money locked up for at least 10 years in order to enjoy the full tax benefit. Like any real estate investment, there is no guarantee for cash flow, distributions or appreciation, and can result in the full loss of invested principal.

You see, as an investor with 20 plus years of experience in commercial real estate and investment sales who regular-

ly advises high-net-worth investors, Kay Properties always emphasizes the importance of understanding the investment first and then the tax benefits. It’s better to look at the tax benefits as “gravy,” rather than as a reason to make an investment you otherwise wouldn’t even consider.

The good news is, plenty of development projects currently available. Plus, because many of these locations were determined to be economically challenged areas based on 2010 Census data and the Tax Cuts and Jobs Act was passed in 2017, many of these properties are now located in some of the hipster neighborhoods across the country.

### HOW TO FIND GOOD QUALIFIED OPPORTUNITY ZONE PROJECTS?

Kay Properties & Investments works with a variety of carefully vetted sponsors to find the projects best suited to our clients. And we help our clients find Qualified Opportunity Zone properties that match their objectives and are appropriate for their situation.

We’re happy to introduce you to these sponsors and to help you analyze which one is the best fit for you.

Regardless of whether an investor decides to move forward with a Qualified Opportunity Zone fund investment or not, there are certain questions that each investor should ask their advisor before moving forward with this type of investment. These questions include:

### WHERE ARE THE REAL ESTATE PROPERTIES LOCATED?

Make sure you understand the underlying market fundamentals of the area. One thing in particular I advise my clients is to try and find a location where long-term demand is inherent in the market.

### WHAT IS THE MAKE UP OF THE FUND IN TERMS OF DIVERSIFIED ASSETS?

One of the ways to help reduce risk is to choose a property that are diverse in nature. For example, a portfolio with only one large project could be considerably more vulnerable to other competitors with the same type of building. Try to find a portfolio that has a balance of multifamily, retail, and distribution.

### WHO IS SPONSORING THE INVESTMENT PROPERTIES, AND WHAT KIND OF REPUTATION DO THEY HAVE?

Just like with any profession, there are quality QOZ advisors with years of experience and there are very inexperienced advisors who have very little experience. Avoid financial planners and other generalists and look for a firm that does nothing but real estate investments. Also, you will want to find a firm that is very particular

about the type of properties they offer investors. Ask specifically what type of real estate assets they have previously invested in, and try to get some historic performance data.

### WHAT ARE THE RISKS ASSOCIATED WITH INVESTING IN A QUALIFIED OPPORTUNITY FUND?

It’s important to go into any investment with eyes wide open. Walk away from any firm that tells you this investment is “guaranteed” to make money. There are always 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.

### ABOUT THE AUTHOR:

Betty Friant holds her FINRA Series 6, Series 22, and Series 63 licenses, in addition to the coveted CCIM designation, that recognizes expertise in commercial and investment real estate.



She currently is Senior Vice President with Kay Properties & Investment’s Washington D.C. office where she serves as an expert Delaware Statutory Trust (DST) 1031 exchange advisor to high-net-worth investors and 1031 exchange clients. In her executive capacity with Kay Properties, Friant was instrumental in assisting the firm achieve a record \$408 million of equity placements for real estate investments in 2020 and is at the forefront of helping Kay break that record in 2021.

Prior to joining Kay Properties, Betty spent 35 years in the commercial real estate industry focused on the acquisition and disposition of single-tenant NNN properties, including acting as Senior Managing Director for the Calkain Companies and co-founder of a Sperry Van Ness office in Winchester, VA.

Betty has spent her career building a reputation for providing superior client service that emphasizes transparency, integrity, and attention to details. This lifelong effort was recently recognized by GlobeSt. as one of the “2021 Women of Influence” in the commercial real estate industry.

In addition to her focus on the commercial real estate industry, Betty is dedicated to her family and is involved in the volunteer efforts of several community and civic organizations.



Chair’s Message

The Importance of Networking



HOLLY SANFORD  
Chair,  
Utah Apartment Association

In Utah we are lucky to be part of one of the largest organizations for owners and managers in the country. This gives us an excellent opportunities to meet with other owners, managers, vendors and service providers, which is one of the best resources that the association provides.

KEYS TO NETWORKING

When it comes to networking, here are 7 things that you need to make sure that you do in order to be successful.

- 1. **Don’t forget your business card.** Having contact information that you can quickly and easily give out is important in order to follow up.
- 2. **Break the ice quickly.** You don’t have to be fancy

about it, just going up and saying hello to people and asking them how they are enjoying the event or class can make for an easy segue into taking about common issues.

- 3. **Join a conversation, don’t hijack it.** If you see a group discussing something you don’t need to take over in order to be included. Conversely, feel free to join into an ongoing conversation if you have something to add!
- 4. **Give yourself time to chat.** Arriving early is the easiest way to find other people to talk to.
- 5. **Set a goal of meeting a certain number of people and try to stick to that goal.**
- 6. **Pay attention to who asks questions.** If another attendee asks a question that is relevant to you, it might be worth meeting them to discuss your similar interests and issues.
- 7. **Keep in contact.** Don’t wait until next year’s trade show to reach out to your new friends, you might want to follow up within the next few weeks, and it’s always a good idea to keep in touch at least a couple times a year.

OPPORTUNITIES

The UAA provides several excellent opportunities to network. The best by far is the UAA Annual Fair Housing Conference and Trade Show, which bring together thousands of landlords, property managers and rental housing specialists from around the state, and also includes hundreds of vendors and specialized service providers. I strongly recommend that you do this, especially if you have never had the opportunity to attend before. You will be able to find other people who know exactly what kinds of issues you face, and who might have some ideas or solutions that can help you.

Other networking opportunities include UAA classes, especially the monthly General Membership Meetings that the UAA hosts at the end of every month, as well as the other events put on by the UAA - including the Reverse Trade Show, Golf Tournament, and Awards Banquet. Also, for those who really want to get involved, we have the UAA Committees where you can work with other members to help plan events, recruit new members, run community service activities, design educational materials and direct our Government Affairs issues. Not only is this a great way to get involved, it is a fun way to meet other members and network.

Ask the Attorney

‘I Have an Eviction Order; How do I Handle the Lockout?’



JEREMY SHORTS, Esq.  
Utah Eviction Law

**Question:** “I have an Eviction Order, how do I handle the lockout?”

**Answer:** An Order of Restitution (or eviction order) from the court usually requires that a Sheriff or a Constable be the one to enforce the order and perform the lockout.

If the tenant refuses to leave, this is not something that the landlord should do by yourself. Having a sheriff or constable finish the lockout will help to ensure everything is done correctly.

There will be additional cost associated with the lockout, but if the case ends up back in front of the judge, you will be glad that everything was done correctly. If anything was handled incorrectly or the order was wrongfully enforced, the tenant may try to make a claim for wrongful eviction or

damage to their personal items.

As a piece of practical advice, allowing a sheriff or constable to enforce the order will also protect you as the landlord from any emotionally charged or dangerous situations which may arise as you attempt to perform a lockout on your own.

**Jeremy Shorts, Esq.**  
**Utah Eviction Law**  
**Phone: 801-610-9879**  
**Fax: 801-494-2058**  
**Email: info@utahevictionlaw.com**

5 Christmas Tree Safety Tips to Share With Tenants

Continued from Page 1

tenants must look for one with fresh, green needles.

The needles should never fall off when touched. Although it’s sometimes hard to determine, tenants should choose a tree that hasn’t been cut for long. A reputable tree lot will tell customers where the trees were cut and how long ago. Before setting up the tree indoors, tenants should cut about 2 inches off the base of the trunk to better facilitate the intake of water. Most tree lots will perform this service for customers before they take the tree home.

2. CHECK TREE LIGHTS

Faulty lights are a leading cause of holiday



house fires, so advise tenants to check the lights they place on the live tree.

Check the lights to make sure that no bulbs are missing or broken, and look at the wiring to ensure there are no cracks. Tenants should never plug more than three light strings

into one outlet, because overloaded outlets could lead to an electrical fire. Light strands are generally only good for a few years, so encourage tenants to get rid of any lights that are more than 5 years old.

3. KEEP THE TREE HYDRATED

The live Christmas tree should be put in water as soon as possible.

If tenants plan to keep it outside for a day or two before moving inside, ask them to place it in a bucket of water. A good rule of thumb is to never let the base of the tree dry out. Tree stands should hold at least a quart of water, about what a cut tree will absorb each day. Make sure tenants are aware that their tree needs watered every day. They may even want to consider using a humidifier in

the room if the climate is quite dry. Some commercial Christmas tree preservatives may also boost the life of a live tree.

4. KEEP TREE AWAY FROM HEAT

Trees should not be placed near a heat source like a heating vent, fireplace, candle or radiator.

Proximity to these things will cause the tree to dry out faster, making it a bigger fire hazard. Avoid placing the tree in direct sunlight as well, because exposure can also hasten a live Christmas tree’s demise.

5. POST-CHRISTMAS DISPOSAL

Encourage tenants to get rid of their live Christmas trees soon after the holiday is over.

By then, the tree will be nearly dry and keeping it around for long increases the risk of a fire hazard. Check to see if your city has a Christmas tree disposal program and let your tenant know the day and time of pickup. Discourage tenants from keeping an old, dry tree outside against the house, because that is also a fire hazard.

As a landlord, you must decide whether you will prohibit tenants from getting live Christmas trees via the wording in your lease agreement. At the very least, make sure that your tenants carry renter’s insurance if you are going to allow such a fire hazard into your rental property. Sharing these tips about live Christmas trees with your tenants could save both of you a lot of time, money and stress.



Director’s Messsage

Tenants Signed the Lease and Paid the Deposit But Changed Their Minds



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

“I have a renter who signed a rental agreement and paid the deposit several weeks ago to move in at the beginning of next month. Now he’s saying he doesn’t want to rent the place anymore. What should I do?”

The good news is they signed the agreement and paid a security deposit. The professional way to handle it would be to communicate the following:

“We understand things have changed and you no longer wish to move in. We will immediately attempt to re-lease the rental home. If we can get it re-leased by the first of the

month, we will deduct only the cost of labor and marketing for the replacement tenant. If it takes longer than that, you will be responsible for daily rent until re-rented.”

Be understanding and polite. But explain to them they signed a binding contract, and you will do your best to rent it quickly, but there will be costs associated with their default. Occasionally owners and managers have to re-lease a place someone signed a lease on; they should do their best to mitigate damages by re-leasing quickly. But the tenant is responsible for the “actual damages” of the contract default, which include labor and marketing costs and daily rent until the property is re-rented.

You will “apply” the security deposit to any damages/ costs.

For instance, if the security deposit was \$1,000, and the labor and marketing to re-lease come to \$200, you would return the remaining \$800. If the daily rent is \$40 a day and it takes 15 days to rent, or \$600, you would deduct the \$200 marketing costs and \$600 lost rent = \$800 from the \$1,000

and they would get \$200 back.

Sometimes the purpose of security deposits is misunderstood. Deposits are used to cover costs. Some people think deposits are “forfeited”, if a tenant breaks the lease, but as a matter of law they can only be “applied” to damages. The word “damages” has a broad definition including:

- Lost rent
- Marketing/labor
- Cleaning
- Physical damage
- Other costs like unpaid utilities, late fees, etc.

In this case since they never moved in there are no cleaning costs or damages, but there are lost rent and marketing/labor costs. So, if someone asks “Do I forfeit my deposit” because they decided not to honor the agreement; the answer is no – deposits are applied to damages. The deposit was \$1,000 in this hypothetical. If damages exceed the \$1,000, they would end up owing more. If damages are less, they will get a partial refund.



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Rental Housing Journal is a monthly publication of Rental Housing Journal, LLC.

**Mailing Address**  
4500 S. Lakeshore Drive, Suite 300  
Tempe, AZ 85282

**Website**  
www.RentalHousingJournal.com

**Email**  
info@rentalhousingjournal.com

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(480) 454-2728 - main  
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# Congratulations to our 2021 Topaz Awards Finalists!

## 100% Section 42 Property of the Year

Garden Lofts, Wasatch Property Mgmt  
Green Grove Apartments, AMC  
The Sage, Wasatch Property Management

## Best Leasing Office or Clubhouse

4th West, Greystar  
Anthology at Vista Station, Greystar  
Eaglegate, Greystar  
Hardware Village, Greystar  
ICO Fairbourne Station II, ICO Communities  
Ritz Classic Apartments, Weidner  
Soleil Lofts, Wasatch Property Management  
The Bigelow, AMC  
The Pointe at West Point, Greystar  
Upper West, Greystar

## Best Model

21 Lux, Greystar  
Anthology at Vista Station, Greystar  
Colonial Court, Greystar  
Hamilton Crossing, Greystar  
Hills at Sandy Station, Weidner  
Parc Ridge Apartments, Wasatch Prty Mgmt  
Preston Hollow, AMC  
Ritz Classic Apartments, Weidner  
Rockledge at Quarry Bend, Greystar  
The Hudson, Wasatch Property Management  
Upper West, Greystar  
Vida at Daybreak, Greystar

## Development of the Year

21 Lux, Greystar  
Anthology at Vista Station, Greystar  
ICO Vista Station, ICO Communities  
Mirella, Greystar  
Quattro, Greystar

## Development of the Year

Soleil Lofts, Wasatch Property Management  
The Beverly, Greystar  
The Charli, AMC  
Upper West, Greystar

## Outstanding On-Site Team North

Bridges Apartments, Weidner  
Decker Lake Apartments, AMC  
Hardware Village, Greystar  
One West, Greystar  
Ritz Classic Apartments, Weidner  
San Moritz, Wasatch Property Management  
Springs of Country Woods, AMC  
The Essex, Greystar

## Outstanding On-Site Team South

Boulder Canyon, Avenue5 Residential  
Copperwood Apartments, Greystar  
Cottages on 7th, Greystar  
Four Seasons Southtowne, Wasatch PM  
ICO Monteval, ICO Communities  
Soleil Lofts, Wasatch Property Management  
The Aston at University Place, ICO Comm.  
Upper West, Greystar

## Outstanding Senior Property

Cottages on 7th, Greystar  
Grovecrest Villas, AMC  
Kimpton Square, Wasatch Property Management

## Property of Excellence Northern Utah

7th West, Greystar  
Bria, Greystar  
Foothill Lofts, Wasatch Property Management  
ICO Station Parkway, ICO Communities

## Property of Excellence Northern Utah

Layton Meadows, AMC  
The Pointe at West Point, Greystar

## Property of Excellence Salt Lake County

Boulder Hollow, Triton Investments  
Brigham Apartments, Greystar  
Cottages on 7th, Greystar  
ICO District, ICO Communities  
Incline at Anthem, NXT Property Management  
Legacy Cottages of South Jordan, NXT PM  
Liberty Hill, Cowboy Properties  
Parc View, Wasatch Property Management  
Quattro, Greystar  
San Marino, Wasatch Property Management  
Soleil Lofts, Wasatch Property Management  
Triton Terrace, Triton Investments  
Tuscany Cove Apartments, Bridge PM

## Property of Excellence Southern/Central Utah

Herriman Town Center, AMC  
The Exton at University Place, ICO Comm.

## Associate Members Outstanding Customer Service

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Paul Davis Restoration  
PPG Architectural Coatings  
Restore Pipe  
Utah Eviction Law

## Service Provider of the Year

Apartments.com  
Atlas Disposal  
Brewster Insurance Group  
Rent Dynamics  
Rentler  
Rent Path  
Surface Restoration  
Valet Living  
Western Reporting  
WSI Trash Valet & Recycling

## Supplier of the Year

Contractors HVAC  
Conservice  
Ferguson Enterprises  
Fibers  
Fit Logistix  
Hardy Manufacturing  
HD Supply  
Home Depot Pro  
Sherwin Williams  
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AWARDS

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# Congratulations to our 2021 Topaz Awards Finalists!

### Assistant Manager of the Year North

Amanda Roberts, Greystar  
Brittney Sprague, Greystar  
Cris Himmer, Greystar  
Eileen Lopez, Cowboy Properties  
Elizabeth Ochoa, AMC  
Rocio Fiallo, Weidner  
Sue Ann Jones, Greystar  
Sydney Sagel, Triton Investments  
Tommy Robinson, Greystar

### Assistant Manager of the Year South

Amy Bliss, NXT Property Management  
Ana Davis, Greystar  
Cami Hone, Greystar  
Cole Cummings, Weidner  
Danielle Allred, Avenue5 Residential  
Jane Seegmiller, Greystar  
Jenna Nemeth, ICO Communities  
Jessica Findlay, Cowboy Properties  
Marche Weffer, Greystar

### Leasing Agent of the Year

Alek Hernandez, Greystar  
Alyssa Brady, Greystar  
CJ Glone, Greystar  
Colton Clayburn, Greystar  
David Fougler, NXT Property Management  
Diana Hawick, Greystar  
Lilian Ayala, Weidner  
Makayla Drinkwater, Greystar  
Makayla Lawrence, Wasatch Prty Mgmt  
McCall Sperry, Wasatch Prty Mgmt  
Sela Van App, AMC  
Steven Mendez, Triton Investments  
Victor Saenz, Greystar

### Maintenance Supervisor of the Year North

Antonio Galvan, Cowboy Properties  
Carl Arnold, Greystar

### Maintenance Supervisor of the Year North

Cody Schenk, Triton Investments  
Dave Carter, Greystar  
David Vera Hernandez, NXT Prty Mgmt  
Demetrio Soto, Bridge Property Mgmt  
Eric Boettcher, NXT Property Mgmt  
Fernando Ramirez, AMC  
Kevin Cam, NXT Property Management  
Nicholas Phelps, Greystar  
Sam Hofeling, Weidner  
Trevor Waldron, AMC

### Maintenance Supervisor of the Year South

Aldo Peralta, Cowboy Properties  
Caleb Richardson, Greystar  
Jacobo Lopez, Wasatch Prty Mgmt  
John Schaller, Wasatch Prty Mgmt  
Mark Johnson, Wasatch Prty Mgmt  
Matthew Wheelwright, Bridge Prty Mgmt  
Mike Alvord, NXT Property Management  
Salvador Guerrero, Wasatch Prty Mgmt  
Terry Romero, Greystar  
Tom Tracy, NXT Property Management  
Tracy Peterson, Weidner  
Vaggio Guevara, Greystar

### Maintenance Technician of the Year

Aisake Ongoonotau, Greystar  
Anthony Martinez, Wasatch Prty Mgmt  
Bernardo Gonzalez, Greystar  
Blair Phillips, Cornerstone Residential  
Daniel Vernard, ICO Communities  
Korey Tesch, Greystar  
Pedro Munoz, Greystar  
Tony Valdez, Greystar

### Property Manager of the Year Large Community

Cassidy Gilbert, Wasatch Prty Mgmt  
Cat Kidder, Weidner  
Chelsea Perry, Greystar  
Heather Troutwine, Greystar  
Katie Holt, ICO Communities  
Kirsti Collins, NXT Property Mgmt  
Kylie Martinez, Cowboy Properties  
Mary Zitzman, Greystar  
Sylvia McHenry, Wasatch Prty Mgmt  
Trish Richmond, NXT Property Mgmt

### Property Manager of the Year Medium Community

Ann Russell, Wasatch Prty Mgmt  
Anna Kudrya, Avenue5 Residential  
Brianna Billette, Wasatch Prty Mgmt  
Courtney Cottle, NXT Property Mgmt  
Jason Konkle, Wasatch Prty Mgmt  
Mallory Freidrich, Greystar  
Michela Seehusen, AMC  
Scott Sleater, NXT Property Mgmt  
Stephanie Drinkwater, Greystar  
Yen Nguyen, Greystar

### Property Manager of the Year Small Community

Amber Pehrson, Greystar  
Candace Sanchez, ICO Communities  
Colton Denson, NXT Property Mgmt  
Emily Largin, Greystar  
Katie Baker, Greystar  
Kori Desimore, Greystar  
Nahomi Perdomo, Greystar  
Sarah Zarate, Triton Investments  
Shauna Ellsworth, Cornerstone Residential  
Russ Wigren, Greystar  
Whitney Thomas, Greystar

### Regional Manager of the Year

Brittany Stewart, Wasatch Prty Mgmt  
Candice Waddell, Greystar  
Chantay Fry, Triton Investments  
Heidi Llewellyn, Greystar  
Jean Smith, NXT Property Management  
Kara Haddock, Greystar  
Mary Owens, Core Communities  
Natasha Smith, Avenue5 Residential  
Stacie Walker, Greystar  
Whitney Bates, AMC

### Rookie of the Year

Adrian Gongora, Greystar  
Aubree Hawks, ICO Communities  
Bianca Payan, AMC  
Joel Rashid, Wasatch Prty Mgmt  
Mimi Carey, Greystar  
Miranda Underwood, Greystar  
Nancy Avilla, Greystar  
Noe Lopez, Greystar  
Sean Flounlacker, Greystar  
Sindy Vazquez, Cornerstone Residential

### Single Family Management Company of the Year

BRIM Property Management  
Equity Property Management  
Harman Property Management  
HomeRiver Group  
Ledingham Properties  
Real Property Management  
Reeder Property Management  
Vision Property Management  
Welch Randall Property Management



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**3. Simplified Accounting** - Owners and managers can track income and ex- pense for each unit, property and compa- ny. Perfect for mid and small size property managers and indepen- dent rental own- ers, who neither have the need or budget for larger, more ex- pensive software.

**4. Management Database** - Rente- gration.com is an easy to use, database driv- en software. Most form fields are auto populated from the database. The mod- ules are all integrated and work together. For example, a customer can use the rent- roll function to identify all delinquencies, apply fees, and cre- ate eviction forms with a few simple clicks of the mouse.

**5. Value** - Large property manage- ment companies that use Rentegra- tion.com for only forms generation will save time and money over other methods. Mid and small size prop- erty managers and independent rental owners can manage their entire busi- ness at a fraction of the cost of other software and forms.

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