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Short Session, Rental Assistance, and Eugene

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FCC Nixes Revenue-**Sharing Deals** for Broadband

RENTAL HOUSING JOURNAL

The Federal Communication Commissions (FCC) in a ruling criticized by many multifamily housing operators says it is prohibiting revenue-sharing agreements between broadband companies and apartmentbuilding owners, according to a release.

"The Federal Communications Commission has long banned internet service providers from entering into sweetheart deals with landlords that guarantee they are the only provider in the building. But the record in this proceeding has made it clear that our existing rules are not doing enough and that we can do more to pry open the door for providers who want to offer competitive service in apartment buildings," said FCC Chairwoman Jessica Rosenworcel in a release.

"One third of this country live in multi-tenant buildings where there

See 'FCC' on Page 7

End of Grace Period, Part Deux

CLIENTS

By Bradley S. Kraus PARTNER, WARREN ALLEN LLP

March is upon us, and with it, a renewed sense of normalcy begins to return as of this writing. Many of the COVID-era laws have expired and were not renewed, but some remain. Last month, I discussed some changes that would come as March approached. This article is a continuation of, and expansion upon, some of those topics.

As discussed last month, the biggest change March brings is the ability to pursue debts from the Emergency Period. However, exactly what to put in those notices, given payments likely occurred from July forward, requires an understanding of how payments were applied during COVID-era protections. Those will also be going back to the old rules as of March 1.

During the COVID-era protections, payments that were received from any source on or on behalf of the tenant were required to be applied in a certain manner. First, they were applied to the current month's rent, followed by utilities, late fees, and finally, any other claims against the tenant. It is important that landlords scrutinize their ledgers to ensure they have applied payments correctly over the past months.

As of March 1, the old application of

payment method found in ORS 90.220(9) returns. That means that payments received from the tenant are now applied as follows:

- (A) Outstanding rent from prior rental periods;
- (B) Rent for the current rental period; (C) Utility or service charges;
- (D) Late rent payment charges; and
- (E) Fees or charges owed by the tenant under ORS 90.302 or other fees or charges related to damage claims or other claims against the tenant.

The above may provide landlords with additional strategies as it relates to pursuing unpaid balances, even if the tenant tenders payment during the month

of March.

INVOICES

Another change as of March 1 is the sunsetting of Senate Bill 282's protections against unauthorized guests. During the COVID-era rules, landlords were unable to enforce unauthorized-guest provisions in their rental agreements. Landlords were required to offer these guests the ability to apply to become temporary occupants, if the guests could satisfy their criminal criteria and enter into a temporary occupancy agreement. As of March 1, landlords are now free to enforce the unauthorized-occupant restrictions in their leases in the normal course. That means, assuming the landlord can prove

See 'Many' on Page 6

Can One Bad Applicant Spoil Whole Bunch?



By David Pickron

It might seem like an antiquated phrase since most of us no longer buy apples in bulk, but the concerns about one bad apple spoiling the whole bunch are real.

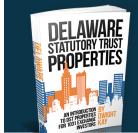
As it applies to our industry, this is becoming a critical issue. Here's why: With the rapid increase in rents over the past few years, more and more of our properties are being shared by more than one tenant in an effort to be able to just afford the rent.

In most cases as we backtrack, having more than one tenant would

See 'Can' on Page 5



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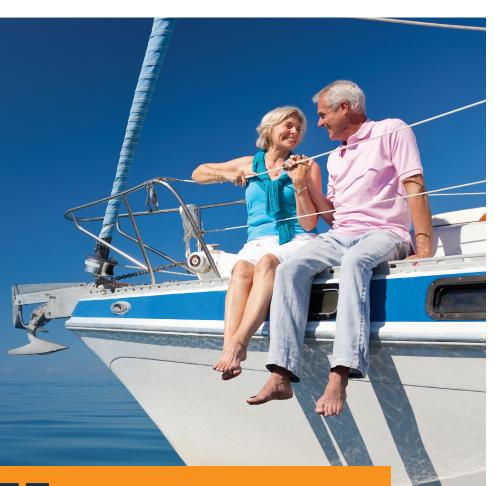
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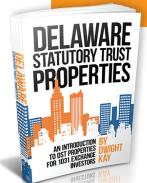




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Kay Properties is a national Delaware Statutory Trust (DST) investment firm. The www.kpi1031.com platform provides access to the marketplace of DSTs from over 25 different sponsor companies, custom DSTs only available to Kay clients, independent advice 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 150 years of real estate experience, are licensed in all 50 states, and have participated in over \$30 Billion of DST 1031 investments.

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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.

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Six Ways to Ensure Your 1031 Exchange is Successfully Completed

By Steve Haskell Vice President, Kay Properties

Whether you are an investor or a real estate broker, selling investment or business real estate can be an expensive venture unless you are prepared to conduct a 1031 exchange.

Section 1031 of the federal tax code dictates that no gain or loss shall be recognized upon the sale of a real estate property held for business or investment purposes, as long as the seller purchases a replacement property of equal or greater value. This can be a solid opportunity, potentially, to preserve the gain and accrue additional wealth. However, the 1031 exchange can be a tricky process that has frustrated many amateur and professional real estate investors alike.

So, to help potentially avoid having your 1031 exchange blow up in your face, here are six steps to consider as you advise a client on undertaking and entering into a 1031 exchange:

STEP 1: KNOW THE APPLICABLE DEADLINES.

The IRS requires an investor to identify a replacement property within 45 days, and to close on the target property within 180 days of selling the relinquished property. That doesn't leave much time to hunt for the right deal, but it's enough time. Working with an expert 1031 exchange investment firm like Kay Properties can help investors successfully complete their 1031 exchange within these timelines.

STEP 2: GET EDUCATED ABOUT ACCEPTABLE TYPES OF REPLACEMENT PROPERTIES.

The IRS requires an exchanger to reinvest in a "like kind" property. However, "like kind" does not necessarily mean the same type of property. There are a variety of options available. For example, if you are selling a duplex in San Diego, that doesn't mean you need to replace it with another duplex. The 1031 exchange allows investors to replace relinquished real estate with a variety of asset types. It can be a medical building, single-family home, multifamily apartment building, raw land, self-storage facility or any other investment real estate. The type doesn't matter as long as it is held for investment or business purposes. Ideally, investors should know what they are looking for in a replacement property well before going into escrow on the property they are selling. Again, working with a 1031 exchange investment firm like Kay Properties can greatly reduce the stress and confusion surrounding 1031 exchanges.

STEP 3: NARROW DOWN THE OPTIONS WHILE IN ESCROW.

I cannot tell you how many times I have seen 1031 exchange investors in a desperate panic once they hit day 30 of their 45-day window with not a single replacement option identified for their exchange. This is an extremely stressful position. But don't worry, this article should help spare you the anguish.

One good strategy is to locate five to 10

potential replacement properties as the closing date of the property you are selling gets closer. But be prepared that as you move through escrow, many of the new properties you have identified will likely be acquired by other buyers or will not prove to be satisfactory under the scrutiny of some due diligence. That's why developing a short list of potential replacement properties prior to relinquishing the original asset can be one of the most important strategies for preventing having your 1031 exchange blow up!

STEP 4: Make sure your financing is lined up ahead of time.

Investors will often call me in a panic because they've located their replacement property, but they cannot access the financing necessary to purchase the asset. It is important to make sure that they have the financing lined up before closing on the property being sold to spare themselves from a stressful and potentially expensive predicament. That's one reason fractional ownership structures for 1031 exchanges can be attractive for investors wanting to complete a 1031 exchange. For accredited investors, a Delaware Statutory Trust (DST) investment may be a suitable option. In addition, DSTs have a non-recourse financing component baked-in to each investment so the investor does not need to sign for a loan. A DST may be an ideal opportunity for an investor looking to a 1031 exchange to be a passive, turn-key solution with required financing already established.

STEP 5: HAVE A BACKUP PROPERTY IDENTIFIED JUST IN CASE.

The IRS code allows investors to identify replacement properties using different rules. The most common rules used are to either identify three properties for their 1031 exchange or identify real estate valued at up to 200% of the property that's being (or been) sold. This means there is room for back-ups. Take advantage of the opportunity. An exchanger should never leave an empty space on their ID form, which is submitted and filed with a qualified intermediary. More often than not, the exchanger's primary option won't work out ... even if it looks like a sure thing! Also, I have often seen unscrupulous sellers exploit the buyer's 45-day time clock in order to press their back against the wall, forcing the exchanger into an inferior negotiating position. Backup property options can strengthen the exchanger's negotiating power by providing additional options.

For accredited investors, a DST can be an excellent option for a backup strategy. DST properties are already purchased, stabilized, and can potentially provide monthly distributions to investors. There is no negotiating and the due diligence is already complete. Additionally, an exchanger can often close on a DST in three to five business days. I often recommend my clients use a DST as a backup ID if there is room in their exchange and it is appropriate for their situation.

STEP 6: Make sure to start to NEGOTIATE A 1031 CONTINGENCY IN YOUR PURCHASE AND SALE AGREEMENT.

Many buyers are willing to allow a 1031 contingency that will permit the seller to extend escrow on the property being sold if the seller can't find a replacement property. For example, try to negotiate a clause that extends escrow for you by including an additional 30 days if you are unable to identify a suitable replacement property. This can be a quick and easy way to buy additional time should you have difficulty locating the right 1031 exchange investment.

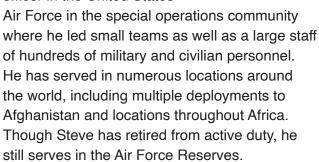
Bottom Line: a 1031 exchange can be a potentially great tool for building and preserving wealth, but it can be a daunting process if not properly prepared. If you decide to do a 1031 exchange, make a point to start early, get educated, narrow down their options, line up financing, have a backup ID, and negotiate for more time in case they need it. When appropriate and if they qualify as an accredited investor, use a DST as part of your 1031 exchange strategy. There are no guarantees in real estate, so it is always best to plan ahead when considering a 1031 exchange.

ABOUT THE AUTHOR:

Steve Haskell serves as Vice President at Kay Properties and Investments working with

1031 exchange and direct investment clients throughout the country. Steve is based out of Kay Properties San Diego office.

Steve comes to Kay Properties and Investments after serving for seven years as an officer in the United States



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

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Short Session, Rental Assistance, and Eugene

By Michael Havlik Deputy Executive Director, Multifamily NW

SHORT SESSION

When this article goes to print, the legislative short session will be over. The short session was frenzied, as expected, and as promised, we worked to prevent substantial changes to ORS 90. It is our expectation that the only bill that will have a material impact on rental housing in Oregon will be SB 1536, which addresses air conditioning in multifamily housing. This legislative concept was crafted after Oregon experienced last summer's "heat dome," which resulted in more that 100 fatalities due to the extreme temperatures. We agreed to work on this bill in advance of the session.

It is worth sharing that the collaborative experience working on SB 1536 is something we've not seen for some time. The author of the bill contacted MFNW early in the process, and welcomed input on both legal and technical issues. Our Government Affairs Committee scoured the early drafts, and identified unintended consequences, which were then corrected. There was give-and-take in good faith, with all parties recognizing the importance of getting the bill right.

RENTAL ASSISTANCE

As you are probably aware, March 1st has passed, and certain eviction protections have now expired. Despite extraordinary resources within the state, programmatic, technical, and communications shortcomings have hampered the distribution of these resources, and both renters and housing providers continue to struggle with the uncertainty of the programs.

Had it not been for MFNW advocating in SB 891 for prompt notification to property owners of rental assistance denials, housing providers would be completely in the dark about the status of their renters. With no outward sense of urgency, the processing rate of assistance payments is slowing weekly, and many payments are misdirected or mislabeled. The new Landlord Guarantee Fund has not provided the help anticipated, as eligibility was "narrowly tailored" to depend entirely on communication from the renter.

One ray of hope for renters and housing providers is that the secretary of state's office has announced an audit of the program. We are hopeful that the findings will include the overarching principle that aid programs are not just "tenant-facing," and that involving housing

providers and renters early in the process will always result in improved efficiency and reduced housing uncertainty.

EUGENE

The City of Eugene is exploring the adoption of several components of Portland's FAIR Ordinances. As you likely know, Portland's FAIR ordinances have not improved access, pricing, or supply of rental housing. Many indications suggest that FAIR has driven smaller independent rental owners out of the market.

As a percentage of its housing supply, Eugene relies to a greater extent on independent rental owners. With vacancy rates projected to continue well below 2 percent for the next five years, the city can ill-afford to take further action to constrain supply.

On March 16, 2022 at noon, the Eugene City Council will hold a 90-minute work session to discuss the proposed renter protections. We would encourage industry professionals to tune into this work session on the Eugene Public Meeting YouTube channel to gain a better understanding of how our industry is regarded, and how these decisions are made.



FORM OF THE MONTH

M189 OR Video Surveillance Addendum

This template was created to adopt reasonable restrictions on use of video surveillance in apartment communities. Owner/Agent can opt whether residents may install video surveillance (such as security cameras or video doorbells) that capture property images and sounds outside of the dwelling unit. If allowed, it also denotes where and how the video surveillance may be mounted, powered and where its field of view may be directed.

The Multifamily NW Forms Collection is available immediately and electronically at www.RentalFormsCenter.com, via electronic subscription software through www.tenanttech.com & by mail or pick-up of printed triplicate forms at www.multifamilynw.org.

Multifamily NW Schedule WEBINAR: OFFRAMP TO THE OFFRAMP - NAVIGATING SB 891 MARCH 7 10:00 AM - 11:00 AM WEBINAR: CITY OF PORTLAND FAIR - SECURITY DEPOSITS MARCH 8 10:00 AM - 12:00 PM MARCH 9 NEW DATE: REVERSE TRADE SHOW 1:00 PM - 6:00 PM WEBINAR: IT'S THE LAW: FOR CAUSE NOTICES: 'CAUSE YOURS CAN BE BETTER MARCH 11 12:00 PM - 1:00 PM MARCH 14-18 VIRTUAL CAPS COURSE MARCH 15 WEBINAR: WA IT'S THE LAW 12:00 PM - 1:00 PM MARCH 15 WEBINAR: LEASING WITH CONFIDENCE 1:30 PM - 3:30 PM MARCH 16 WEBINAR: UTILITY BILLING WORKSHOP 10:00 AM - 11:00 AM **WEBINAR: HR ANSWERS - HANDLING TERMINATIONS** MARCH 16 3:30 PM - 4:30 PM MARCH 21 WEBINAR: HOW TO SAY NO 10:00 AM - 11:00 AM MARCH 29 AFFORDABLE AFTERNOONS WITH ADAM-AFFORDABLE HOUSING COVID-19 UPDATE 12:30 PM - 1:30 PM MARCH 30 WEBINAR: HARASSMENT AND NEIGHBOR V NEIGHBOR DISPUTES 10:00 AM - 11:30 AM

Can One Bad Applicant Spoil the Whole Bunch?

Continued from Page 1

equate to having more than one applicant for the lease. And when you have more than one tenant potentially on the lease, there are three major questions you need to answer before signing that lease.

QUESTION 1: WILL I GET MY RENT?

Logically, it is easy to assume that having more tenants in the property would up the odds that you are going to get paid in full and on-time. More people and more income should add up in the landlord's favor, but that isn't always true. Proper screening, including criminal, civil and credit checks, is critical if you want to protect your investment. Let's consider that you have three individuals who are friends apply to rent your property. They each complete an application and upon review, you find that one of them has a history of evictions, has credit below the standard you normally require for this property, and is currently unemployed.

What do you do? You have a few options and things to consider.

- How are the credit and eviction histories of the other applicants?
- How long ago was the eviction for the affected applicant?
- Was it affected by COVID or other outside circumstances?
- What kind of history does the applicant have with the other applicants who have good credit?

In essence, you have to rely on your criteria and your calculated trust in the other applicants on the lease to pull through with payments, even when or if the poorly qualified tenant can't fulfill his portion of the lease payment.

This by far is the easiest of the three questions to answer because the additional tenants can always help carry the payments if needed. The next question is much more difficult as it deals with the complexities of



personality and behavior.

QUESTION 2: WILL MY PROPERTY BE TAKEN CARE OF?

This question is where a careful review and analysis of each applicant's criminal history is critical in ensuring the value of your property.

It's been said that we become the sum of the five people we spend the most time with. If one or more of your applicants has a criminal history, the likelihood of them having friends and associates with similar history grows exponentially.

Let's say you have an applicant with a history of drugrelated arrests. While it's not a guarantee, the odds of that applicant having friends with similar histories are high.

Any seasoned landlord will testify that the criminal crowd has a history of destroying property, either through their own negligence or the negligence of the people they invite over. So while you may have two tenants who are law-abiding and take great care of your property, you have to be on the lookout for the one that can bring destruction.

Again, having and applying a strict criteria on each applicant can help save you and your property.

QUESTION 3: IS MY (AND THE NEIGHBORS') SAFETY COMPROMISED?

This may seem like an outrageous question, but my experience says that it's much less far-fetched than you might believe. The last thing a landlord wants is to compromise their safety and the safety of the surrounding neighbors.

We've all heard the news stories where the neighbor can't believe that their neighbor was involved in (fill in the blank) and that they seemed like such "a nice guy." It's only when the reporter unveils the laundry list of criminal offenses and past disturbances that the neighbors and the general public see what the offender was really like.

Having a criteria and using the background check results to measure against it for each and every applicant is paramount in keeping all involved in a safer situation. If I have to go to the home to collect unpaid rent, I'd rather go in knowing my safety wasn't in question when I knock on the door.

Let me reiterate, you need to look at each applicant individually. Then take that individual analysis, add it all together, and make your rental decision.

I always invite you to reach out with questions you have regarding applicants. While we don't offer legal advice, we can provide you with practical solutions that we have discovered over the last 30 years in managing properties and performing applicant background checks.

Our goal is to help ensure you get paid and that your property is taken care of, all while keeping you safe.

David Pickron is president of Rent Perfect and a fellow landlord who manages several short- and longterm rentals. He is a private investigator and teaches organizations across the country the importance of proper screening. His platform, Rent Perfect, was built to help the small landlord find success. You can







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From the Desk of the Executive Director

Collecting COVID Rent May Be Easy as Riding a Bike

By Ron Garcia EXEC. DIRECTOR OF PUBLIC POLICY

Was there ever a specific date in your life that you fervently waited for to finally arrive?

My 16th birthday — when I could finally drive! That's the one that comes to my mind. I literally counted down the days for a whole year. I was sure my life would change immediately when I'd be free of my old bicycle and could run around town in my new, souped-up hotrod! True, I didn't own a car and had no money to buy a car, but it was a great and exciting life vision.

I look back now and think how young and naïve I was, and how I can only wish that my happiness today could ever boil down to such a simple and specific milestone.

Yet here I am, 50 years later, realizing I'd been similarly anticipating another magic date: Feb. 28, 2022. That's the date when all the past-due rent from the Oregon eviction moratorium finally becomes due and payable! The date that our tenants would be back to normal, and our bank accounts would once again be funded. The magic date when the State of Oregon had promised to finally make landlords whole again.

AH, THE WHIMSY OF **INNOCENT HOPE**

Instead, on March 1st this month many rental housing providers got a realitycheck in place of their rent check. And they want to know what to do next. "Can I demand payment? Can I evict a tenant if they still owe me past rent? What are my rights? How do we get through this maze??"

Let's begin by first understanding that the past-due rent that has now become due and payable is only for that period from April 1, 2020 to June 30, 2021, (I call it "COVID-rent.")

Let's also realize that through the wild joy-riding payment experiences of the

Emergency Rental Assistance Program (ERAP), and Landlord Compensation Fund (LCF), and Landlord Guarantee Program (LGP) that have been chaotically distributed throughout the last year, a lot of that COVID-rent has finally been paid.

It may have been paid by any of the three funds. The LGF paid 80 percent of the debt in its first round and 20 percent in its second round. The LGP paid up to 60 days' worth of safe harbor funds in its first round and any amount due since December 2021 in its second round, as long as the tenant has been disqualified for rental assistance or has vacated the unit during that time. The ERAP also had two rounds of payment.

WHAT DOES THAT MEAN?

The bottom line is that there is still a lot of unpaid COVID-rent that remains outstanding; some of it has been "committed" through assistance applications that are processed, but as-yet not paid out. The balance of COVID-rent is seemingly being abandoned by the state and left needing to be collected.

And (oh-by-the-way), many of those uncollected dollars of COVID-rent are owed by past tenants who have long since moved out, and as such, cannot face an eviction.

So "What's the story and what do I do?" we're asked.

To determine what to do about the delinquency requires knowing what months of rent have not been paid, combined with whether the tenant is still occupying the unit, and whether they have supplied a screenshot proving they have applied for rental assistance (and if so, how long ago, and whether any amount has been paid either by ERAP or the LGF since providing that proof).

IT'S COMPLICATED. **H**ERE IS AN EXAMPLE:

Let's say I have a tenant who was horribly affected in April 2020 at the start

Many COVID-Era Protections Now Expiring

Continued from Page 1

that an unauthorized possessor is staying at the premises, a notice of termination for cause may be an option.

Finally, landlords should keep in mind that eviction protections related to rent assistance remain in place throughout most of this year pursuant to Senate Bill 891. That means that landlords must continue to serve non-payment notices with the SB 891 disclosures, which can be found in the bill itself. Any notice without these disclosures is defective. If a landlord has non-payment termination rights, even one based upon the emergency balance, a tenant's provision of rent-assistance documentation may still require a

landlord to pause termination efforts. Documentation can come in many forms, but if a tenant provides written proof not simply verbal statements—that they have a pending application for rental assistance, landlords may not serve a nonpayment notice or initiate or continue an eviction based upon non-payment.

Bradley S. Kraus is an attorney at Warren Allen LLP. His primary practice area is landlord/tenant law, but he also assists clients with various litigation matters, probate matters, real estate disputes, and family law matters. You can reach him at kraus@warrenallen. com or at 503-255-8795.

of the pandemic and unable to pay rent for the next 15 months. I applied for the LCF and received a payment for 12 months of rent (80 percent of what was owed), leaving three months still delinquent.

The tenant had a hopeful start and began paying their rent current in July 2021. Sadly, they became delinquent again in September 2021. At that time, they showed me a screenshot proving they had applied for ERAP. But, after two months I still hadn't been paid, so in November I applied to the LGP and got 60 days of rent paid.

Now, my tenant once again paid January rent current, but fell behind again in February 2022. Their application for ERAP shows the funds are "committed" but no rent check has arrived. What can

If I send them a for-cause termination notice for non-payment of rent, (an eviction notice) all they would need to do to prevent any action from taking place is to send me a screenshot showing once again that they have re-applied for assistance.

If they don't do that and we show up in court, there will be state- or countypaid lawyers present to counsel the tenant on how to avoid the eviction (generally helping them re-apply for assistance). This process will put off all further rent collections until June 30, 2022, by law. So now what?

We have found our way through the maze, and back to that magic date of Feb.

Unfortunately, it's still a bit of a wild ride. Some attorneys are recommending that landlords file suit for payment in small claims court for the COVID-rent. because an eviction is not practical. Some landlords may choose to ignore that and file a for-cause termination for the COVID-rent due for non-payment. Others are calling collection companies for their assistance. Some rental property owners have decided it's just too much to deal with and have called their real estate agent to sell the property instead.

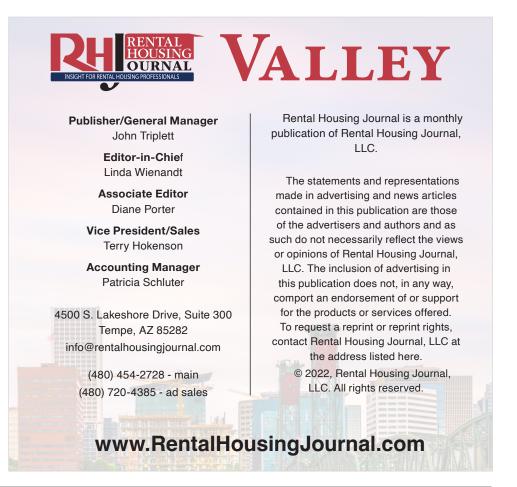
WHAT ABOUT THE TENANTS?

Many feel betrayed by the state for dragging their heels on promised rental assistance. Many have recovered from the pandemic-era hardships and are asking their landlords to work with them, to help catch up. Some are getting loans to pay the back-owed debt. Some are moving out. Others are waiting to see what happens next, because they still have four months left of the safe harbor.

It is a sad story, all around. There are many victims and no perfect solutions on either side. These are definitely not the results I naively envisioned. Ultimately though, I still believe that if a tenant and housing provider can keep their lines of communication open and trust each other, they may yet find a pathway out of this maze. It could be as simple as finding out what the hold up is on the rental assistance application, and resolving it (like a missing W-9 form, or an incorrect owner email, etc.)

It reminds me of when I was 16 and finally got my driver's license. Here's what took place next: I wrecked my mom's car on the second day of driving. No one was hurt but I ended up riding my bike for the next two years. In hindsight, it was easier for me to just continue holding on to what I already had, even though there was no great satisfaction in it at the time.

Eventually I got a car, and since then I have had a lot of really cool cars, but looking back, they never did give me the great joy I once hoped for.



FCC Cracks Down on Revenue-**Sharing Deals for Broadband**

Continued from Page 1

often is only one choice for a broadband provider, and no ability to shop for a better deal," Rosenworcel said. "The rules we adopt will crack down on practices that prevent competition and effectively block a consumer's ability to get lower prices or higher quality services."

Multifamily buildings are denser than single-family housing, "which should make them less costly to serve. For this reason, the multifamily market should be at the leading edge of competition, but too often, that's just not the case. One reason why is that there is a complex web of agreements between incumbent service providers and landlords that keep out competitors and undermine choice," Rosenworcel said.

THREE MAIN REQUIREMENTS

- 1. Prohibits broadband providers from entering into certain revenuesharing agreements with a building owner who keeps competitive providers out of buildings.
- Requires providers to inform tenants about the existence of exclusive marketing arrangements in simple, easy-to-understand language that is readily accessible.
- 3. Clarifies existing FCC rules regarding cable inside wiring to prohibit so-called sale-andleaseback arrangements that block competitive access to alternative providers. The FCC said companies have circumvented rules by selling

the wiring to the building and leasing it back on an exclusive basis.

CRITICISM OF THE ORDER

The National Multifamily Housing Council (NMHC) and National Apartment Association (NAA) criticized the move by the FCC.

"The FCC claims its actions will increase competition, lower costs, and promote broadband in apartment buildings," the NMHC and NAA said in

"Yet, by nullifying existing, legal agreements between broadband providers and property owners, the order may very well discourage investment and harm deployment and maintenance of broadband networks, particularly in already underserved properties most in need of broadband deployment and modernization. Unfortunately, the order does nothing to help Americans living in these communities that lack adequate broadband service, including lowerincome, affordable and smaller rental properties.

"The multifamily industry cares deeply about equitable access and providing the highest quality of broadband to our residents. Industry data shows competition and superior broadband service already exists, with 80 percent of apartments surveyed having two or more providers on site," the NMHC and NAA said in the release.



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