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Circulated Monthly To Thousands Of Apartment Owners, Property Managers, On-Site & Maintenance Personnel



Combating Common Tenant Complaints

By Jen Baker

Being a landlord is hard work, especially if you want to be a great one who keeps your tenants happy and your units occupied. The best landlords are masters of business and people skills, able to manage their books and their properties while also handling tenant issues and managing employees. But even they get complaints from their tenants from time to time. Here are some ways to manage the most common tenant complaints.

1. INSUFFICIENT NATURAL LIGHT

As people continue to spend more time in their homes due to remote working during the pandemic, natural light can have a considerable influence on how a tenant feels in a space. Adding windows is a costly renovation, but you can make a rental that’s low on natural light look more inviting with a few simple changes:

- Furnish the apartment with
- See ‘10 Ways’ on Page 7*

Rent Growth Picks Up Steam

RENTAL HOUSING JOURNAL

Even though rents are growing more slowly than in 2021, national rents in March were up 0.8 percent over the previous month, according to the latest report from Apartment List.

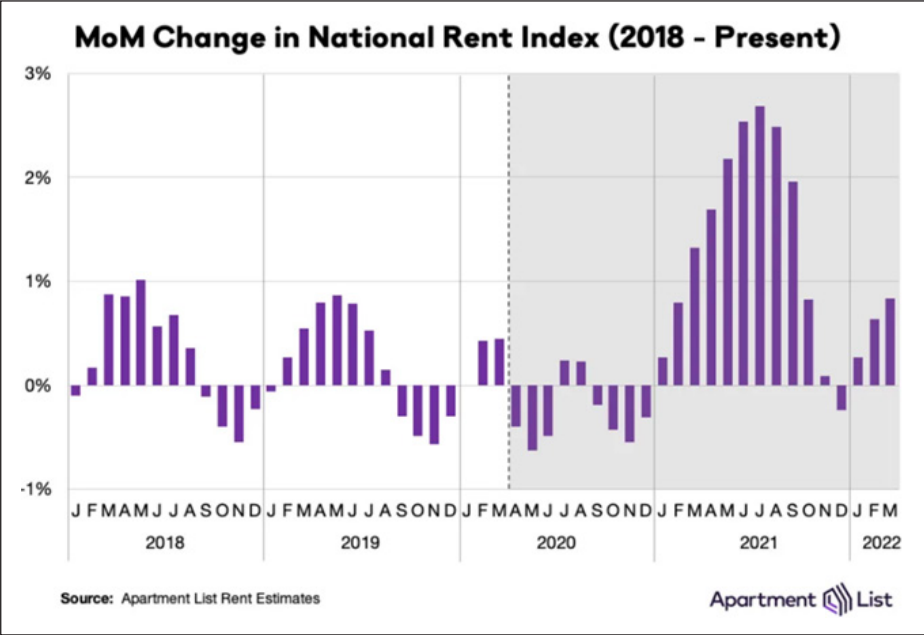
Over the first three months of 2022, rents have increased by a total of 1.8 percent, “but we’re just beginning to enter the busy season for the rental market, when the bulk of annual rent growth typically occurs,” write Chris Salviati, Igor Popov, Rob Warnock, and Lilla Szini in the April report.

Rent growth has slowed down notably since last summer, “but it still appears that we’re on track for another year of above-average growth.”

With the exception of December, rents continued to trend upward through the winter slow season, and “growth is now accelerating as we enter the spring and summer months, when rental activity is normally at its peak. Even if prices don’t rise as rapidly as they did in 2021, we’re already seeing signs that this year will continue to bring rent growth well in excess of the pre-pandemic trend,” the report says.

The vacancy index shows that rental market tightness is continuing to ease.

“Our vacancy index has now slowly ticked up for seven consecutive months and currently stands at 4.6 percent.



“Although the recent vacancy increase has been modest and gradual, it represents an important inflection point, signaling that tightness in the rental market is finally beginning to ease. However, the vacancy situation still remains historically tight.

“Over the past seven months, our vacancy index has been increasing by an average of 0.1 percent per month. If that pace continues, we won’t hit a vacancy rate of 6 percent – the pre-pandemic norm – until

next summer. Nonetheless, the gradual increase in vacancies in recent months has likely been contributing to the slowdown in rent growth,” the report says.

“As we enter the spring and summer months, rental activity is likely to pick up, and rent growth is likely to accelerate. Despite a recent cool-down, many American renters are likely to remain burdened throughout 2022 by historically high housing costs,” the report says.

Multifamily Summer Maintenance



By Kris Servidio

Summer is on the horizon for many multifamily communities, especially those across the Southwest. While the change in season may appear to be a harmless shift to warmer temperatures, it opens communities to several maintenance-related areas of opportunity.

To uphold exceptional standards of service, proactivity is the most important element in summer maintenance. At Mark-Taylor, we begin our summer maintenance efforts in the spring, prior to the influx of emergency requests due to a change in season. It also helps us get a jump start on pool season, alleviating the additional pressure that mass use puts on our amenities.

Being hyper-proactive benefits all parties – residents, community management and maintenance staff. The following checklist, outlining our tried-and-true summertime maintenance methods, will help you bring our proactive approach to your community:

1. BEAT THE HEAT WITH YOUR SUPPLY ORDERS

A surplus of maintenance issues is expected on the first weekend of summer and the first weekend of winter; the drastic changes in temperatures may throw off your teams’ maintenance routines if practices do not adjust to evolving needs.

See ‘Summer’ on Page 4

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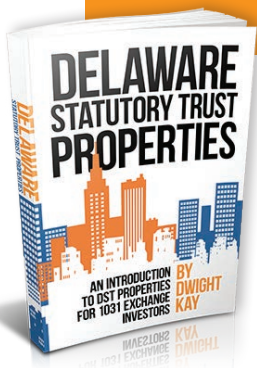
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Kay Properties is a national Delaware Statutory Trust (DST) investment firm. The www.kpi1031.com platform provides access to the marketplace of DSTs from over 25 different sponsor companies, custom DSTs only available to Kay clients, independent advice 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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Why Real Estate Syndication Is Important for Delaware Statutory Trust 1031 Exchange Real

By **Matt McFarland**
Vice President Kay Properties

Delaware Statutory Trust 1031 exchanges have never been more popular, and one of the reasons behind this growth and investor appeal is the power and flexibility of real estate syndication. Real Estate syndication is a major underlying principle for how a Delaware Statutory Trust 1031 investment is structured, and why they continue to grow as an alternative investment for accredited investors.

“A lot of people still don’t know about the potential benefits of the 1031 DST syndication structure. Last year, we helped our clients complete more than \$600 million of equity investments in these 1031 DST vehicles,” explained Dwight Kay, the founder and CEO of Kay Properties who is a prolific author on the subject including authoring multiple white papers and what some consider to be the first book ever published on the subject.

What is Syndication and How Does it Work within the Real Estate Investment Arena

Generally speaking, syndication is the process of organizing a group of individual investors or an organization for the purpose of collectively investing in an asset that requires a significant amount of capital. When applied to the world of real estate investments, syndication refers to the process of organizing a collection of investors to combine their financial resources in order to purchase one or more real estate assets. Real estate syndication means investors are issued beneficial interests or shares of real estate. Profits and losses are usually split according to their respective percentage ownership interests.

The concept of syndication is especially relevant when discussing Delaware Statutory Trusts because not only do DSTs qualify for 1031 exchanges as outlined in Revenue Ruling 2004-86 of the Internal Revenue Code Traditional 1031 exchanges often involve a sole investor exchanging investment real estate into another like-kind real estate asset. A Delaware Statutory Trust 1031 exchange allows multiple investors to own real estate for their 1031 exchange or cash investments. In addition, unlike other group investment structures such as Tenant in commons (TICs) which limit the number of investors to 35, DSTs allow for a much higher number of investors (typically up to 499 investors), creating an ideal choice for investors who want to access larger and potentially more diverse real estate assets.

What are the Benefits of a Delaware Statutory Trust Syndication?

Benefit #1: Passive Ownership

One of the most attractive aspects of DST 1031 exchange investments to many investors is that they eliminate the challenges associated with active ownership and management. In DST investments, a sponsor creates the DST and has the responsibility of managing the entire business and assets of the trust. These responsibilities can include the following:

- Underwriting the real estate deal
- Conducting all the due diligence on the property (ies)
- Arranging the necessary financing - although some DST 1031 investments are debt free with no loans on them

Key Takeaways:

- How does Delaware Statutory Trust Syndication benefit investors?
- Why can Real Estate Syndication via a DST potentially reduce risk for investors*?
- What is the Portfolio Optimization and Diversification Theory?
- How do real estate syndication and DST investments can help investors access larger real estate assets

- Creating a business plan for the property (ies)
- Finding a property management team.
- Coordinating investor relations and potential monthly distribution checks to investors.

In this way, the Delaware Statutory Trust syndication provides investors a passive ownership structure.

According to Kay, in exchange for giving up active management, the passive investor of a DST 1031 property will typically receive 100 percent of the pro-rata portion of any potential principal pay-down from the loan on the property, thereby potentially building equity. In addition, DST 1031 properties are structured so that the investors in the DST receive 100 percent of their pro-rata portion of the potential rental income generated by the property’s tenants.

“Furthermore, although appreciation is never guaranteed, DST 1031 investors receive 100 percent of their pro-rata portion of any potential net appreciation of the property over the hold period,” said Kay.

Benefit #2: Access to Larger, Institutional Grade Assets

Another attractive element for investors of syndicated Delaware Statutory Trust 1031 exchanges is that they provide investors within the trust the opportunity to access large, institutional grade real estate assets that would otherwise potentially be outside of an individual investor’s price point. With a typical investment minimum investment of \$100,000, individual investors in a DST can purchase an ownership interest in large industrial distribution centers, medical buildings, self-storage facilities, and even large \$50 million-plus apartment communities. In this way, the syndication structure of Delaware Statutory Trust 1031 exchanges allows investors to access a level of real estate that they oftentimes would not have been able to buy before.

Benefit #3: The Potential to Reduce Risk Through Greater Diversification*

A third advantage of the Delaware Statutory Trust syndication structure compared to a normal 1031 exchange is that it increases the ability of investors to invest in multiple properties, thus potentially reducing individual risk. Beyond the ability to allow investors to participate in multiple investment properties, DST syndications also allow investors to invest in multiple asset classes (multifamily, commercial buildings, self-storage, medical facilities, industrial distribution centers, etc.) as well as in multiple geographic locations. Portfolio optimization and diversification was first recognized by Nobel-Prize winning economist Harry Markowitz, and continues to be one of the most proven economic theories for success today, including its application in Delaware Statutory Trust 1031 exchanges. * It is important to note however that diversification does not guarantee

profits or protection against losses and that investors should read each DST offerings Private Placement Memorandum (PPM) paying attention to the risk factors prior to considering a DST investment.

Obviously, as with all forms of real estate investments, there is an underlying level of risk that investors should be aware of including things like economic downturns, vacancies, tenant repairs, etc. Investors should not invest in DST investments or real estate syndications if they are unable to sustain the loss of their invested principal.

Benefit #4: Ability to Work with and Learn from Syndication Experts

Commercial real estate investing requires years of experience and lots of resources. Even for experienced investors, the ability to source, inspect, underwrite, and close on large institutional properties within a 1031 exchange timeline is often beyond their reach. However, for Delaware Statutory Trust syndications, the investor can work with highly specialized team members at Kay Properties & Investments. Kay Properties is a national Delaware Statutory Trust expert advisory firm. They have created the www.kpi1031.com platform that provides investors access to the marketplace of DSTs from more than 25 different DST sponsor companies. In addition, they have custom DSTs available only to Kay Properties clients and provide investors independent advice on DST sponsor companies as well as full due diligence and vetting on each DST investment.

About the Author:

Matthew McFarland is vice president and DST 1031 specialist with Kay Properties & Investments, where he works out of the Kay Properties’ headquarters in Los Angeles, helping clients with their 1031 exchanges and direct investments.

Prior to joining Kay Properties, Matt worked at a national commercial real estate tenant representation firm where he helped national firms find Class A and Class B space in commercial office, industrial, and flex spaces throughout Southern California.

Since joining Kay Properties, Matt has participated in over 1,000 transactions and over \$6 Billion worth of real estate. Matt works hand in hand with all the Kay Properties’ Senior Vice Presidents, educating clients on what particular investments make sense for their situation.

A graduate of the University of California, Los Angeles, Matt holds a Bachelor of Science in Physiological Science from the UCLA Department of Integrative Biology and Physiology.



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How to Communicate Effectively with Residents

By Kristina Rauscher

Having an effective communication plan for on-site property teams to implement when it comes to communicating with residents is paramount.

Yet, with such a wide variety of communication channels – as well as individuals’ preferred styles of communication – it can be difficult to implement a plan that will reach the highest level of engagement. The key to effective resident communication lies in having a well-balanced blend of digital, in-person and traditional grassroots communication.

By mixing these communication styles, multifamily property managers can communicate effectively with their residents. Communication styles can include e-blasts, social media posts, paper flyers and text messages.

Email Blasts

Email blasts can be sent by using features of your CRM system (as Yardi RentCafé offers), or by using a third-party software (such as Mailchimp), giving companies the ability to send a single email message to multiple recipients at the same time.

Sending an e-blast is an effective way to send a large sum of information to a large group of people in a timely manner. While e-blasts lack customizable features specific to each recipient, they can be an effective way to communicate when rent is due, to communicate about issues and updates regarding parking and maintenance, community events and even host potential giveaways.

It is important to ensure residents add the sender of emails to their contacts, as e-blasts can often be marked as spam. E-blast software systems offer tools to create templates that property managers can adjust and edit with ease, depending on when the announcement is going out.

Social Media Posts

Social media posts are an effective way to communicate with current and prospective residents, as they can be used to share a vast amount of information – including leasing updates, community events, and resident profiles – and the leasing office’s hours, announce giveaways and contests, and much more.

It’s recommended that multifamily accounts pose questions and calls-to-action to boost engagement with their targeted audiences. For example, you may ask a question within a caption to prompt residents to “comment below.” Or on apps like Instagram, you can use its features such as stories and reels to engage with your target audience outside of the standard post.

One of Instagram’s newest features is guides, which communities could leverage to showcase amenities, features within the various floorplans, places to eat and things to do around the community, standard move-in checklists and more.

Paper Flyers

Paper flyers can be an effective way to communicate with residents who may not be active online.

Flyers can easily be placed outside of residents’ doors, under their doors, on community boards or in their mailboxes. By distributing flyers in every mailbox or room, managers can ensure the information is being seen by everyone.

They can also be helpful for residents who hang them on their fridges to remind them of upcoming due dates for rent, amenity closures, community cleanings or reminders to renew. You can kick it up a notch by offering a goodie bag or treat along with the flyer. Whether it’s thanking

them for being a resident or getting their attention for an upcoming event, adding this personalized touch has been proven to be effective and well-received.

Text Messages

SMS blast reminders can be another effective way to communicate with residents, as they reach the residents’ phones.

P.B. Bell uses its CRM software, Yardi RentCafé to effectively implement this strategy, but there are other third-party services that offer this feature if your CRM doesn’t have these capabilities.

SMS blasts can be great for communicating last-minute announcements. However, if messages are sent too often or are too long, residents can block the number they are coming from, so use this tactic wisely. With that being said, it’s important to provide residents the ability to opt into and out of texts. Keep your messages short and sweet, including only the most important information.

There are multiple channels to communicate with multifamily residents, but the most effective approach is to use all of them for different means in order to communicate with residents at the right time. Effective communication is crucial because it allows residents to know what is going on in their community and can encourage people to re-sign, or sign in the future.

Kristina Rauscher is marketing director at P.B. Bell, where she leads corporate marketing initiatives and communications while strategically planning marketing efforts for the P.B. Bell portfolio. Her skills and duties include branding, creative direction, digital marketing, advertising, public relations, outreach marketing, and events.

Summer Maintenance Checklist for Multifamily Communities

Continued from Page 1

It is imperative that community service teams plan ahead by ordering supplies before the new season begins. For example, purchase chlorine, clarifier and phosphate removers for increased pool and spa maintenance in advance. This is especially important as we face ongoing nationwide supply chain issues with increased costs and delivery delays.

2. COMMUNICATE WITH RESIDENTS EARLY AND OFTEN

Keeping residents proactively informed is a best practice that creates an enjoyable living experience for residents, and an efficient work environment for your teams. Before the start of a new season, start communicating with residents about what to expect, how to submit requests and what to do in cases of emergency. When issues triggered by the heat occur, residents will feel supported and prepared with the correct information, providing a more seamless maintenance experience for everyone.

3. SOLVE ISSUES BEFORE THEY BEGIN

Preventative maintenance could be the

difference between a chaotic season of maintenance and a successful one.

Cycling units that are empty and vacant is a recommended practice. However, for occupied units, it remains important to tend to systems, amenities and the surrounding community grounds to avoid pitfalls during the demand of the season. Significant areas to focus on include:

- HVAC system checks – Change out air filters once a month
- Swimming pool and spa maintenance – Test the water chemistry on a daily basis and check jets regularly
- Landscaping – Replenish plants and perfect your watering schedule

4. THE KEY TO SUCCESS IS WORKING TOGETHER

The best community maintenance teams have a strong partnership with their community management. Staying in close contact as one united team helps maintain a well-connected and efficient internal operation. Community management teams are essential partners in times of need, as well as when budgeting for the season, conducting resident communications and identifying key areas of opportunity.



5. CREATE A WELL-OILED MACHINE, YEAR-ROUND

Preventative maintenance is not the end-all, be-all; day-to-day maintenance must not be overlooked. Once a new schedule has been put into action, maintenance teams should work together to become aligned. Getting into a streamlined cadence is guaranteed to save your teams’ time and energy.

There are evident benefits to preparing and implementing maintenance before summer is in full swing: heightened resident satisfaction, a result of receiving a 5-star experience, and positive-minded maintenance and community management teams, to name a few. Altogether, these

practices support the cultivation of a multifamily community that is not only highly desirable but exceptional in every regard.

Kris Servidio is the Senior Associate Director of Facilities and Service for Mark-Taylor Residential. As a leader and a mentor in the organization, he is responsible for overseeing an exceptional group of service teams that care for luxury communities across Arizona and Nevada. His depth of knowledge in maintenance operations, as well as his extensive experience in the multifamily industry, has equipped him to ensure that Mark-Taylor’s 5-star signature standards of service are upheld.

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

ADA, HUD, the Fair Housing Act: Which Applies to Housing and Support Animals?

FAIR HOUSING INSTITUTE

With many different laws governing service animals, it can be confusing as to which ones apply to housing providers and what questions they are allowed to ask.

This article will review the different laws that come into play, highlight which ones directly affect housing providers, and share tips to help you navigate this sometimes confusing process.

DOES THE ADA LAW APPLY TO HOUSING?

Even though the Americans with Disabilities Act is very important, it doesn't apply to housing except for maybe the leasing office, as that is a public place. Generally, ADA laws apply to operators of public places, such as Target.

The ADA also limits the types of animals providing support to dogs or, in rare cases, miniature horses, which we are not allowed to do as housing providers.

This is where some confusion can take place. The ADA limits what business owners can ask regarding the animal to: “Is that a trained service dog?” and “What work is the animal trained to do?” They are not allowed to ask for written verification.

So when housing providers ask for verification of need, often they are met with the resident referencing this law and stating that they do not need to provide proof of need. This leaves us with the task of informing them that this applies under the American Disabilities Act, but the ADA does not pertain to housing and that the Fair Housing Act permits verification when the disability and the need for the animal are not observable.

For example, if you can see that the animal is a guide dog, then you shouldn't be asking for verification. But if it's a dog that is a service animal for disabilities such as



hearing problems or to alert someone that they're about to have a seizure, you can't see that when you talk to the resident. In that case, you can ask for verification. And if they say to you that's not permitted, then you have to clarify: "I'm asking you this not under the Americans with Disabilities Act, but under the Fair Housing Act."

HUD AND SUPPORT ANIMALS

HUD defines support animals that do work, perform tasks, provide assistance, or provide therapeutic emotional support for individuals with disabilities.

HUD also clarifies the difference between domesticated animals kept in the home (traditional) and non-traditional unique animals such as goats, pigs, chickens, snakes, etc. HUD states that the resident has a substantial burden to be able to show that they need a unique animal as an assistance animal. Now, it is not impossible to justify a unique animal. Still, a resident is going to have to explain in more detail than with a usual animal why they need their snake as an emotional support animal.

HUD also addresses multiple animal requests, again placing the burden of proof on the verifier as to why one animal isn't enough. HUD has also made it very clear that going online and getting your pet

registered or certified on some website by paying money is irrelevant to the question of whether this is an assistance animal that should be approved to live in housing as a reasonable accommodation. If someone hands you one of those registrations or online certifications, you can hand it back to the resident and let them know that it is not adequate to verify their need for an assistance animal.

HUD has made it very clear it considers those websites as taking advantage of people—wasting their money—because those registrations are irrelevant to the question of whether you approve their reasonable accommodation or not.

THE FAIR HOUSING ACT AND REASONABLE ACCOMMODATIONS

We have discussed how the ADA—while important—does not apply to housing, and we reviewed HUD guidelines that create the framework for how housing providers should view assistance animals and the questions they are allowed to ask. But how does that come together with the Fair Housing Act?

When we look at the Fair Housing Act and Section 504, we don't care whether an animal is a service animal or an emotional support animal. It doesn't matter; we don't need to ask different questions. We only want to know if the resident is disabled, meets the definition of disability, and if that animal is necessary to assist them because of their disability. That's all you need to be concerned with when you're verifying a request for a reasonable accommodation.

When your property is looking at a request for an assistance animal, you need to have a very detailed procedure that all staff members follow. First of all, the process should be done in writing, complete with a section for the verifier. To be a reliable verifier, the verifier has to have personal knowledge about the resident and should be providing the resident with medical or mental health services, and not merely providing a verification letter or filling out a form.

Suppose you find yourself in the situation of turning someone down because you don't think their verification is reliable. In that case, you need to conduct a meeting explaining why you are not going to accept or grant their request and attempt to resolve their request; of course, documenting everything along the way.

FAIR HOUSING AND ASSISTANCE ANIMALS FINAL TAKEAWAY

As we have discussed, there can be a few pitfalls to understanding the different laws that come into play regarding assistance animals and housing. Regular training is essential to help everyone know which laws apply and how to follow them to ensure fair housing compliance.

In 2005, The Fair Housing Institute was founded as a company with one goal: to provide educational and entertaining fair-housing compliance training at an affordable price at the click of a button. Learn more at <https://fairhousinginstitute.com>

Judge Halts Oregon Ban on Buyer/Seller 'Love Letters'

RENTAL HOUSING JOURNAL

A federal judge in Oregon has issued a preliminary injunction prohibiting enforcement of an Oregon law against what are called “love letters” between buyers and sellers of real estate.

In his court order, District Judge Marco A. Hernández says Oregon’s House Bill 2550 “likely violates” the First Amendment rights of real estate agents.

“It is not in the public interest to enforce a law that is likely unconstitutional, even one aimed at the laudable goal of reducing unlawful discrimination in housing,” the judge said in his legal opinion.

The Pacific Legal Foundation filed a lawsuit on behalf of the Bend-based Total Real Estate Group, according to Oregon Public Broadcasting.

They filed the lawsuit against Oregon Attorney General Ellen Rosenblum and Real Estate Commissioner Steve Strode, alleging that forbidding these communications violates First Amendment rights.

The “ruling preserves the opportunity of home buyers to speak freely to sellers and make the case why their purchase offers should win out,” Pacific Legal Foundation attorney Daniel Ortner said in a release. “Love letters communicate information that helps sellers select the best offer. The state cannot ban important speech because someone might misuse it.

“Oregon’s overly broad speech restriction is clearly not justified, and the decision is a major victory for free speech and economic

opportunity.

Last year, Oregon became the first state to pass a law banning real estate brokers from transmitting non-customary communications between home buyers and sellers, fearing that so-called “love letters” might be used to discriminate in housing transactions—but without any evidence of such discrimination.

“For Total Real Estate Group, the ban on love letters harms their ability to match potential homebuyers with their dream homes. The letters often prompt sales below the top monetary offer, creating opportunities for first-time homeowners and giving sellers peace of mind that their home ends up in caring hands,” Pacific Legal Foundation said in the release.

“At a time when home sales have become a cutthroat business, every bargaining chip matters—to buyers, sellers, and the real estate companies in between.

“Prospective buyers commonly use so-called ‘love letters’ to move sellers’ hearts—and sales—in their direction,” the Pacific Legal Foundation said.

“These conversations give less-privileged buyers a chance at their dream home, which might otherwise be out of reach, while helping sellers ensure their homes are well-loved.

“Buying a home is not like buying a pair of pants; it can be a highly personal and emotional transaction for buyers and sellers. Such letters help ensure that all of these other factors are taken into account.”

Your landlord wants sex
in exchange for repairs?

That's illegal.

Sexual harassment by a landlord, maintenance worker or anyone associated with your rental property is against the law. The Fair Housing Act protects you from harassment, including someone repeatedly entering your apartment without permission, making unwelcome sexual advances or refusing to make repairs because you deny sexual favors. If this happens to you, file a housing discrimination complaint.

To learn more, go to swfhc.com
or call **1-520-798-1568** (Relay friendly)

**FAIR HOUSING:
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The logo for the Southwest Fair Housing Council. It features a stylized blue house icon with three human figures inside, followed by the text "SOUTHWEST FAIR HOUSING COUNCIL" in bold blue capital letters.

The official logo of the U.S. Department of Housing and Urban Development, featuring a circular seal with the text "U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT" and a central emblem.

The HUD logo, which is a stylized white house icon with the word "HUD" underneath it.

A small logo in the top right corner featuring a stylized house with a rainbow-colored ribbon inside, and the text "Housing Discrimination" below it.



Monthly Meeting Schedule for the Arizona Real Estate Investors Association

PHOENIX MEETING
MONDAY, APRIL 11, 2021
5:45 P.M.

VENUE 8600
8600 E. ANDERSON DR.
SCOTTSDALE, AZ 85008

FOR INFORMATION:
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480-990-7092

The Phoenix meeting is held on the second Monday of the month. These meetings are full of education, information, and networking.
Open Networking: The perfect time to get checked in to the event and chat with other local real estate investors in attendance.

Market Trends and Outlook: Your up-to-date analysis on the trends in national, regional, and local areas. Come find out where the market is heading – valuable information no real estate investor should do without.

Association Update: Find out about what’s happening at AZREIA, how to best leverage your membership benefits, and get the best prices on upcoming events!

Trade Show, Networking and Guest Orientation: Spend time meeting AZREIA business associates and other investors and build your team. (Live meetings)

Market Update for Fix and Flip and Rentals: Full analysis of fix & flip and rental markets. Plus, the latest market news affecting your business.

Main Presentation (in 2 parts this month):

Part 1: On the Fence About Section 8? Get your Questions Answered Straight from the Head of the Housing Authority

Gina Montes, Deputy City Manager of Phoenix, will be joining us for a presentation on all things Section 8 and affordable housing (hint, they’re not the same!). You will get updated on the recent incentives on accepting Section 8 vouchers, what the Housing Department is going to address homelessness and affordable housing in the Phoenix Area. You may have heard the recent news that 75% of Arizona Residents cannot afford a median-priced home in the State. The Housing Department is trying to address how to create more affordable housing for all Arizonans and what that means for real estate investors. She, and the Housing Director Titus Mathew will be available to answer your questions!

Part 2: Are You Unintentionally Discriminating? What Landlords Need to Know

Mark Zinman from Zona Law Group will be joining us to discuss Fair Housing. There have been recent changes you may not know about. As an investor, especially if you’re a landlord, it is vital you are up-to-date on Fair Housing Laws. Sometimes, investors end up discriminating against a buyer or tenant and violating Fair Housing rules unintentionally. It’s easy to go with the motions and forget to update your lease agreements or applications. It is now a violation of Fair Housing laws to discriminate based on gender identity. Mark will make sure to cover this, and the other items you are unable to discriminate against, and how you can protect yourself as an investor. Come listen to Mark provide you with the latest news with Fair Housing so you can keep yourself out of trouble!

TUCSON MEETING
TUESDAY, APRIL 12, 2021
5:45 P.M.

TUCSON ASSOCIATION OF
REALTORS®
2445 N. TUCSON BLVD,
TUCSON, AZ 85716

The Tucson meeting is held the Tuesday after the Phoenix monthly meeting each month. These meetings are full of education, information, and networking.

Investor to Investor Networking and Dynamic Haves and Wants are an important part of the Tucson AZREIA meeting. This is your chance to meet local investors, ask for what you need, and share what you have. **Deal of the Month** is your chance to find out what your local investors are doing and how they are doing it. Don’t miss this opportunity!

Open Networking: The perfect time to get checked in to the event and chat with other local real estate investors in attendance. (Live meetings)

Local Market Update: The latest in trend analysis for the U.S., Arizona and Greater Tucson area, including existing homes, new homes, foreclosures, REO, short sales and traditional sales. What investment strategies are working and why? This is must-know information for the serious real estate investor.

Main Presentation:

A Night with the Professionals – What’s Happening in the Tucson Market

Join us for a panel discussion with some of AZREIA’s local business associates and experts in the Tucson area to discuss what changes they’re seeing in the Tucson market within their business sectors. This is insider information you don’t want to miss!

*The cost for meetings is \$10 for AZREIA Members and \$20 for guests. PLUS members can attend free of charge.
Please refer to the website www.azreia.org closer to the meeting time for up-to-date information on meeting place/format and agenda.*

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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

Phone
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