

OFFICIAL CALIFORNIA

APARTMENT JOURNAL

MARCH 2023



DENNIS P. BLOCK & ASSOCIATES

The Number One Law Firm Specializing in Tenant Evictions

TENANT EVICTION



UNLAWFUL DETAINER

\$250⁰⁰

(uncontested plus costs)



Toll Free (800) 77-EVICT (38428)

LONG BEACH
(562) 434-5000

ORANGE COUNTY
(714) 634-8232

- Guaranteed rapid filings
- No office visit required
- Free telephone consultations
- More experience than any other law firm
- Lockout Management Service Available

FULL COLLECTION SERVICES
WE PROVIDE WRITTEN PROGRESS REPORTS
AND YOU MAY TRACK YOUR CASE ON-LINE

Open Monday through Saturday
Call after hours to start a case or
for our informational hotline including free forms

OTHER AREA OFFICES

LOS ANGELES (323) 938-2868	INGLEWOOD (310) 673-2996	PASADENA (626) 798-1014	ENCINO (818) 986-3147
SAN BERNARDINO (909) 877-6565	VENTURA (805) 653-7264	FAX (714) 634-3633	FAX (323) 938-6069

ONE CALL STARTS YOUR CASE

Visit our Web Site: www.evict123.com
Daily Landlord Tips at www.twitter.com/dennisblock

IN THIS ISSUE

MARCH 2023

Features

- 8 Santa Ana Sued Over Local Rent Control Laws A Love Letter**
by Mercedes Shaffer

- 12 Roofing 101 Series: The Best Time to Buy a Roof. Spring Can Save Thousands...**
by Steve Pinkus

- 24 Four Ways to Use Delaware Statutory Trusts for your 1031 Exchange**
by Dwight Kay

- 28 Marking the 90th anniversary of the Long Beach Earthquake**
by Ali Sahabi

Departments

- 4 President's Message**
by Elaine Hutchison

- 6 Executive Director's Update**
by John Edmond

- 16 Landlord/Tenant Questions & Answers**
by Kimball, Tirey & St. John LLP

- 32 Dear Maintenance Men**
by Jerry L'Ecuyer and Frank Alvarez



**Follow us on
Facebook!**

Plus...

- 11 Evictions with Dennis Block
- 15 PM 101 Property Management 101 Series
- 17 Fair Housing with Denise Cato
- 19 Management Service Council Directory
- 21 Member Referral Program
- 22 Product Service Council Directory
- 29 March General Membership Meeting
- 39 Back the PAC!
- 40 Classified Ads
- 42 AACSC Affinity Partners
- 42 CIC Credit Check Services
- 44 Advertisers Index

A Non-Profit Organization

333 W. Broadway, Suite 101
Long Beach, CA 90802-4438
(562) 426-8341 • (562) 424-3764 Fax
Reservation Hotline: (562) 426-7785

VISIT US ON OUR NEW WEBSITE

www.AACSC.org

**E-MAIL US AT
info@aacsc.org**



Apartment Association
CALIFORNIA SOUTHERN CITIES

**FOR ADVERTISING RATES
AND INFORMATION
CALL (562) 426-8341**

Official California Apartment Journal March 2023

Apartment Association, California Southern Cities by OCAJ, Inc. (a wholly owned subsidiary of the Apartment Association, California Southern Cities) 333 W. Broadway, Suite 101, Long Beach, CA 90802. Published monthly. All rights reserved. Reproduction in whole or in part without written permission is prohibited. Publisher assumes no responsibility for articles or for content of advertisements.

The contents of the Official California Apartment Journal (hereinafter "Apartment Journal"), represent the views and opinions of the individual authors and contributors only and do not, except where expressly stated, represent the official position of the Apartment Association, California Southern Cities. This publication is designed to provide accurate and authoritative information in regard to the subject matters stated. It is provided with the understanding that the Apartment Journal is not engaged in rendering legal, accounting or other professional service. If legal service or other expert assistance is required, the services of a competent person should be sought. The Apartment Journal disclaims any liability for published articles, typographical errors, production errors or the accuracy of information provided herein. While the Apartment Journal makes efforts to ensure the accuracy of information provided herein, publication of advertisements does not constitute any endorsement or recommendation, expressed or implied, of the advertiser or any products or services offered. We reserve the right to reject any advertising or editorial copy.



President's Message

By Elaine Hutchison

Rental Housing Market Dynamics: What to Watch for in 2023

In the current market, the apartment industry is facing challenges both unprecedented and cyclical, such as a decrease in occupancy rates projected through 2024 as well as difficulties with asset valuation and tighter credit availability. However, demographics remain an upside for our industry, with younger millennials starting families primed for single-family rentals and a steady pipeline of demand for apartments from the Gen Z population in the coming years. Despite the anticipated challenges of the new year, the industry still holds potential for growth and success.

The apartment industry began 2022 with strong momentum, but by the third quarter, there were signs of trouble. Renters were combining households to save money and leasing activity was lackluster. Occupancy rates and rents decreased and there were negative absorption levels. Negative absorption levels refer to a situation where there is a surplus of available rental units compared to the demand for them. This results in a decline in rental prices as landlords compete to fill their properties.

However, according to the Census Housing Vacancy Survey, there was a nation-wide decrease of 577,000 in new renter household formation during the second and third quarters of 2022. As inflation and rent growth outpaced wage growth, renters paused on making moves.

These challenges continue as we enter 2023. Occupancy rates are projected to decrease through 2024, but remain near historical averages. Effective rent growth is expected to return to normal levels in 2023, ranging between 2.9 percent and 4.0 percent, and decrease further in 2024, ranging from 1.4 percent to 3.3 percent. The peak supply year and a decline in vacancies which started in 2023 will result in fewer units being delivered in 2024 and 2025, which will help bring supply and demand into balance after a downturn. Investor sentiment for all property types has dropped to early pandemic levels, according to a survey by the Real Estate Roundtable.

Challenges such as tighter credit availability, difficulties with asset valuation, and the increasing cost of capital have led to a drop in transaction volumes. Labor market challenges, inflation, interest rate increases, and challenging regulatory environments will remain top of mind for owners and operators in 2023. While there may be concerns about expenses outpacing rent growth, as long as the labor market doesn't suffer major setbacks, apartment fundamentals overall should be able to post positive gains, particularly in sectors that typically experience sustained demand during a downturn, such as moderate income and workforce housing.

ROYAL ROOFING.COM

"The Finest"

SINCE 1980

APARTMENTS, COMMERCIAL & HOMES

Repair, Restore, Recoat & Re-Roof

- **FLAT/LOW SLOPE ROOFS "OUR SPECIALTY"**
- Acrylic & Silicon Coatings (Roof Restoration)
- ALL TITLE 24 "COOL ROOF" Systems
- **Traditional "Multi-Layer" HOT MOP**
- TPO & PVC Single Ply
- **Composition Shingles & Tile**
- Worker's Comp. Insured
- 2M Liability Insured
- No Sub-Contracting
- No Day Labor
- "Factory Certified"
- #1 Quality (No "2nds")



STEVE PINKUS - President
 Cell: (213) 305-0277 Steve@ROYALROOFING.com



-10% DISCOUNT UP TO \$1,000 *GOOD at TIME OF ESTIMATE
 USE COUPON CODE: AACSC-2020

"Past SUPER SERVICE AWARD Winner"



562-928-1200

www.ROYALROOFING.com



Executive Director's Update

By John Edmond

Understanding the New Tenant Protection Laws in Los Angeles

The Los Angeles City Council has recently passed new tenant protection laws that will have significant implications for renters in the city. These laws include "just cause" eviction protections, a timeline for paying back rent, a minimum threshold for eviction for tenants who fall behind on rent, and requirements for landlords to pay relocation fees in certain situations involving large rent increases. The following will examine each of these laws, including when they will take effect and how they will impact renters in Los Angeles.

"Just Cause" Eviction Rules

Under the new tenant protections, landlords will no longer be allowed to evict tenants from any rental property, including single-family homes, unless there is unpaid rent, documented lease violations, owner move-ins, or other specific reasons. Landlords will also have to pay relocation assistance to tenants if the eviction is for "no-fault" reasons. This law is already in effect and applies after six months of living in a unit or when a lease expires, whichever comes first. This provision is significant because it expands the protections to about 400,000 additional units, including those not covered by the city's rent stabilization ordinance. To ensure compliance with the Los Angeles Municipal Code 151.09.G.9 and 165.05.B.5, it is mandatory to file any written notice that terminates a tenancy in the City of Los Angeles for any tenant at-fault legal reason with the Los Angeles Housing Department (LAHD) within three business days of being served to the tenant. To file an at-fault eviction notice, please visit <https://housing.lacity.org/eviction-notice>.

COVID-19 Rent Repayment Timeline

Under the new rules, tenants will have until August 1, 2023 to pay back rent accumulated between March 1st, 2020, and September 30th, 2021. They will have until February 1st, 2024, to pay back rent accumulated between October 1st, 2021, and January 31st, 2023. Tenants must pay their debt by these deadlines to avoid eviction proceedings. There are some exemptions under state law for tenants who

previously provided landlords with a COVID-19 Related Declaration of Financial Distress Form by set deadlines, though landlords can still pursue action on that rent in small claims court.

Unauthorized Pets or Occupants and Eviction Requirements

The new law will block evictions until February 2024 for tenants who have unauthorized pets or who added residents who aren't listed on leases. Landlords will also have to serve a 30-day "notice to cure" before evicting a tenant for unauthorized occupants or pets, giving the tenant the opportunity to fix the issue. Regarding tenant defaults in rent payment, the amount that a tenant owes will have to exceed one month of "fair market rent" before they can be evicted for nonpayment. Fair market rent is a set figure established every year for the region by the U.S. Department of Housing and Urban Development, based on the number of bedrooms in the apartment. HUD reports that the fair-market rent rates for Los Angeles area in fiscal year 2023 are \$1,747 for a one-bedroom apartment, \$2,222 for a two-bedroom, \$2,888 for a three-bedroom and \$3,170 for a four-bedroom. This law is expected to go into effect in mid-March.

Relocation Assistance Law

Landlords will be required to pay relocation fees if rent is increased by more than 10 percent, or 5 percent plus inflation. This law will apply only to a relatively narrow sliver of the city's rental stock, including approximately 84,000 units built since 2008, according to the city's Housing Department. In most cases, the relocation assistance will be three times the fair market rent of the unit (based on the HUD figures) plus \$1,411 in moving costs. This ordinance is expected to go into effect in mid-March.

Essential Support for Rental Property Owners in the City of Los Angeles

The Apartment Association California Southern Cities helps rental property owners in the City of Los Angeles navigate local regulations and requirements related to tenancy termination. We keep our members informed through regular communication channels, including newsletters, bulletins, and alerts. Our team of experts provides comprehensive guidance and support to ensure compliance with all necessary procedures.

If you're a rental property owner in the City of Los Angeles, partner with us to stay informed and ahead of the curve. Our commitment to our members and the rental housing industry is unwavering, and we provide the support and guidance needed to ensure success.



OPTIMUM | SEISMIC

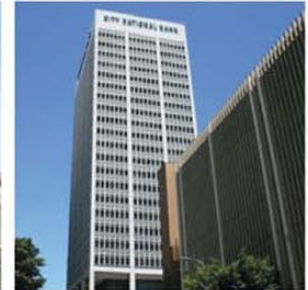
MAKING OUR CITIES SAFER™

SEISMIC
ENGINEERING &
CONSTRUCTION
EXPERTS

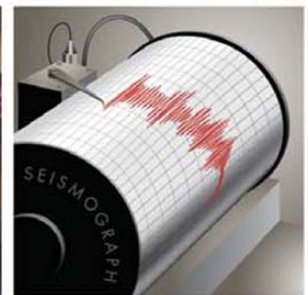
Since 1984, our team has been making California buildings safer, performing full-service seismic retrofit engineering, steel fabrication and construction on soft-story apartments, historical structures, non-ductile concrete buildings, steel frame and unreinforced masonry buildings throughout the state of California.

Our business model is built on value engineering: a systematic method of achieving the optimum ratio of functionality, safety and cost effectiveness.

We believe that superior customer service is the foundation of any business, and we customize every project to suit the individual needs of our clients.



Industry leader
Proven expertise
Satisfied clients



Experts in All Building Types

Soft-story Multifamily
Tilt-up
Unreinforced Masonry
Non-ductile Concrete
Steel Moment Frame

Full-service Team

In-house Licensed Engineering,
Steel Fabrication & Construction
Since 1984, our team has completed more than 1,900 projects

323-OPTIMUM
323-678-4686

OPTIMUM | SEISMIC, INC.
5508 South Santa Fe Avenue
Vernon, CA 90058

optimumseismic.com
Contractor License #1012702

Santa Ana Sued Over Local Rent Control Laws A Love Letter

By Mercedes Shaffer



On February 14th, Valentine's Day, the Apartment Association of Orange County sued the City of Santa Ana calling the city rent control policies an unconstitutional form of government intervention. The city has enacted a local rent cap of 3 percent and they are developing a seven-member rental board which will have the authority to resolve tenant-landlord disputes outside of court. The board would consist of 3 tenants, 2 councilors and 2 property owners.

Santa Ana is also planning to enact new laws that will create a rental registry, which will serve as a database for city rentals and rent increases. As part of the registry, property owners would be required to enroll their units each year and pay a fee for the registration. This fee would be used to offset the operating costs of maintaining the registry. In essence, housing providers would have an additional administrative burden, and have to pay for that privilege. (Never mind the fact that they already pay property taxes to fund government programs and jobs.)

The apartment association criticized the city's rent control rules as examples of government overreach. The suit alleges that Santa Ana's rent control laws violate the 4th and 14th amendments of the U.S. Constitution.

The 14th Amendment contains the due process clause, and the lawsuit claims that Santa Ana's Rental Housing Board will be a quasi-judicial body, which is intentionally designed to favor tenants over property owners. The lawsuit states that "The rental housing board will not be a forum for fair adjudication of the petitions presented to it."

The suit also alleges that the 4th amendment

rules against unlawful search, which would be violated by the city's requirement that property owners enroll their buildings in a rental registry. The lawsuit goes on to say that, "... the city's rent control scheme [will] necessarily deprive property owners of a fair return on their investment – a standard that the United States and California Supreme Courts have consistently held to be a constitutional guarantee."

City law limits rent increases to the lower of 3 percent per year, or 80 percent of the percent change in the Consumer Price Index over the most recent 12-month period. This means that, at best, a property owner can expect to raise the rent to an amount that is 20 percent below inflation, so with each passing year the owner's income will inevitably be falling further and further behind with a negatively compounding effect.

One of the most outspoken councilmembers, Thai Viet Phan, has highlighted the fact that she is the first Vietnamese councilmember in Santa Ana and that as someone whose family immigrated here with nothing, she is determined to champion rent control and fight against "greedy corporate landlords."

This is a blatant unfair characterization of housing providers and it's also inaccurate, given that a large amount of the rental properties in Santa Ana are owned by small immigrant family businesses just trying to fulfill the American dream of property and business ownership. By crippling housing providers with unfair rent control laws, government is robbing ALL Americans and immigrants of the American dream of creating wealth and a retirement income through rental property ownership.



FLOOR COVERING, INC

"The Choice of Experience!"

Cont. Lic. No. 993298



Your Innovative
Business Partner for
Over 50 Years



Enhance the beauty & performance of your flooring. To learn how affordable it can be simply contact us for a FREE ESTIMATE

310-539-0700

jimsfloorcovering.com

PLANK FLOORING

CARPET

SHEET VINYL

CARPET & VACANCY CLEANING



Days On Market Are Decreasing!

Now common sense seems to have gone out the window and it has become a much more complicated business requiring a great deal of knowledge, a willingness to take on legal exposure that strongly favors tenants, and thanks to government intervention – a low return on your investment. As more cities such as Long Beach are thinking of adding a rental registry and more restrictive rent caps, I hope that they will see the negative effects this has on citizen business owners and realize that it's best for everyone, including tenants, when property owners are allowed the freedom to run their business as they see fit.

If you would like to learn about unique tax deferred cash-out options, or if you would like help with buying, selling or doing a 1031 exchange, I'm happy to help! I can be reached at 714.330.9999, InvestingInTheOC@gmail.com, or you can visit my website at InvestingInTheOC.com. I'm Mercedes Shaffer, a real estate agent with Coldwell Banker, helping you build wealth one door at a time. DRE 02114448.

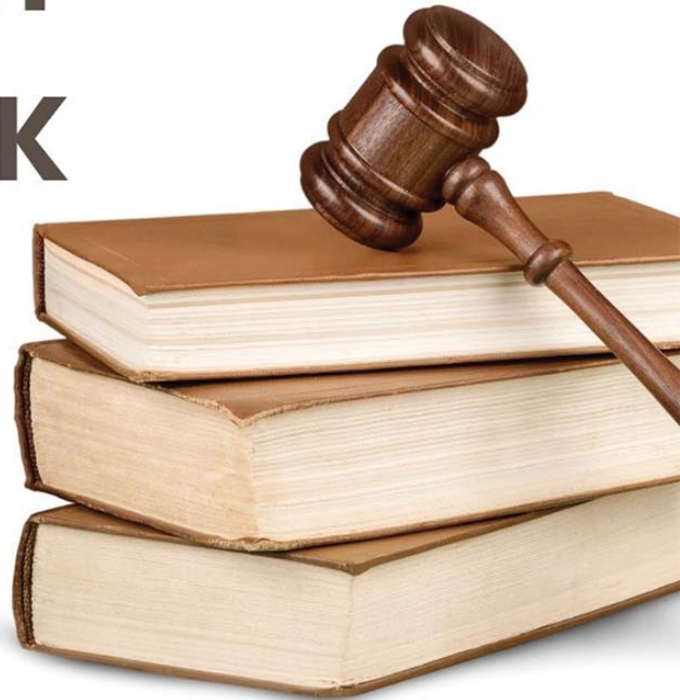


Apartment Association
CALIFORNIA SOUTHERN CITIES



EVICCTIONS WITH DENNIS P. BLOCK

Learn the eviction process and how it works; from filing, court judgments, settlements, and the final lockout. Get it right the first time by following the steps in this process!



- ✓ Breaking down the eviction process
- ✓ Landlord responsibilities and liabilities
- ✓ How to respond to court settlements
- ✓ AND MUCH MORE!!!

REGISTER TODAY

Wed, March 29th
6:30-7:30p
Via zoom

More Information
(562) 426-8341

Roofing 101 Series:

The Best Time to Buy a Roof. Spring Can Save Thousands...

Authored by Steve Pinkus, Owner of Royal Roofing Company



Prices and install availability for a new roof are not fixed 365 days a year. A few months, or even weeks, can cost you – or save you – thousands of dollars on your next roof repair, replacement, or restoration coating. Timing is everything.

Countless factors impact the roofing industry, and many of them change daily, like with oil prices impacting the cost of asphalt roofing materials. While each roofing contractor is unique, broad factors like weather, the supply chain, and even holidays can affect all roofers in a given region at the same time.

When is the best time for roof work in Southern California? The 2nd quarter of the year – April, May, and June – are usually the best months if you want to save money and complete your job the fastest. The summer months in July, August, and September are 2nd best, but other than for unique cases, you should not wait until the rainy season to roof.

Kicking the can down the road and waiting to make a decision can be a costly mistake. Four of the biggest reasons why spring is so optimal are: 1) off season availability, 2) logistics, 3) price, and 4) damage prevention.

1) Off Season Availability:

The roofing industry is impacted by “supply and demand” just like every other business. During the rainy season through fall and winter, both supply AND demand are working against you.

Rain causes a massive influx of needy property owners that are desperate to have their leaks repaired to stop interior damage. Since major roof work cannot be started immediately before, during, or after rain, the number of available days during the rainy season is drastically reduced.

As a consequence, prices are often 20-50 percent higher during this time. Compare that to the spring when frequent rain stops and most property owners are focused on paying their property taxes, which postpones roofing jobs until rents build up their reserves. In fall months, even if you’re ready to pay up for a new roof, you may be told “We can’t start your job for 2-3 months due to our backlog.”

2) Logistics:

If there’s rain in the middle of a 7-day weather forecast, roofers can’t tear open a large roof and keep it watertight. If you decide to re-roof during the rainy season, you and your contractor may be stuck feeling hopeless while waiting for a window of sunshine that’s long enough to get your job safely



Multifamily
Energy Upgrade California®

Rebates for Apartment Owners!

Learn how you can earn **rebates of up to \$1,400** on qualifying equipment purchases!

Improve your property and earn rebates – we can help!

The **Energy Upgrade California® Multifamily Program** offers energy consultation, assessment and incentives for upgrading your property's energy-efficiency.

Rebates on individual measures are available through the **SoCalGas® Multifamily Energy Efficiency Rebates Program**. The following types of equipment* are eligible for rebates in 2017:

- Boilers
- Water heaters
- Furnaces
- ENERGY STAR® certified dishwashers
- Rebates are available for pool heaters too!
- Controllers for boilers
- Tankless water heaters
- Attic or wall insulation



Multifamily
Energy Upgrade California®

For more information:

Step-by-step guidance on how to maximize your rebates through whole-building upgrades or qualifying equipment purchases is available to you as a multifamily property owner or manager.

Leslie Diaz-Villavicencio
Multifamily Account Manager
213-312-1716
multifamilyrebates@icf.com

The Multifamily Energy Efficiency Rebate Program is implemented by ICF under a contract awarded by the administrator, SoCalGas®, through December 31, 2017.

*Certain restrictions regarding the size, age, and condition of existing system or appliance to be replaced may apply.

The Multifamily Energy Efficiency Rebate Program is funded by California utility customers and administered by Southern California Gas Company (SoCalGas®) under the auspices of the California Public Utilities Commission, through a contract awarded to ICF. Program funds will be allocated on a first-come, first-served basis until such funds are no longer available. This program may be modified or terminated without prior notice. SoCalGas does not endorse, qualify or guarantee the work of ICF. California customers who choose to participate in this program are not obligated to purchase any additional services offered by ICF. The trademarks used herein are the property of their respective owners. All rights reserved. Some materials used under license, with all rights reserved by licensor.

The Energy Upgrade California® Multifamily Program brand is administered by the California Public Utilities Commission and the California Energy Commission. The Program services are administered by utilities and local governments, utilizing ratepayer dollars, to encourage and financially incentivize multifamily property owners to make energy upgrades to their properties. ©2017 ICF



A Sempra Energy utility®

done. This can be stressful, especially if tenants are complaining about damage and mold while threatening to go to a hotel.

Additionally, the holiday season impacts companies and staffing. With employees taking vacations and some businesses closing early for holiday weekends, scheduling conflicts are far more common during the rainy season compared to the spring and summer.

Savings

Supply and demand not only affect availability, they also impact prices. When it is raining, demand is at its peak, and supply is at its lowest point. How can you expect to get a "deal" during these conditions? That's like calling an HVAC contractor during a heatwave and asking for a discount.

While the rainy season is the most expensive time to re-roof, prices late in the summer can be expensive too. Labor becomes constrained during the hottest months in the year, which slows down productivity, which causes labor costs to rise as much as 20-30 percent. This directly increases the cost of your roof.

On a 95 degree sunny day, rooftop temperatures can exceed 150 degrees. Combined with tough manual labor, 500 degree hot tar, and long-sleeve protective clothing, summer heat slows down how quickly your roofing professionals can safely work. Spring is the perfect time to roof because of the perfect balance between minimal rain and optimal roofing conditions.

Damage Prevention

It is easy to get caught up in trying to perfectly time your next roof job; HOWEVER, if your roof is damaged or already leaking, you cannot afford to wait. Preventing damage proactively can create huge savings in the long run.

Trying to wait out one more rainy season can cost you tens of thousands of dollars and damage to your roof, building, and/or a tenant's property. This could be in the form of new rotting wood,

interior damage, or needing to re-roof when you could've just done repairs had you acted sooner.

Deciding how to protect your roof and property is challenging. Having an experienced and professional roofing contractor to advise you along the way empowers you to make the right, most cost effective decisions. Reach out to Royal Roofing Company for a free consultation, regardless of if you're just getting started or already have other bids in hand.

About the Author

Roofing 101 is a pioneering educational resource focused on empowering property owners and managers to make informed choices for their roofing needs. For residential and commercial buildings alike, Roofing 101 levels the playing field by revealing the closely-guarded insights most contractors choose not to disclose to their customers. By sharing decades of experience through this platform, the Roofing 101 team fosters better service, happier customers, and cost savings across the roofing industry.

Roofing 101 is provided by Royal Roofing Company and led by Owner and industry veteran Steve Pinkus. Whether you're getting started or already have bids in hand, you should include Royal Roofing Company in every roofing project. Royal Roofing Company has stayed in continuous business for nearly 40 years in Southern California under the same license. That's because they only hire the "best of the best" roofers and use the finest quality materials. They maintain the highest level of business integrity, as proven by their 38-year CSLB license that stands without a single violation, citation, or disciplinary action.

For more resources or to schedule your free estimate, visit <https://royalroofing.com/>, call their office at 562-928-1200, or reach out to Steve directly at 213-305-0277 and steve@royalroofing.com. Mention "Roofing 101" to your Royal Roofing Company specialist to receive an exclusive 10% discount on your roof up to -\$1,000.



Apartment Association
CALIFORNIA SOUTHERN CITIES

PROPERTY MANAGEMENT 101

Save Today by
Bundling All
Four Courses



EVERY WEDNESDAY THIS APRIL!

REGISTER NOW!



• PROTECTING RESIDENTS AND PROPERTIES

WED. 04/05/2023 6:30- 8:30 PM

• MAINTENANCE MANAGEMENT

WED. 04/12/2023 6:30- 8:30 PM

• MANAGING PEOPLE & PROPERTIES

WED. 04/19/2023 6:30- 8:30 PM

• LEGAL PROCEDURES

WED. 04/26/2023 6:30- 8:30 PM

Entire Course:
\$269 Members
\$350 Non-Members

Individual Class:
\$99 Members
\$120 Non-Members

**THIS IS AN IN-PERSON COURSE
FOR MORE DETAILS CALL
(562) 426-8341**

Landlord/Tenant Questions & Answers

Kimball, Tirey & St. John LLP

March 2023

1. Question: How long do I have to mail the tenant the itemized security deposit?

Answer: You need to send an accounting for the use of the security deposit within 21 days from the date you took back possession. If you do not have all of the amounts or receipts in time, you should give the tenant an estimate and then send the final amount within 14 days after you receive the final amounts and/or receipts.

2. Question: Is there a state law that requires a landlord to professionally clean a carpet prior to reoccupancy?

Answer: No, however the tenant is obligated to leave the premises in the same state of cleanliness that the carpet was in when he moved in. Landlords should provide a clean carpet that is sanitary and meets the habitable conditions of no holes or tears in the carpet.

3. Question: I have a tenant who caused a fire in an apartment which resulted in a substantial amount of damage. The fire department concluded the tenant was at fault. Can he be liable for my deductible? And, can I take it out of his deposit?

Answer: Yes, in fact he is responsible for all losses suffered (your insurance company may want to pursue him). You may want to talk to an attorney about considerations before taking it out of the deposit.

4. Question: What are we allowed, by law, to charge a tenant as a security deposit?

Answer: You are allowed to charge up to twice the amount of the monthly rent as a security deposit for an unfurnished unit. If the rent is \$1000, you can charge up to \$2000 for your deposit. If the property is furnished, you can charge three times the amount of the rent. You can also charge an additional half-month's rent as a security deposit if there is a waterbed. If the unit is rented to a service member, landlords may not request a security deposit of more than one month's rent for an unfurnished unit, and two month's rent for a furnished unit, effective January 1, 2020, but there are some exceptions.

Fair Housing

Protect your investments and assets!

- ✓ Discover how the fair housing laws are changing daily as a result of court cases that are at both the state and federal levels.
- ✓ Learn about the many seemingly innocent words that you might be using with your prospects and tenants that can cost you thousands in a fair housing lawsuit, and replace them with acceptable terms.



Tuesday, April 4th, 2023
10:00 am – 1:00 pm
at the AACSC Education Center
333 W Broadway, Suite 101
Long Beach, CA 90802

Denise Cato
– (President & CEO Fair
Housing Council Of Orange County)



For registration please call 562-426-8341
or visit aacsc.org



5. Question: We normally keep original rental agreements, however, when would a copy not suffice?

Answer: The court requires the original unless it is lost; so, you have to either produce it or testify under penalty of perjury that the original was lost without fraudulent intent. Court action is the main reason why you should keep originals. You should keep them for the duration of the tenancy and at least four years after the tenancy is terminated.

6. Question: We have been asked if the applicants have three days to change their mind after signing a lease without being penalized, but we do not know the law on this matter.

Answer: There is no grace period in California for residential tenants to change their mind. Once the lease is signed, they are bound as are you. Holding deposit agreements often provide for a three-day period for applicants to change their mind. However, that is not required by law, and won't apply once a lease is signed. Make sure that you and the applicant are committed to the tenancy before the contract is executed.



MANAGEMENT SERVICE COUNCIL DIRECTORY

Support Your PSC – Use an AACSC Preferred Provider

A BETTER PROPERTY MANAGEMENT CO., INC

REBECCA MOFFETT
6621 E. PCH SUITE 255
LONG BEACH, CA 90803
(562) 498-0159
FAX: (562) 494-4201
INFO@ABETTERPROPERTY.COM
HTTPS://WWW.ABETTERPROPERTY.COM/BELMONT

APPLEBY PROPERTY MANAGEMENT, INC.

PHIL APPLEBY
119 LINDEN AVE.
LONG BEACH CA 90802
(562) 432-3322
FAX: (562) 590-9510
HTTP://WWW.APPLEBYPROPERTYMANAGEMENT.COM/

B & C PROPERTIES

JOSEPH BRAIN
P.O. BOX 1177
WILMINGTON, CA 90744
(310) 834-4411
FAX: (310) 835-1577
JOEBRAIN10@YAHOO.COM

BAYCO FINANCIAL CORPORATION

SHANNON COCHRAN
24050 MADISON ST. 101
TORRANCE CA 90505
(310) 378-8181
JVALERIO@BAYCO.US

BELMONT BROKERAGE & MANAGEMENT, INC.

KURT WOOD
647 E 4TH ST.
LONG BEACH, CA 90802
(562) 437-3581
WKW@BELMONTBROKERAGE.COM
HTTP://BELMONTBROKERAGE.COM/

BERRO PROPERTY MANAGEMENT

GRACE SILVA
4047 LONG BEACH BLVD.
LONG BEACH CA 90807-2616
(562) 432-3444
FAX: (562) 495-1959
GRACE.SILVA@BERROMGMT.COM
HTTP://WWW.BERROMGMT.COM

BROCKMAN PROPERTIES, INC.

ERIN BROCKMAN-CHEKIAN
3720 E ANAHEIM ST. SUITE 201
LONG BEACH, CA 90804
(310) 408-1273
ERIN_CHEKIAN@HOTMAIL.COM
HTTP://WWW.BROCKMANPROPERTIES.COM/

CRYSTAL PROPERTY MANAGEMENT, INC.

SANDRA BRUNSMANN
370 W CARSON ST. SUITE 205
TORRANCE, CA 90501
(310) 533-1322
FAX: (310) 533-8331
SANDY@CPMTORRANCE.COM
HTTP://CRYSTALPROPERTYMANAGEMENT.COM

DOWNEY DAWN

DONNA ATALLAH
12634 GLENSHIRE RD.
DOWNEY, CA 90242
(562) 861-0717
FAX: (562) 861-0717
CORRINA.ALCOCER@YAHOO.COM
HTTP://WWW.DAWNDOWNEY.COM/INDEX.HTML

EAGLE INVESTMENTS

ANTONIA RAMOS
11015 PARAMOUNT BLVD. SUITE 3
DOWNEY, CA 90241
(562) 862-2800
FAX: (562) 862-2822
EILLC@AOL.COM
HTTP://EAGLEINVESTMENTS.COM/

FARMERS & MERCHANTS TRUST COMPANY

MARY DEL TORO
302 PINE AVE. 2ND FLOOR
LONG BEACH, CA 90802
(562) 624-2450
FAX: (562) 590-8530
MARY.DELTORO@FMTRUST.COM
HTTP://WWW.FMB.COM

GJ PROPERTY SERVICES, INC.

GENE JOHNSON, CPM
3450 E. SPRING ST. # 212
LONG BEACH, CA 90806
(562) 370-1120
FAX: (562) 370-1164
GENEJ@GJPROPERTYSERVICES.COM
HTTP://WWW.GJPROPERTYSERVICES.COM

GRACE KADOYA

GRACE KADOYA
326 S. STATE ST.
LOS ANGELES, CA 90033
(323)262-3274
FAX: (323) 527-0778
GRACEKADY711@YAHOO.COM

HANES PROPERTIES

BRIAN HANES
4500 E. THOUSAND OAKS BLVD. # 103
WESTLAKE VILLAGE, CA 91362
(805) 269-6999
FAX: (805) 374-2354
BRYAN.H@HANESPROPERTIES.COM
HTTP://WWW.HANEPROPERTIES.COM

HEART & HOME PROPERTY MANAGEMENT

JEANNA HERRICK
P.O. BOX 852
CYPRESS, CA 90630
(714) 801-2356
JEANNAHERRICK@GMAIL.COM

HOAG PROPERTY MANAGEMENT

JERRY REYES
10551 PARAMOUNT BLVD.
DOWNEY, CA 90241
(562) 869-1556
FAX: (562) 862-1723
JREYES@HOAGPROPERTYMGT.COM
HTTP://WWW.HOAGPROPERTYMGT.COM

HPK PROPERTY MANAGEMENT

JOHN MCGOFF
17000 CLARK AVE.
BELLFLOWER, CA 90706
(562) 867-1792
FAX: (562) 867-4969
JMCGOFF198@AOL.COM
HTTP://WWW.HPKPROPERTIES.COM

INGLEWOOD HOUSING PROTECTION

ASHLEY CROCKET
1 W MANCHESTER BLVD. SUITE 602
INGLEWOOD, CA 90301
(310) 412-4330
HOUSINGPROTECTION@CITYOFINGLEWOOD.ORG
HTTPS://WWW.CITYOFINGLEWOOD.ORG/1473/
HOUSING-PROTECTION



MANAGEMENT SERVICE COUNCIL DIRECTORY

Support Your PSC – Use an AACSC Preferred Provider

JAMISON MANAGEMENT COMPANY

CHRISTIE J. SLATCHER, CPA
107 W. TORRANCE BLVD. SUITE 104
REDONDO BEACH, CA 90277
(310) 798-9154
FAX: (310) 798-9164
CHRISTIE@JAMICO.COM
[HTTP://WWW.JAMICO.COM](http://www.jamico.com)

JENKINS PROPERTY MANAGEMENT

RUTHANN BRAGG
14511 S. HAWTHORNE BLVD.
LAWDALE, CA 90260
(310) 219-3840
FAX: (310) 978-8935
JENKINSMGT@AOL.COM
[HTTP://WWW.JENKINSPROPERTYMANAGEMENT.COM](http://www.jenkinspropertymanagement.com)

JLJB MANAGEMENT CORPORATION

LAUREN PANT
707 N. GUADALUPE AVE.
REDONDO BEACH, CA 90277
(310) 819-6145
LAUREN@JLJBMANAGEMENT.COM
[HTTP://WWW.JLJBMANAGEMENT.COM/](http://www.jljbmanagement.com/)

JTM PROPERTY MANAGEMENT

GARY BOLTON
408 TERMINO AVE.
LONG BEACH CA 90814
(562) 438-9758
JTM408T@GMAIL.COM

L. KIRK REALTY

JAMES CASTILLO
247 REDONDO AVE.
LONG BEACH, CA 90803
(562) 433-0775
FAX: (562) 433-8738
INFO@KIRKREALTYRENTALS.COM
[HTTPS://WWW.KIRKREALTYRENTALS.COM/](https://www.kirkrealtyrentals.com/)

LIVING PROPERTY MANAGEMENT

JULIO AYORA
5318 E 2ND ST. # 487
LONG BEACH, CA 90803
(562) 719-2544
FAX: (562) 719-2544
JULES@LIVINGPM.COM
[HTTPS://LIVINGPM.MANAGEBUILDING.COM/REIDENT/PUBLIC/HOME](https://livingpm.managebuilding.com/REIDENT/PUBLIC/HOME)

MAIN STREET MANAGEMENT

GRACE O'BRIAN
14482 BEACH BLVD. # W
WESTMINSTER, CA 92683
(714) 891-8900
FAX: (310) 640-3338
GOBRIEN@WEDGEWOOD-INC.COM

MANHATTAN PROPERTY MANAGEMENT

GREG MEIDROTH
P.O. BOX 3182
MANHATTAN BEACH, CA 90266
(310) 508-7355
GMEIDROTH@GMAIL.COM
[HTTP://WWW.MANHATTANPROPMGMT.COM/](http://www.manhattanpropmgmt.com/)

PABST, KINNEY & ASSOCIATES, INC.

KRISTIE PABST
248 REDONDO AVE.
LONG BEACH, CA 90803
(562) 987-3244
FAX: (562) 439-8339
KRISTIEPABST@PABSTKINNEY.COM
[HTTP://WWW.PABSTKINNEY.COM](http://www.pabstkinney.com)

PACIFIC WEST MANAGEMENT

BOB MARSELLA
13435 S. PRAIRIE AVE. SITE D
HAWTHORNE, CA 90250
(310) 978-4455
FAX: (310) 978-0360
PACIFICWES@AOL.COM

PARAGON EQUITIES

ELAINE HUTCHISON
4543 E. ANAHEIM ST.
LONG BEACH, CA 90804
(562) 494-4455
FAX: (562) 494-0047
EWH@TONESOFT.COM
[HTTPS://WWW.PARAGONEQUITIES.NET/](https://www.paragonequities.net/)

PINNACLE PROPERTY MANAGEMENT

STEVE JOHNSON
22700 CRENSHAW BLVD.
TORRANCE, CA 90505
(310) 530-0606
FAX: (310) 626-9786
PINNACLE@PINNACLEPMC.COM
[HTTPS://WWW.PINNACLEPMC.COM/](https://www.pinnaclepmc.com/)

POWLEY PROPERTIES, INC.

DERINDA POWLEY
23219 ARLINGTON AVE.
TORRANCE, CA 90501
(310) 257-0888,
FAX: (310)257-0886
POWLEYRLTY@AOL.COM
[HTTP://WWW.POWLEYPROPERTIES.COM](http://www.powleyproperties.com)

THE PROPERTY MANAGEMENT CONNECTION

BECKY HINKLE
1379 E 28TH ST.
SIGNAL HILL CA 90755
(562) 997-9500
BECKY@TPMLB.COM
[HTTPS://PROPERTYMANAGEMENTBEACHCITIES.COM/](https://propertymanagementbeachcitys.com/)

SAFEGUARD PROPERTIES

TAMMY ROSSITER
14316 BELLFLOWER BLVD.
BELLFLOWER, CA 90706-3136
(562) 920-7851
FAX: (562) 920-9131
INFO@SAFEPROP.COM
[HTTP://WWW.SEIPM.COM](http://www.seipm.com)

SAND-SEA PROPERTY MANAGEMENT, INC.

ANITA ESTES
800 MANHATTAN BEACH BLVD. # 203
MANHATTAN BEACH, CA 90266
(310) 545-2962
FAX: (310) 546-3196
ANITA@SAND-SEA.COM
[HTTP://WWW.SAND-SEA.COM/](http://www.sand-sea.com/)

SKYLINE PROPERTY SERVICES, INC.

JIM WEBB
6166 BELLFLOWER BLVD.
LAKEWOOD, CA 90713
(562) 920-2440
FAX: (562) 920-6743
JIM.SKYLINE@YAHOO.COM
[HTTP://WWW.SKYLINE-PROP.COM](http://www.skyline-prop.com)

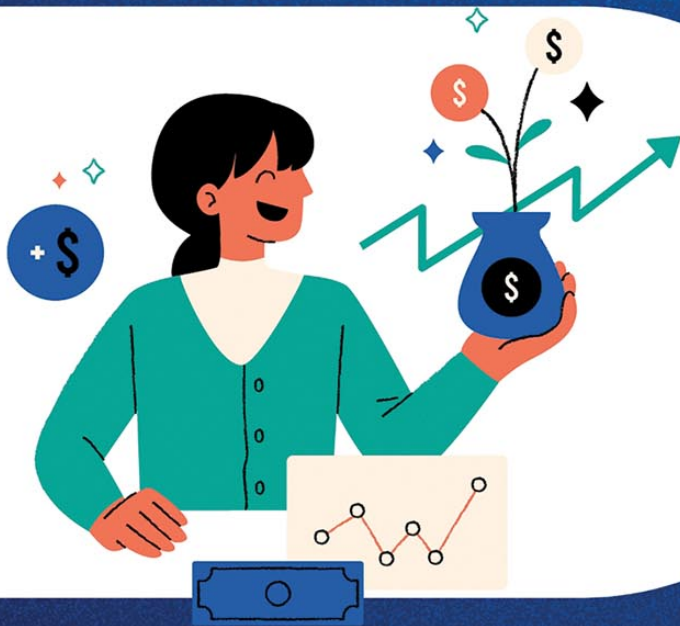
SWAMI INTERNATIONAL

RAM K. MITTAL
2030 W ROSECRANS AVE.
GARDENA, CA 90249
(310) 769-6669
FAX: (310) 769-6638
1978SWAMI@GMAIL.COM
[HTTP://WWW.SWAMIINT.COM](http://www.swamiint.com)

DID YOU KOW YOU CAN EARN A FREE AACSC MEMBERSHIP BY REFERRING ONLY **5** NEW MEMBERS??

5 REFERRALS = **FREE** MEMBERSHIP FOR YOU!

Protect your investment
and help property
owners like you get the
guidance they need



>>> LEARN MORE 562-426-8341



PRODUCT SERVICE COUNCIL DIRECTORY

APPLIANCES REPAIR

WEST COAST CHIEF REPAIR

MICHAEL BIROV
3300 N. SAN FERNANDO BLVD. #101
BURBANK, CA 91504
(562) 481-3886
FAX: (323)782-0150
MICHAEL@CHIEFAPPLIANCE.COM
HTTP://WWW.CHIEFAPPLIANCE.COM

APPLIANCES SALES

JOHNNIES APPLIANCES

1819 REDONDO AVE.
SIGNAL HILL, CA 90755
(562) 861-3819
LUISD@SIDSCARPET.COM
HTTPS://WWW.SIDSCARPET.COM/

ATTORNEYS AT LAW

DAVEY & ASSOCIATES

KIRK DAVEY
3020 OLD RANCH PARKWAY # 300
SEAL BEACH CA 90740-2751
(714) 306-0493
KDAVEY@LDCPAS.COM
HTTPS://DAVEYCPAS.COM/

KIMBALL, TIREY & ST. JOHN LLP

DEBORAH BIGGS
915 WILSHIRE BOULEVARD, SUITE 1650
LOS ANGELES, CA 90017
800-577-4587
DEBORAH.BIGGS@KTS-LAW.COM
HTTPS://WWW.KTS-LAW.COM/

BANKING

CHASE COMMERCIAL TERM LENDING

SCOTT SCHWEER
(949) 833-4074
FAX: (866) 494-6660
SCOTT.SCHWEER@CHASE.COM
HTTP://WWW.CHASE.COM/COMMERCIALTERM
LENDING

BATH AND SHOWER

CAL BATH

CARLY CAMACHO
1920 E. WARNER AVE. SUITE 3P
SANTA ANA, CA 92705
(949) 263-0779
FAX: (949) 263-5424
COMMERCIAL@CALBATH.COM
HTTP://WWW.CALBATHCOMMERCIAL.COM

COIN-OPERATED LAUNDRY EQUIPMENT

ALL VALLEY WASHER SERVICE

JOHN COTTRELL
15008 DELANO ST.
VAN NUYS, CA 91411
(818) 787-1100
FAX: (818) 989-7378
JOHN@ALLVALLEYWASHER.COM
HTTP://WWW.ALLVALLEYWASHER.COM

NATIONAL SERVICE COMPANY

JOHN & DAVID DILLARD
845 NORTH COMMERCE ST.
ORANGE, CA 92867
(714) 633-1911
FAX: (714) 633-9392
AB_NATIONAL@YAHOO.COM

CONSTRUCTION

ENL SERVICE COMPANY INC.

STEVE SUNG
13965 STAGE ROAD
SANTA FE SPRINGS CA 90670
(562) 408-2500
EUGENE@ENLSERVICE.COM
HTTP://AAAENL2GMAIL.COM

CONTRACTORS

CHAMELEON CONTRACTORS, INC

RODRIGO ESPARZA
326 S PCH # 101.
REDONDO BEACH, CA 90277
(424) 408-9334
RODRIGO@CHAMELEONSOCAL.COM
HTTP://WWW.CHAMELEONSOCAL.COM

SUMMIT CONSULTANTS, INC.

MIKE BURROUS
4626 N. VIRGINIA RD.
LONG BEACH, CA 90807
(562) 989-1930
FAX: (562) 989-8929
CLIENTSERVICES@SUMMITCONSULTANTS.COM
HTTP://WWW.SUMMITCONSULTANTS.COM

ZEBRA CONSTRUCTION, INC.

MICHELLE DUREY
145 S FAIRFAX AVE.
LOS ANGELES, CA 90036
(310) 890-3989
FAX: (310) 943-3104
MICHELLE@ZEBRACONSTRUCT.COM
HTTP://WWW.ZEBRACONSTRUCT.COM

DRAIN AND SEWER CLEANING

LA HYDRO-JET & ROOTER SERVICE, INC.

DAN BALDWIN
10639 WIXOM ST.
SUN VALLEY CA 91352-4603
(800)750-4426
FAX: (818)768-4343
DISPATCH@LAHYDROJET.COM
HTTPS://WWW.LAHYDROJET.COM/

EARTHQUAKE RETROFITTING

OPTIMUM SEISMIC

NAREK EKMEKJYAN
5508 S. SANTA FE AVE.
VERNON, CA 90058
(626) 470-6092
NAREK@OPTIMUMSEISMIC.COM
HTTP://WWW.OPTIMUMSEISMIC.COM

FIRE & WATER RESTORATION, MOLD/ENVIRONMENTAL

PRC RESTORATION & CONSTRUCTION

FREDDY RODRIGUEZ
23839 BANNING BLVD.
CARSON CA 90745
(562) 490-6900
FAX: (562) 490-6988
FREDDY@PRCRESTORATION.COM
HTTPS://PRCINC.COM/



PRODUCT SERVICE COUNCIL DIRECTORY

FLOORING

CURTIS ALLAN FLOOR COVERING

LUIS DE LA TORRE
3035 PALISADES DR.
CORONA, CA 92880
(951) 278-1200
FAX: (951) 278-2435
LUISD@SIDSCARPET.COM
[HTTPS://WWW.SIDSCARPET.COM/](https://www.sidscarpet.com/)

JIM'S FLOOR COVERING

DAN COCHRANE
23202 MARIPOSA AVE.
TORRANCE, CA 90502
(310) 539-0700
FAX: (310) 539-5841
DIANNA@JIMS FLOORCOVERING.COM
[HTTP://WWW.JIMS FLOORCOVERING.COM](http://www.jimsfloorcovering.com)

FIRE & WATER DAMAGE

BOB PETERS FIRE PROTECTION

LAURIE VANDEBRAKE
3397 E. 19TH ST.
SIGNAL HILL, CA
(562) 424-8486
FAX: (562) 989-4747
LAURIEV@BOBPETERSFIRE.COM
[HTTP://WWW.BOBPETERSFIRE.COM](http://www.bobpetersfire.com)

INSURANCE

BICHLMEIER INSURANCE SERVICES, INC.

CARY BICHLMEIER
730 SOUTH P.C.H. SUITE 201
REDONDO BEACH, CA 90277
(310) 376-8852
FAX: (310) 540-2215
CARYB@BISINS.COM
[HTTPS://WWW.BISINS.COM/](https://www.bisins.com/)

HUGGINS DRECKMAN INSURANCE

STAN DRECKMAN
5152 KATELLA AVE.
LOS ALAMITOS CA 90720
(562) 594-6541
FAX: 562-594-0376
STAN@HDINSURE.COM
[HTTPS://HDINSURE.COM/](https://hdinsure.com/)

COLONY WEST BUSINESS RISK SOLUTIONS

GEORGE O'HARA
3843 S. BRISTOL STREET #606
SANTA ANA, CA 92704
(877) 542-4870
INFO@COLONY-WEST.COM
[HTTPS://COLONY-WEST.COM/](https://colony-west.com/)

PAINTING

CERTAPRO PAINTERS

JEFF CORNELIUS
2941 E. MIRALOMA AVE. #7
ANAHEIM, CA
(714) 420-5769
JEFFCORNELIUS@CERTAPRO.COM
[HTTP://WWW.CERTAPRO.COM](http://www.certapro.com)

PLUMBING

ALBANO'S PLUMBING, INC.

BEN ALBANO
20014 STATE RD. SAN PEDRO, CA 90703
(562) 423-9262, FAX: (562) 924-5637
BEN@ALBANOS.COM
[HTTP://WWW.ALBANOS.COM](http://www.albanos.com)

REAL ESTATE BROKERAGE, CONSULTING, APPRAISALS, AND LENDING

CBRE

DAN BLACKWELL
3501 JAMBOREE ROAD # 100
NEWPORT BEACH, CA 92660-2940
(949) 725-8655
FAX: (949) 266-5899
DAN.BLACKWELL@CBRE.COM
[HTTPS://WWW.CBRE.COM/](https://www.cbre.com/)

YOUNG LEWIN ADVISORS

SHANE YOUNG
130 PINE AVE. SUITE 200
LONG BEACH, CA 90802
(562) 318-0213
SHANE@YOUNGLEWIN.COM
[HTTP://YOUNGLEWIN.COM](http://yunglewin.com)

SECURITY SERVICES

CALIFORNIA SAFETY AGENCY

DARRELL COWAN
8932 KATELLA AVE. AVE.
SUITE 108 ANAHEIM, CA 92804
(714) 944-6658
FAX: (714) 784-7628
DCOWAN@CSAPATROL.COM
[HTTP://WWW.CSAPATROL.COM](http://www.csapatrol.com)

SKYLINE SECURITY MANAGEMENT

MARIA ACOSTA
10642 DOWNEY AVE. SUITE 205
DOWNEY, CA 90241
(888) 7775-9732
M.ACOSTA@SKYLINESECURITY.COM
[HTTPS://WWW.SKYLINESECURITY.COM/](https://www.skylinesecurity.com/)



Four Ways to Use Delaware Statutory Trusts for Your 1031 Exchange

By Dwight Kay, Founder and CEO, Kay Properties



Key Highlights:

- DSTs can help investors successfully complete a 1031 exchange
- DSTs can potentially provide investors greater diversification
- DSTs can help investors replace debt for their 1031 exchange
- DSTs can provide investors a back-up option for a 1031 exchange

Regardless of what economic trends are taking place, Delaware Statutory Trusts provide investors a number of timeless benefits for their 1031 Exchanges including deferring capital gains taxes, eliminating the headaches of active management (think the Three T's: tenants, toilets, and trash), the ability to create a more diversified* portfolio, and provide investors the potential for consistent and durable income streams**.

Here are four specific ways real estate investors are utilizing DSTs for their 1031 exchanges.

Delaware Statutory Trusts can be used by 1031 Exchange Investors in these four ways:

1. Debt Replacement
2. Cover Strategy
3. Diversification and Passive Investing
4. Back-Up Option

If you are considering a 1031 Exchange, here are four ways you can use DSTs as a strategic tool for today's challenging real estate market:

1. Debt Replacement.

One of the most popular uses of DSTs for a 1031 Exchange involves not having to secure

financing. For example, if you are in the midst of a 1031 Exchange in today's unstable debt market, you may be having a difficult time finding a mortgage to satisfy your 1031 exchange requirements. DSTs, however, are designed to make it easy to invest in without having to deal with qualifying for and taking on a mortgage on your own. That's why many investors find DSTs also make a suitable primary investment option for 1031 Exchanges. Kay Properties has a variety of leveraged DSTs that are pre-structured with non-recourse debt already built-in typically ranging from 30 percent to 70 percent offering loan to value (LTV). Because DSTs typically do not require you to have to qualify for a loan or even fill out loan documents, DSTs can create a reliable tool for you to access high-quality real estate investments without having to jump through the hoops of getting approved for a loan.

2. Cover strategy.

Another popular use of DST investments comes in the form of providing a cover strategy for left over equity. Let's say you sell one property and cannot find a suitable replacement property that uses the full exchange proceeds, and you now have leftover equity you need to replace. One of the benefits DSTs can provide you in this situation is the ability to enter one without investing a lot of money. Because DSTs require a low minimum investment amount (typically \$100k), they can be a good way for you to use any extra 1031 Exchange proceeds to avoid having a "boot" to pay taxes on. Placing the leftover exchange proceeds into a DST property can potentially allow you to achieve full tax deferral for your 1031 exchange. Consult your own tax or legal advisor for tax and legal advice.

Get Your **FREE DST** 1031 Exchange Tool Kit



Gain **EXCLUSIVE ACCESS** to **TAX EFFICIENT** 1031 Exchange DST Real Estate Investments

- ✓ **LEARN** the In's and Out's of 1031 Exchanges and Delaware Statutory Trust DST Investments
- ✓ **MONTHLY** Cash Flow Potential via ACH Direct Deposit*
- ✓ **ACCESS** a Diversified 1031 Exchange Portfolio- Multifamily, Industrial, Medical, Net Lease & More*
- ✓ **CLOSE** your 1031 Exchange Investments in as Little as 3-5 days

AS SEEN IN:

Forbes

Kiplinger

yahoo!
finance

GlobeSt. .COM™

THE REAL DEAL
NEW YORK REAL ESTATE NEWS

NATIONAL REAL ESTATE
Investor.

FEATURED
REAL ESTATE FUND:

10.00% Preferred Return*

Call to Find Out More!



Representative Photo



REGISTER AT
www.kpi1031.com/aacsc

OR CALL
866.830.3823

**Preferred return is not guaranteed and is subject to available cash flow. All offerings shown, if any, are Regulation D, Rule 506c offerings. Potential returns and appreciation are never guaranteed and loss of principal is possible. Please speak with your CPA and attorney for tax and legal advice. There is a risk Investors may not receive distributions, along with a risk of loss of principal invested. This material does not constitute an offer to sell nor a solicitation of an offer to buy any security. Such offers can be made only by the confidential Private Placement Memorandum (the "Memorandum"). Please read the entire Memorandum paying special attention to the risk section prior investing. IRC Section 1031, IRC Section 1033 and IRC Section 721 are complex tax codes therefore you should consult your tax or legal professional for details regarding your situation. This material is not to be construed as tax or legal advice. There are material risks associated with investing in real estate securities including illiquidity, vacancies, general market conditions and competition, lack of operating history, interest rate risks, general risks of owning/operating commercial and multifamily properties, financing risks, potential adverse tax consequences, general economic risks, development risks and long hold periods. There is a risk of loss of the entire investment principal. Past performance is not a guarantee of future results. Potential cash flow, potential returns and potential appreciation are not guaranteed. Securities offered through FNEC Capital LLC member FINRA, SIPC. 2.6.2023*

An Example of How DSTs Can Provide Cover for a 1031 Exchange

Here's an example of how DSTs can provide a cover strategy for your 1031 Exchange:

Let's say you need to replace a \$3,000,000 purchase price for a 1031 Exchange, but your real estate broker finds a property for \$2,700,000. By investing the leftover \$300,000 in a DST, you could successfully avoid the taxable boot. In this way, you could successfully complete your 1031 Exchange by acquiring both a real property investment and a DST investment with an aggregate value of \$3,000,000.

3. Diversification* and true passivity.

You have probably heard the expression, "why put all your eggs in one basket?" If you decide to invest in one single tenant net leased property or one multifamily apartment building for your 1031 Exchange, that's exactly what you could be doing. However, DST properties can potentially allow you to achieve a level of diversification that you would not be able to achieve if you only bought a single NNN asset or multifamily building on your own. By investing in a DST, you have access to a diversified* portfolio of properties that are often high-quality real estate offerings with very large tenants that are professionally managed and potentially provide monthly cash distributions. In addition, you can also achieve a truly passive management structure, eliminating the headaches of the Three T's: "tenants, toilets, and trash."

Investing in a single-tenant property, on the other hand, means you are relying heavily on the quality of a sole tenant. If that tenant fails to pay rent or even files bankruptcy, your income could likely be reduced or even completely eliminated. Similarly, would you invest all of your 401k into one company's stock, even if that company is Amazon or Apple? Your answer is probably No. No matter how great a company is, you probably do not trust it with all of your family's wealth. In the same way, there is no perfect investment property. You may be able to mitigate your potential exposure to the various risks of real estate by diversifying*. DSTs allow for diversification* amongst a number of different

income producing properties.

4. Back-up option.

One of the many reasons investors should consider DSTs is as a back-up option for their 1031 Exchange. Why is this an important factor to consider? Let's say that you have successfully sold your investment property and are now proceeding to search for replacement properties that you can manage on your own. In today's market, you may discover that identifying and closing on high-quality "like-kind" assets within the specified timeframe is not as easy as it sounds. This is when DSTs can be used as a backup option. The reason for this is because DSTs are pre-packaged specifically for 1031 Exchanges, so they can potentially be a very helpful tool to have in the bag in case your primary real property option falls through and you're facing a failed exchange. In addition, because of the turnkey nature of DSTs, you can often close on them within just 3 -5 days to give you a strategy to successfully complete your 1031 Exchange.

DST properties continue to be one of the most popular passive investment option for 1031 Exchanges. Knowing how to best use DSTs to avoid common 1031 Exchange challenges, you will be better situated to potentially complete your exchange and avoid the expensive taxes that could accompany a failed exchange.

Kay Properties team members are always available for in-person meetings, zoom meetings and conference calls with investors to educate and explain various DST options, strategies, and potential benefits and risks.

Use the convenient QR code below and receive your FREE DST 1031 Exchange Toolkit.



FIND
THE
FLOOR
YOU'LL LOVE

**FREE
ESTIMATE!**

\$3.99
+Tax
per sq. ft.

- Price includes **Labor, material, and transitions.**

style Endura Plus is perfect for those wanting a durable luxury vinyl floor with unrivaled value. Rich hues, combined with beveled edges and realistic embossing embody the tried-and-true character of real hardwood. Endura is 100% waterproof.

(562) 601-8143

installation@vsflooring.com

www.vsflooring.com

EXPLORE ALL THE STYLES THAT WE HAVE FOR YOU



UMBER OAK



OYSTER OAK



WHEAT OAK



LIGHTHOUSE



DRIFTWOOD

Marking the 90th anniversary of the Long Beach Earthquake

Poly High School among 230 campuses damaged or destroyed, but its auditorium survived

By Ali Sahabi



There are few remaining survivors of the infamous 1933 Long Beach Earthquake, but Poly High School remains a storied reminder of that tragedy: the timing of which – at 5:56 p.m. – saved the lives of hundreds if not thousands of children because classes were not in session.

This month marks the 90th anniversary of that March 10th event, a 6.4 magnitude right-lateral strike-slip of the Newport-Inglewood that killed 115 and caused \$40 million in damages, or \$851 million in today's dollars. The number of deaths would likely have been in the thousands had the temblor struck a few hours earlier.

The quake spread destruction throughout the Southland, particularly in Long Beach, Huntington Park and Compton. Even Los Angeles' La Grande Station train terminal was destroyed, the loss of which prompted construction of today's Union Station.

Poly High was among more than 230 schools destroyed or severely damaged, but the reinforced masonry auditorium survived with some reconstruction.

The auditorium was recently renovated to retain its historic character – and today, much of the campus is slated for improvements, including the construction of seven new academic buildings, three new sports facilities, two new parking structures, and dozens of other major renovations and upgrades to be funded in part from a \$1.7 billion bond measure approved for campus improvements throughout Long Beach Unified School District.

What if the Long Beach Earthquake struck today?

Lurking just beneath the harbor in Long Beach is a newly awakened giant: the Wilmington Blind-Thrust fault, which was long dormant but has recently shown new activity that could spark a destructive 6.4-magnitude quake locally, or trigger the nearby San Andreas to produce an even larger temblor reaching in the 7 magnitudes.

Looming to the east, the USGS determined that 300,000 structures would be damaged in a 7.8 San Andreas earthquake in Los Angeles. That's one in every 16 buildings in the region.



Apartment Association
CALIFORNIA SOUTHERN CITIES



**Best Deals for Buyers and
Sellers in 2023**

AACSC March General Membership Meeting

**THURSDAY MARCH
30TH, 2023
6:30 - 8:30 PM
VIA ZOOM**

SPECIAL GUEST SPEAKER

→ **MERCEDES SHAFFER**

*Multifamily expert for
Coldwell Banker Realty*

TOPICS OF DISCUSSION

- Helping buyers identify under-valued properties, and how sellers can position their properties to attract the best offers.
- Tax-deferred cash out options that can provide you with more choices when you sell.

Register in a quick call

 +562-426-8341

 maldroubi@aacsc.org

 www.aacsc.org

MEETING ID: 813 1274 9686

MEETING PASSCODE: 254720



Most of the Poly High School campus was destroyed in the earthquake, but the auditorium survived. (Source: Loyola Marymount University)

Either quake would cripple local communities. Lives and homes would be lost. Businesses would close, jobs would be lost, and an exodus of residents would flee, leaving the much of the Southland behind for others to rebuild.

Schools across California are now much safer as a result of the Long Beach Earthquake. The damage suffered from that disaster sparked a series of new laws requiring that campuses meet modern standards for earthquake safety – and that when those standards are raised due to new findings, the schools must be retrofitted to comply. Subsequent earthquake tragedies prompted other earthquake laws throughout California to make public buildings and infrastructure safer.

But there are many other buildings still at risk of failure in a major earthquake – and with the significant increase in population density seen today compared to 1933, the risks of another major disaster could be much greater than might be expected.

If your apartment building is a soft-story structure built before 1978, unreinforced masonry, a concrete tilt-up structures built before 1994, a non-ductile concrete building built before 1977 or a steel moment frame structures built before 1996 – it may be at serious risk of being redtagged after a major seismic event.

If you think your building may be at risk, contact Optimum Seismic to arrange a complimentary consultation regarding your building's structural safety. This will help to identify what options, if any, you may want to plan for in the future.

Ali Sahabi, a licensed General Engineering Contractor (GEC), is an expert in seismic resilience and sustainability. He is Co-Founder and Chief Operating Officer of Optimum Seismic, Inc., which has completed some 3,500 seismic engineering, retrofit construction and adaptive reuse projects for multifamily residential, commercial, and industrial buildings throughout California.



PAINTING & CLEANING

INTERIOR PAINTING / CLEANING & TRUCK-MOUNTED SHAMPOO

ROOM SIZE	REG. PAINTING	CEILINGS	CLEANING	HYDROJET SHAMPOO
SINGLE	\$150.00	\$70.00	\$60.00	\$90.00
1 BED & 1 BATH	\$180.00	\$80.00	\$60.00	\$90.00
2 BED & 1 BATH	\$200.00	\$100.00	\$70.00	\$100.00
2 BED & 2 BATH	\$240.00	\$100.00	\$80.00	\$100.00

*New modern, standard-size apartment prices. Prices for Navajo White. • Old-style apartments, condos, houses, & duplexes: Estimates only.

EXTERIOR PAINTING

**Complete Preventative Preparation
Against Moisture And Water Leaks**

- Water Blasting
- Patching / Caulking
- Quality Workmanship
- Quality Materials



INTERIOR PAINTING

KITCHEN CABINETS:	
INSIDE PAINT	\$60
OUTSIDE PAINT	\$60
OUTSIDE VARNISH	\$100
WOOD WINDOWS (EACH)	\$15
SHUTTERS	\$20
BATHROOM VANITY IN/OUT	\$15
STUDIO	\$50
CLOSETS (EACH)	\$20

FREE ESTIMATE

CALL 562-408-2500

Since 1983



13965 Stage Rd. Ste. F, Santa Fe Springs, CA 90670
 Fax: 888-506-2029 • Email: Eugene@enlservice.com • www.enlservice.com

INSURED & BONDED
 LIC. 536821

Dear Maintenance Men:

By Jerry L'Ecuyer & Frank Alvarez



Dear Maintenance Men:

I am a new owner of a 1965 four-plex. I am living in the front owner's unit. It truly is a great place to live. However, I am quite concerned about my privacy and the fact that I can hear my tenant's conversations, their TV or radio through the common wall between the units. I figure if I can hear them, they can hear me. I do know I probably lack insulation but do not want to make the expense of ripping drywall out and so on. Do you have any other suggestions?

Tom

Dear Tom:

We agree, the worst job to do in an occupied unit is significant drywall work. The dust and debris are awful no matter how good your dust control method. Fortunately, in your case you can address this problem by using a product called Acoustic-coat #150 which is basically a lightly textured water based flat latex paint, formulated with hollow ceramic micro spheres and sound absorbing fibers and resins. To spare our readers a crash course in chemistry, we will give you the basic highlights.

Acoustic-coat #150 is a sound reduction paint, which can reduce sound transmission by 30 percent and will also dramatically reduce sound echo in the room. Acoustic-coat #150 can be used on walls and ceiling and also has excellent insulating properties. This sound reduction paint is most effective for speech range frequencies.

The paint can be bought premixed or as a powdered additive and added to your paint.

Please refer to this web site for more detailed info: www.ceramicadditive.com

Dear Maintenance Men:

Why does the "upside down cup" on the edge of my kitchen sink leak and squirt water every time the dishwasher is used?

George

Dear George:

A quick primer: The "upside down cup" is the dishwasher's air-gap. Its job is to keep the dirty water and the dishwasher discharges from returning back into the dishwasher through the siphon process. The way the dishwasher air-gap works is that water is pumped up to the air-gap at the rim of the sink and the water then falls through an open-air cavity and drops by gravity into a larger diameter hose. The larger hose is typically connected to the garbage disposal, which will allow the dishwasher to drain into the sewer system. The reason the air-gap squirts or leaks at the sink rim level is because the drain line leading from the air-gap to the disposal is clogged. The hose may be kinked or food particles from the garbage disposal has blocked off the hose end. The easiest solution is to remove the section of hose from between the air-gap and the garbage disposal. Clean the hose and remove all debris. Be sure to clean out the connection at the garbage disposal. A small screwdriver is perfect for removing any blockage. Reassemble the hose and test. If the problem persists, the air-gap may need to be replaced.

HIGH CASH FLOW REAL ESTATE INVESTMENTS

8%–12%+ Annual Net Cash Flow

www.TFSProperties.com



1031 Exchange Specialists

**Manufactured
Homes**

**NNN
Leases**

**Single-Family
Rentals**

Out-Of-State

**Multi-Family
Rentals**

Off Market



TFS PROPERTIES
INCORPORATED

DRE#: 01953354     @TFSProperties

(626) 551-4326 Info@TFSProperties.com



Dear Maintenance Men:

A building inspector once made me correct a sump pump plumbing line that discharged rainwater into a municipal sewer line. Can you clarify for me the dos and don'ts of patio drains?

Michael

Dear Michael:

Great question and one that many people might not think is important. To many, a drain is a drain and most individuals don't know where the water drains lead to and what environmental impact wastewater can cause. In urban areas and most municipalities, waste waters are directed to their proper destinations via a sewer drain or a storm drain. As an example: A sewer drain often carries wastewater from toilets, kitchens and laundry area directly to a wastewater treatment facility. On the other hand, a storm drain will direct rainwater from roof, driveways and streets including patio drains into streams, aquifers or the ocean. The reason for the two different systems is so rain or runoff water does not overwhelm the sewer waste treatment facilities and force the release of untreated raw sewage into the storm systems which of course leads to our streams, aquifers and the ocean. Because the storm and sewer drains eventually empty into the environment, contaminants such as oil, paint and other hazardous material must be disposed of properly and not into the drains. Check with your city or county as some municipalities have very specific rules about run off water.

WE NEED Maintenance Questions!!! *If you would like to see your maintenance question in the "Dear Maintenance Men:" column, please send in your questions*

to: DearMaintenanceMen@gmail.com

Bio:

If you need maintenance work or consultation for your building or project, please feel free to contact us. We are available throughout Southern California. For an appointment, please call Buffalo Maintenance, Inc. at 714 956-8371 Frank Alvarez is licensed contractor and the Operations Director and co-owner of Buffalo Maintenance, Inc. He has been involved with apartment maintenance & construction for over 30 years. Frankie is President of the Apartment Association of Orange County and a lecturer, educational instructor and Chair of the Education Committee of the AAOC. He is also Chairman of the Product Service Counsel. Frank can be reached at (714) 956- 8371 Frankie@BuffaloMaintenance.com For more info please go to: www.BuffaloMaintenance.com Jerry L'Ecuyer is a real estate broker. He is currently a Director Emeritus and Past President of the Apartment Association of Orange County and past Chairman of the association's Education Committee. Jerry has been involved with apartments as a professional since 1988.

ABC DECK & STAIRS

100% WATERPROOF - MAGNESITE FIBERGLASS - NEW & REPAIR

SPECIALIST FOR REPAIRS

METAL STAIRWAYS & RAILINGS

SWIMMING POOL DECKS

*Repair Rotten Wood, Pre-Cast Step
Repair Metal Railings & Posts*



800-685-1724

INSURED - 25 YEARS EXPERIENCE - abcdecking@hotmail.com

Future-proof your laundry.

WASH

Keep your residents happy with WASH's digital laundry room solutions.

- ✓ Mobile pay, credit card and laundry card options
- ✓ Unparalleled security
- ✓ Fewer service calls, vandalism and theft
- ✓ Refunds, service requests, payments and more through the WASH-Connect mobile app

Ditch the quarters and choose mobile pay!

Visit wash.com/mobile
or call **800.777.1484**
to future-proof your
laundry room today!



DECKING & STAIRWAYS



REPAIR SPECIALIST

Decks • Stairways • Balconies • Walkways • Patios
Courtyards Swimming Pool Decks • Roof Decks
Magnesite & Fiberglass Systems • Epoxy Gravel
All Deck Systems • All Diato Services Replace • Repair
Reseal • 100% Waterproof • Painting • Metal Stairways
Pre-cast Steps • Metal Railings • Metal Posts Rotten
Wood Repair • Welding Repair • Stucco Repair
Resurfacing • Maintenance Free • 10 Year Guarantee and Up

RASH YAMBO

800-677-6168

OVER 30 YEARS EXPERIENCE - Lic #804656 - Fully Insured
Bonded - All Work Guaranteed - Quality Work - Low Prices
Email: rashyambo@yahoo.com - Free Estimates



YOUR APPLIANCE, AIR CONDITIONER OR HEATER JUST BROKE? DON'T PANIC.

CALL WEST COAST CHIEF REPAIR.

We Repair All Residential and Commercial Appliances,
Air Conditioners and Heaters.

- Central Air Conditioning
- Coin Operated Laundry
- Heat Pumps/Radiant Heating
- Wall/Window AC
- Vent Systems/Duct Work
- Evaporators/Condensers
- Wall/Floor Heaters
- Refrigerators/Freezers
- Microwaves
- Stoves/ Ovens/ Ranges
- Washers & Dryers
- Dishwashers/Garbage Disposals

GET A FREE ESTIMATE

+ 10% OFF LABOR ON REPAIRS

(Offer only valid on job completion)

We Sell and Service Appliances

Free Service Call with Repair • Same Day Service Available
Warranty on Labor, Parts & New Equipment

Serving the South Bay Area Since 1994

BBB A+

OVER 27 YEARS
OF PROVIDING
EXCELLENT SERVICE
FOR SOCAL
RESIDENTS.

SOUTH BAY & ALL
SURROUNDING AREAS CALL:
(562) 205-8047

www.chiefappliance.com

West Coast
CHIEF REPAIR
AIR CONDITIONING, HEATING & APPLIANCE SERVICES

LOWEST COST • FAST • EFFICIENT

EVICCTIONS

- SERVING ALL OF CALIFORNIA
- NO OFFICE VISIT REQUIRED

ONE TELEPHONE CALL STARTS YOUR EVICTION

\$850⁰⁰

INCLUDING COSTS UNCONTESTED

PROGRAM INCLUDES

3 OR 30 DAY NOTICE (Served Same Day)

UNLAWFUL DETAINER (Lawsuit)

FILING FEES

SHERIFF FEES

PROCESS SERVICE FEES

(Registered and Bonded Professional Servers)

LAURENCE H. LISHNER
ATTORNEY AT LAW

LANDLORD LEGAL SERVICES

Long Beach So. Bay

310/513-6220

Los Angeles

323/870-3311

West LA & Santa Monica

323/870-3311

Orange County

714/533-8080

800/30-EVICT FAX 310/204-4631

Web site: www.landlordlegal.com



WATER DAMAGE MOLD-ASBESTOS

- ◆ Emergency Water Damage Restoration & Repair
- ◆ Mold Remediation & Reconstruction
- ◆ HVAC/Air Duct & Dryer Vent Cleaning
- ◆ Carpet, Rug, Upholstery and Drapery Cleaning
- ◆ Mold, Asbestos, & Lead Testing
- ◆ Asbestos & Lead Abatement
- ◆ 24 Hour Plumbing & Drain Services



Environmental Solutions, Inc.
Water • Fire • Mold • Construction

(562) 981-2636
www.CoastlineClean.com

Licensed General Contractor B, HIC #812317

SERVING THE COMMUNITY FOR OVER 35 YEARS



Western Magnesite Company

Lic. #768786

Walkways • Balconies • Pool Decks
Ornamental Railings • Precast Stairways

- Desert Crete Waterproof System
- Desert Flex Waterproof System
- Magnesite Flooring System



*"You have tried the rest,
now use the best!"*



-Serving the Real Estate Industry Since 1961-

CALL TODAY FOR YOUR ESTIMATE

800-WESTMAG • 310-275-1692

800-937-8624

www.westernmagnesite.com

Sondance Painting



**NO HIDDEN
COSTS**

APARTMENT- RESIDENTIAL
COMMERCIAL
INTERIOR - EXTERIOR

FULL JANITORIAL, MAINTENANCE
& CLEAN UP SERVICES

NEAT, FAST, HONEST



LIC. #828563

562 **926-7138** • 949 **472-7516**

Join Our Forms Committee!



- Input on what forms are needed
- Reviewing rental forms
- Updating them as needed



For more information call (562) 426-8341

Renew Your Membership Today!



If you haven't called us lately, you might be surprised at the range of new products and services we can offer you.

CALL NOW TO RE-ACTIVATE YOUR MEMBERSHIP AND BENEFITS!

**Apartment Association,
California Southern Cities
(562) 426-8341
www.aacsc.org**

— AACSC STAFF —

Executive Officer John Edmond
Chief Operating Officer Mike Gonzalez
Association Staff Mazi Aldroubi
 Oliver John Baptiste
 Francella Fierro

Editors Mike Gonzalez & Mazi Aldroubi
Design & Layout Ralph Diaz
 109graphics.com

— 2023 AACSC BOARD OF DIRECTORS —

We wish to thank our volunteer Board of Directors and Members for their time and dedication to the Apartment Association, California Southern Cities.

AACSC

President Elaine Hutchison
Vice-President, Federal Legislation Elaine Hutchison
Vice-President, State Legislation Bruce Menke
Vice-President, Local Legislation Keith Kennedy
Treasurer John McGoff
Secretary Vicki Abe
Board Members Joel Estrada, George O'Hara, Cameron Jacques, Steve Shaw, Bob Luskin, Kurt Wood, Marjorie Masters, Casper Yen, Adriana Mittal, Juan Huizar, Grace Silva, Marc Penetta

OCAJ

President Ed Arnold
Treasurer Ashok (Rocky) Madan
Secretary Jesse Howard

Renew Your Membership Today



TAKE THE FIRST STEP TOWARDS PROTECTING YOUR PROPERTY RIGHTS!



OUR MISSION:

- ★ TO PROMOTE ADVOCACY AT LOCAL, STATE AND FEDERAL LEVELS
- ★ TO GIVE RENTAL PROPERTY OWNERS THE VOICE AND THE TOOLS TO PROTECT THEIR PROPERTIES
- ★ TO EQUIP AACSC WITH THE POWER TO FIGHT FOR THE RIGHTS OF PROPERTY OWNERS

THROUGH YOUR CONTRIBUTIONS, OUR POLITICAL ACTION COMMITTEE WAS ABLE TO

- **OPPOSE AB 1791 – Rent control: local ordinances** (which would provide rental assistance for landlords and tenants who do not qualify for assistance under the state Emergency Rental Assistance Program)
- **OPPOSE AB 2179** – (would prohibit landlords from evicting tenants with pending applications up to June 30, 2022, provided the ERAP application was submitted prior to March 31)
- **OPPOSE AB 2710 – Sale of Rental Properties: Right of First Offer** (which would require rental property owners to provide a “qualified entity,” with advance notice of their intent to sell the residential rental property)
- **OPPOSE Rent Stabilization Ordinance in the City of Bell Gardens**
- **SUPPORT SB847** (which would provide rental assistance for landlords and tenants who do not qualify for assistance under the state Emergency Rental Assistance Program)



PROTECT YOUR INVESTMENT:

YOUR CONTRIBUTION TO AACSC'S PAC SENDS A STRONG MESSAGE ABOUT YOUR BUSINESS NEEDS AND PRIORITIES TO STATE AND LOCAL CANDIDATES. IT ENSURES THAT AACSC IS EQUIPPED TO KEEP MULTIFAMILY RENTAL HOUSING ISSUES IN THE FOREFRONT OF THE PUBLIC POLICY PROCESS AT CITY HALL AND IN SACRAMENTO.



visit aacscpac.com for more info
BACK THE PAC!



CLASSIFIED ADS

FREE FORMS

Free forms are available online.

Call the Apartment Association, California Southern Cities, for more information.
562-426-8341.

FLOORING

46 years as Rental Property Specialists. Nylon carpet as low as \$9 per yd, installed with 6 lb pad. FREE on-site estimates. 310-539-0700.
www.jimspfloorcovering.com

CREDIT CHECKS

Cheapest prices – credit checks, eviction histories, FICO scores and more. Online for instant results.
Call 562-426-8341.

15 YEAR LEASES SIGNED BY 100 TENANTS

Thirteen buildings in Fresno. Income over \$14,000,000. Selling for \$10,000,000 cash.
Call Adil (805) 630-1734

RESIDENT SCREENING

Call the Apartment Association, California Southern Cities for the most reliable and thorough credit checks at the best prices.
562-426-8341.

**TO ADVERTISE,
CALL
(562) 426-8341**



'YOUR ONE-STOP MAINTENANCE SHOP'

REPAIR ■ REMODEL



INTERIOR ■ EXTERIOR

COMPLETE RENOVATION SERVICES

- KITCHEN / BATHROOM
- PLUMBING
- ELECTRICAL
- PAINTING / DRYWALL
- FRAMING / FENCING
- WINDOWS / DOORS
- MAKE-READIES
- STUCCO / SIDING
- DECKING / RAILINGS
- CONCRETE / MASONRY
- CABINETSRY / COUNTERS
- FLOORING / & MORE

714.956.8371
WWW.BUFFALOMAINTENANCE.COM

APARTMENTS ■ RESIDENTIAL ■ HOA ■ COMMERCIAL





**LOCAL EXPERTISE.
WORLD CLASS RESOURCES.**

Fortune 500 unparalleled tools & resources, leverage, credibility & market coverage – to deliver exceptional outcomes for every client we serve.

**CONTACT US FOR A FREE VALUATION
FOR YOUR MULTIFAMILY PROPERTY**

CBRE

To access our listings and join our mailing list:
WWW.MULTIFAMILYSOCAL.COM



DAN BLACKWELL
+1 949 423 6111

Lic. 01854961
dan.blackwell@cbre.com

CONNECT WITH US
@MULTIFAMILYSOCAL



*Competitive Rates
Outstanding References
Excellent Results*



*South Bay
Specialists*

Jenkins Property Management
Full Service Property Management

*Specializing in Apartments—Houses—Condos
Serving the South Bay for Over 30 Years*

Thorough Tenant Screening • Prompt Collections of Rents
Personalized On-Site Inspections • 3 Day Turn Around on Vacant Units
Promptly Handle Evictions/Collections • Professional Resident Manager
Training • Full Maintenance Staff • 24 Hour Emergency Services • Full
Charge Bookkeeping Services • Monthly Financial Statements • Free
Consultation and Evaluation • One Time Leasing Available

TWO LOCATIONS:

JENKINS PROPERTY MANAGEMENT

14511 S. Hawthorne Blvd.
Lawndale, CA 90260
310-219-3840

Jenkinspropertymanagement.com

JENKINS BEACH RENTALS

800 Manhattan Beach Blvd. #10C
Manhattan Beach, CA 90266
310-372-2477

Jenkinsbeachrentals.com



**VERSICO ROOFING
CONTRACTOR**

FLAT ROOF EXPERTS



T&G ROOFING
818-459-0702

Licensed, Bonded & Insured • License #439034



FREE ESTIMATES



AACSC AFFINITY PARTNERS

AACSC has a mutually beneficial relationship with these Affinity Partners who offer valuable services and competitive prices to AACSC members.

CIC

The Power of Decision

Now partnered with AACSC, Contemporary Information Corporation (CIC) delivers high-quality resident screening reports to the rental housing industry. Call today to save money on your applicant screening: 562-426-8341



For all of your business property/casualty, group health, risk management, HR consultations, and lending needs call Colony-West Financial Insurance at 877-542-4870, ext. 228.



Optimum Seismic – Earthquake Engineering and Construction Experts with full-service seismic retrofit engineering, steel fabrication and construction. Call 323-582-2464.

ARE YOU IN COMPLIANCE WITH CIC?



ATTENTION!!



In 2019 the Apartment Association, California Southern Cities (AACSC) partnered with Contemporary Information Corporation (CIC) for all of our credit check services. Please contact AACSC or CIC for your credit checks and tenant screening.

**Call CIC TODAY
800-288-4757
Option 6**

www.cicreports.com

Pabst, Kinney & Associates

A Real Estate Brokerage & Property Management Company



Kolby Pabst
Property Supervisor
BRE #: 01930344



Krosby Pabst
Sales Associate
BRE #: 02003918



Kristie Pabst
Owner/Broker
BRE #: 00804122



Spencer Pabst
Broker Associate
BRE #: 01849377



Keegan Pabst
Property Supervisor
BRE #: 01834993

Over 400 owners put their trust in us because we provide quality service that is honest and dependable.

There is a Difference!

Specializing in Real Estate Sales & Property Management Services

Professional Management of:

- Apartment Buildings
- Single Family Homes & Condos
- Commercial, Office & Retail Centers

*Of the 3,500 units managed, our Vacancy rate has been 2% for the last 2 years.
CALL TODAY and learn how our experienced management team can maximize your Bottom-Line!*

Long Beach Office:
248 Redondo Avenue
Long Beach, CA 90803
(562) 987-3244

www.pabstkinney.com

Whittier Office:
13129 Philadelphia Street
Whittier, CA 90601
(562) 236-9069

Appliances: Sales & Service	
West Coast Chief Repair	36
Attorneys / Eviction	
Dennis P. Block & Assoc.....	Inside Front Cover
Landlord Legal Services.....	37
Carpets & Floor Coverings	
Jim's Floor Covering	9
V&S Carpet & Flooring.....	27
Classified Ads	40
Decking/Waterproofing/Stairs	
Rash Yambo.....	36
ABC Deck & Stairs.....	35
Magnesite Repair	
Western Magnesite	37
Earthquake Engineering	
Optimum Seismic.....	7
Fire & Water Restoration/Mold/Environmental	
Coastline Environmental Solutions, Inc.....	37
Laundry Systems	
WASH Laundry Systems.....	35
Painting/Maintenance	
Buffalo Maintenance	40
E N L Service Co.	31
Sondance Paint.....	37
Plumbing	
Albano's Plumbing.....	Back Cover
Property Management	
Jenkins Property Management	41
Pabst, Kinney & Associates	43
Real Estate Brokerage/Investment	
CBRE.....	41
Kay Properties & Investments.....	25
TFS Properties, Inc.	33
Roofing	
Royal Roofing Co.	5
T&G Roofing.....	41
Utilities	
SoCal Gas	13

SPECIALIZING
IN MULTI-UNIT
BUILDINGS

SERVING SOUTHERN
CALIFORNIA
SINCE 1978

Albano's PLUMBING INC.

Visit www.albanos.com

562-423-9262 • 714-527-5300

562-924-2565 • TOLL FREE 888-745-8333



- Copper Repiping
- Disposals
- Water Heaters
- Wall Heaters
- Slab Leaks
- Faucets
- Gas Lines
- Sewer Clean-outs
- Drain Clearing
- Floor Heaters
- Sewer Location
- Circulating Pumps
- Jetter Service
- Rinnai Tankless Water Heater Distributor

**Electronic
Leak, Line and
Sewer Video
Detection**

Bonded and Insured State Lic. # 458625

Se Habla Español

24 HOUR EMERGENCY REPAIR

Albano's
PLUMBING INC.

\$10 DISCOUNT

Promo Code: AACSC



Proud Member of the Product Service Council

562-924-2565 • 562-423-9262 • 714-527-5300 • TOLL FREE 888-745-8333 • FAX 562-924-5637