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Published in association with Multifamily NW and Rental Housing Alliance Oregon



# How to Pick Perfect Paint

**KEEPE**

As the weather improves this spring, it is time to consider changing or improving the exterior paint color for your rental property so here is a quick guide in this week’s maintenance checkup from Keepe. Choosing exterior paint colors can be tricky, especially for a multifamily property where you have to keep in mind the variety of styles your tenants favor.

A paint job is a quick way to upgrade your property’s value and curb appeal. Tenants will be pleased with the upgrade and that boost in morale will often result in happier tenants.In this guide, you will find what color of paint to use, how to pick a complementary color, and why you should be painting your property.

## How To Pick THE PERFECT EXTERIOR PAINT COLOR

When you update your exterior with a fresh paint job, be sure to think carefully about what colors you will be using.In general you should stick to timeless finishes, in other words neutral paint colors.To appeal to the masses, stick to colors such as beige,

See ‘Picking’ on Page 8

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# Portland Rents Fall in April

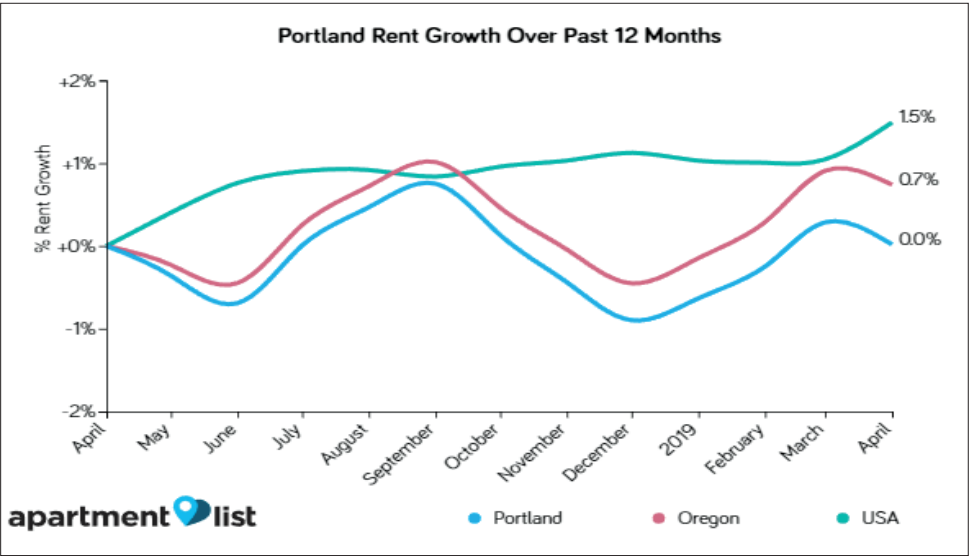
**APARTMENT LIST**

Portland rents declined 0.3% in April, but have been relatively flat in comparison to the same time last year, according to the latest report from Apartment List.

Currently, median rents in Portland stand at \$1,130 for a one-bedroom apartment and \$1,330 for a two-bedroom. Portland’s year-over-year rent growth lags the state average of 0.7%, as well as the national average of 1.5%.

## BEAVERTON RENTS INCREASE SHARPLY IN APRIL

Beaverton rents have increased 0.8% over the past month, and are up moderately by 2.5% in comparison to the same time last year.Currently, median rents in Beaverton stand at \$1,510 for a one-bedroom apartment and \$1,780 for a two-bedroom. This is the third straight month that the city has seen rent increases after a decline in January. Beaverton’s year-over-year rent growth leads the state average of 0.7%, as well as the national average of 1.5% (see graphic on page 8).



## RENTS RISING ACROSS CITIES IN THE PORTLAND METRO

Throughout the past year, rents have remained steady in the city of Portland, but other cities across the metro have seen rents increase.Of the largest 10 cities that Apartment List has data for in the Portland metro, all of them have seen

prices rise. Oregon as a whole logged rent growth of 0.7% over the past year.

Here’s a look at how rents compare across some of the largest cities:

- Hillsboro is the most expensive of all Portland metro’s major cities, with a median two-bedroom rent of \$2,080; of

See ‘Portland Rents’ on Page 8

# Tenant Screening Ordinance Delayed

**RENTAL HOUSING JOURNAL**

Further action on a controversial Portland tenant screening ordinance has been delayed until at least May, according to several reports. Landlords told the Portland City Council (at right) in early April that the new proposed tenant screening ordinance was unnecessary.

Most landlords testifying before the Portland City Council on the proposed new city regulations on tenant screening and deposits were opposed to the new rules for various reasons.Now the ordinance’s main backer, Commissioner Chloe Eudaly, has delayed the vote on the new renter protections she is proposing, according to the Portland Tribune.

Eudaly’s policy director, Jamey Duhamel, told Willamette Week the possible changes contemplated at City Hall are focused on whether there’s a way to make the requirements less onerous for the real estate industry while still requiring



accountability and enforcement. “I feel really confident we’re working well with our colleagues and that what we bring back on May 23 is going to be a really solid policy in mitigating discrimination in rental housing.”

The ordinance, supported by tenants’ rights groups, would restrict the way landlords screen tenants before they sign a lease, with the aim of addressing discrimination and requiring more consideration for people who have

criminal records.However, landlords are opposed for several reasons.

“Our members are grateful that city council is delaying the vote to consider ways to make the ordinance meet everyone’s needs,” said Deborah Imse, executive director of Multifamily NW, the largest rental housing provider group in Oregon, in an interview with the Portland Tribune. “Multifamily NW has made a number of suggestions to city

See ‘Council’ on Page 6



**Kay Properties and Investments, LLC is a national Delaware Statutory Trust (DST) investment firm with offices in Los Angeles, San Diego, San Francisco, Seattle, New York City and Washington DC. Kay Properties team members collectively have over 114 years of real estate experience, are licensed in all 50 states, and have participated in over \$9 Billion of DST real estate. Our clients have the ability to participate in private, exclusively available, DST properties as well as those presented to the wider DST marketplace; with the exception of those that fail our due-diligence process. To learn more about Kay Properties please visit: <http://www.kpi1031.com>**

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Sponsored Content

# Is Net Lease Property the Way to go for Your 1031 Exchange?

By CHAY LAPIN  
SENIOR VICE PRESIDENT,  
KAY PROPERTIES AND INVESTMENTS

Are you considering whether to purchase and manage a (NNN) Net Lease Property on your own? Here is a case study to help as you consider purchasing NNN properties versus alternative options such as DSTs.\*

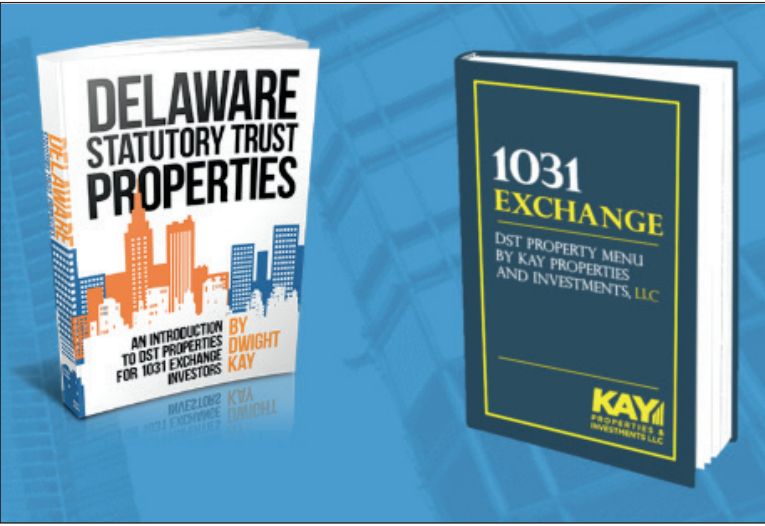
**1. Are you prepared for the potential active management? NNN properties are only passive if everything goes well. What happens if they do not?**

If an NNN Property goes dark (tenant moves out) or bankrupt, are you ready to search for a new tenant, negotiate a new lease, negotiate with tenants and lenders, pay lawyers, manage leasing agents, higher contractors to renovate, etc. We have had clients 1031 exchanging out of their NNN properties because their NNN broker communicated half truths about NNN being a turnkey option. NNN's are great — until they're not. Investors are exchanging out of NNN nightmare situations that an NNN broker didn't walk them through the potential downfalls of NNN properties all too often...

**2. Are you willing to take a multimillion-dollar company to court?**

We have seen large companies bully their way out of a lease agreement because the landlords/building owners are too small to afford a costly litigation. Therefore, the owner has been left with tens of thousands of dollars in maintenance costs or unpaid/reduced rent. Not only does this negatively impact your potential cash flow, it also impacts the overall value of the building and your family's financial security. Many NNN investor clients that we worked with that were told by their NNN broker they were buying a "safe" property have found themselves with properties valued at significantly lower values and lesser returns. Although corporate tenants can do this to anyone. This is more difficult for these companies to do when the landlord is represented by a real estate equity firm with hundreds of millions or billions of dollars of real estate under management which is why the DST may be a fit for investors afraid of these scenarios.

**3. Are you prepared to do your own comprehensive**



**sive due diligence required to purchase an NNN property that is such a large component of your wealth?**

On all our DST properties, we conduct/review lease audits, environmental reports, insurance audits, building inspections, economic/demographic surveys, and we send someone to conduct onsite inspections. This can be a very costly and a time-consuming process that many NNN buyers don't have the time or experience to do themselves. Has your broker done that for you or are you prepared to do this on your own?

**4. Do you feel comfortable with all your eggs in a single NNN basket?**

Putting a large component of one's wealth into a single NNN asset is simply not wise. Why would one invest in a single NNN property, when you can get access to the similar type of NNN properties but in a diversified strategy whereby you don't have all of your eggs in one basket? \*\*

**5. One of the greatest questions 1031 clients ask themselves is, "What kind of legacy will I leave my family when I am gone?"**

Are your spouse or heirs able to take on any of the above situations if you are not around to manage these issues? Selling a property years into the lease can result in pennies on the dollar, especially if there are issues and they will be left to negotiate lease terms with a large fortune 500 company. Many NNN investor clients that we worked with choose DST investments since the sponsor company will

be handling these items and not their wife/heirs who may not have the real estate experience to properly asset manage a NNN property.

*\*These examples are the experiences of a few of our clients and may not represent the experiences of others. Past performance does not guarantee or indicate the likelihood of future results.*

*\*\*Diversification does not guarantee profits or protect against losses.*

**USING (DST) PROPERTIES AS OPPOSED TO NNN PROPERTIES FOR YOUR EXCHANGE:**

- Diversification – Don't put all your eggs into one basket!
- You can often close on a DST in 2-3 days – helps to potentially reduce 1031 exchange closing risk.
- Non-recourse financing with DSTs as opposed to partial and full recourse with NNN properties.
- Back up – Use a DST as a backup ID in case your NNN deal falls apart.
- DST as a home for leftover funds to cover your exchange and avoid boot.
- Professional asset and property management in place.

## ACCESS TO QUALITY REAL ESTATE

Often times, 1031 investors are selling a property that comprises a substantial amount of their net worth. DST 1031 properties provide access to real estate that is often otherwise outside of an individual investor's price point. With the typical minimum investment of \$100,000, investors are still able to purchase an ownership interest in large \$20 million-plus apartment communities, \$5 million-plus pharmacies or \$15 million grocery stores, for example. This allows investors access to a level of real estate that they just would not have been able to exchange into before.

That being said, we also have had many clients with very large 1031 exchanges opt to invest in multiple DST 1031 properties/offerings because they did not want to place "all their eggs into one basket" by purchasing one single, large NNN investment property.

For a list of current DST offerings available at Kay Properties please visit [www.kpi1031.com](http://www.kpi1031.com) or call 1.855.466.5927.

### About Kay Properties and Investments, LLC:

Kay Properties and Investments, LLC is a national Delaware Statutory Trust (DST) investment firm with offices in Los Angeles, San Diego, San Francisco, Seattle, New York City and Washington DC. Kay Properties team members collectively have over 114 years of real estate experience, are licensed in all 50 states, and have participated in over \$9 Billion of DST real estate. Our clients have the ability to participate in private, exclusively available, DST properties as well as those presented to the wider DST marketplace; with the exception of those that fail our due-diligence process. To learn more about Kay Properties please visit: [www.kpi1031.com](http://www.kpi1031.com)



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There are material risks associated with investing in real estate, Delaware

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# Improve Energy Efficiency With Free Upgrades

## ENERGY TRUST OF OREGON

Often the biggest challenge to improving energy efficiency at a multifamily property is knowing where to start. Energy Trust of Oregon’s free instant savings upgrades offer an easy, no-cost entry point to significantly reduce your energy consumption and costs.

Northwest Housing Alternatives has utilized this free service at 10 sites in the Portland Metro area and Salem, saving the properties 212,680 kilowatt-hours, 11,000 therms and \$24,280 in estimated annual energy costs.

These free energy-saving products, including LED bulbs, showerheads, shower wands, faucet aerators and advanced power strips, are more efficient and longer-lasting than standard equipment. LED bulbs use 85 percent less energy than incandescent bulbs, while energy-efficient showerheads and faucet aerators not only save energy but also use up to 20 percent less water compared to standard fixtures. Advanced power strips reduce energy waste by shutting off power to devices that are not in use. These products give maintenance teams more time to tackle pressing site issues.

In addition to energy- and cost-savings, installation is quick and convenient with minimal disruption for residents. Products are typically installed in as little as five minutes per dwelling unit by Energy Trust representatives.

“Energy Trust’s energy advisors were accommodating and very considerate of residents,” said Alaniz. “The whole process was very simple and well worth it.”



For more information or to schedule the installation of free instant savings upgrades, call 1-877-510-2130, email [multifamily@energytrust.org](mailto:multifamily@energytrust.org) or visit [www.energytrust.org/multifamily](http://www.energytrust.org/multifamily).

### ABOUT ENERGY TRUST OF OREGON

*Energy Trust of Oregon is committed to delivering clean, affordable energy to qualified utility customers across Oregon. Our customer base comprises businesses and residences including multifamily properties looking for energy-efficient solutions to help*

*lower energy use and reduce operating costs. We offer cash incentives for the installation of qualified energy-efficient equipment and the installation of free instant savings upgrades including LED bulbs, showerheads, shower wands, advanced power strips and faucet aerators. We’ll also conduct a free walkthrough survey to identify potential energy savings at your property.*

For more energy-efficiency news and stories from around Oregon, visit the Energy Trust of Oregon blog at <https://blog.energytrust.org/>.



## THREE EASY STEPS TO INSTANT ENERGY SAVINGS

### 1. Schedule

Contact Energy Trust of Oregon at **1.877.510.2130** or **[multifamily@energytrust.org](mailto:multifamily@energytrust.org)** to schedule your free upgrades.

### 2. Get free upgrades

An Energy Trust representative will install free energy-efficient **showerheads, shower wands, faucet aerators, advanced power strips** and **LED bulbs** in every unit at your multifamily property.

### 3. Cut costs and increase comfort



To learn more, visit **[www.energytrust.org/freeupgrades](http://www.energytrust.org/freeupgrades)**.

Serving customers of Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas and Avista.









MULTIFAMILY NW  
The Association Promoting Quality Rental Housing

FORM OF THE MONTH  
Oregon Mold & Mildew Addendum



MULTIFAMILY NW  
The Association Promoting Quality Rental Housing

OREGON  
MOLD & MILDEW ADDENDUM



DATE \_\_\_\_\_ PROPERTY NAME / NUMBER \_\_\_\_\_  
RESIDENT NAME(S) \_\_\_\_\_  
UNIT NUMBER \_\_\_\_\_ STREET ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Mold growth indoors is an issue common in the Pacific Northwest. Mold spores naturally exist indoors and cannot be eliminated. Normally, they do not grow or reproduce on indoor surfaces and become visible and pose a problem unless a condition of excess moisture exists at surfaces. The main causes of mold growth are too much moisture generation, too little moisture removal, or cold surfaces. For example, mold often grows around windows because blinds or shades are always kept closed, thus cooling the window area and causing mold growth. Those causes of mold growth can be reduced or eliminated by simple procedures under your control. To reduce mold and mildew, Resident agrees to the following:

**Keep the indoor humidity low:**

- Use bathroom fans during and for at least 30 minutes (preferably 1 hour) after showering and bathing. If no fan is available, open windows slightly for ventilation for the same amount of time.
- Use the exhaust fan above the stove whenever cooking or boiling liquids, of if no fan (or if a recirculating fan exists that does not exhaust to the outdoors), open a window slightly for ventilation during cooking or boiling.
- Use the fan in the laundry area during and for 20 minutes after using the washer (not the dryer if it exhausts outdoors), or if no fan, open a window slightly for ventilation.
- Cover fish tanks.
- Do not use unvented space heaters, such as kerosene heaters, indoors.
- Do not use your oven for space heating.
- Do not keep excess number of house plants.

**Prevent cold surfaces that promote mold growth:**

- Raise blinds or shades as often as possible each day (extremely important)!
- Allow at least one inch between furniture and walls to warm wall surfaces.
- Do not put mattresses directly on the floor.

**Keep the indoor temperature at least moderately warm during non-summer months:**

- Keep heat above 60 degrees Fahrenheit at all times, as low temperatures cause mold growth.
- Do not turn off the heat in any rooms (especially bedrooms).
- Open closet doors.

**Attend to spills or flooding:**

- Immediately dry any water that spills or overflows from showers, tubs, toilets, sinks, etc.
- Immediately clean up and thoroughly dry any spills onto carpets, rugs or floors.

**Immediately notify Owner/Agent of any excess moisture problems:**

- Immediately notify Owner/Agent of any water leakage such as leaking plumbing, tubs, showers, toilets or windows.
- Immediately notify Owner/Agent of any running water—plumbing, tubs, showers or toilets.

**Clean regularly and thoroughly:**

- If mold appears on any indoor surfaces, immediately scrub it off with soap and water (bleach is not necessary), and then rinse and dry the surface.
- Check, clean and dry window tracks and keep free from condensation buildup.
- Once you have attempted to clean mold, if it reappears or you are not able to remove it, immediately report the mold to Owner/Agent.

Read the EPA pamphlet: "A Brief Guide to Moisture, Mold and Your Home" available at <http://www.epa.gov/mold/moldresources.html>

Resident understands and agrees that failure to do any of the actions in this Mold & Mildew Addendum shall constitute a material non-compliance with the Rental Agreement. Resident will be financially responsible for all damage resulting from his/her failure to comply with this Mold & Mildew Addendum.

X

RESIDENT\_\_\_\_\_

DATE

\_\_\_\_\_

X

RESIDENT\_\_\_\_\_

DATE

\_\_\_\_\_

X

RESIDENT\_\_\_\_\_

DATE

\_\_\_\_\_

X

RESIDENT\_\_\_\_\_

DATE

\_\_\_\_\_

X

OWNER/AGENT\_\_\_\_\_

DATE

\_\_\_\_\_

☐ ON SITE

☐ RESIDENT

☐ MAIN OFFICE (IF REQUIRED)

This trusted form is utilized during the move-in process to communicate to the new resident the common ways elevated levels of moisture can occur and simple ways to clean any surface mold or mildew that may accumulate. It advises to keep indoor humidity low, prevent cold surfaces that promote mold growth and keep the indoor temperature at least moderately warm during non-summer months. By signing, the resident agrees that failure to follow the Mold & Mildew Addendum shall constitute a material non-compliance with the Rental Agreement.

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

STAY INFORMED

With rental housing regulations changing all the time, it can be difficult to know when your business practice might violate a new law. Multifamily NW is here to help!

We offer the most comprehensive industry training in Oregon and offer only the most up-to-date forms. We’re also your steadfast representative, advocating for fairness in state and local government.

JOIN TODAY

JOIN MULTIFAMILY NW FOR THE BEST ACCESS  
AND PRICE ON FORMS AND CLASSES!  
MULTIFAMILYNW.ORG

Want to make a difference at the State Capitol? Support the Multifamily NW Defense Fund that funds our Advocacy efforts.

Multifamily NW Schedule

Date	Course	Time
MAY 7	CAM: RESIDENT EXPERIENCE	10:00 AM - 12:30 PM
MAY 8	HR ISSUES: BUILDING TRUST IN YOUR WORKPLACE	12:00 PM - 1:00 PM
MAY 10	IT’S THE LAW: FAIR HOUSING TRENDS	12:00 PM - 1:00 PM
MAY 13	LANDLORD/TENANT PART 1	1:00 PM - 5:00 PM
MAY 14	FAIR HOUSING FOR MAINTENANCE	1:00 PM - 4:00 PM
MAY 15 – 16	NSPF CPO 2 DAY CERTIFICATION CLASS	8:00 AM – 5:00PM
MAY 22	VENDOR CONTRACTS	10:00 AM - 11:00 AM
MAY 23	ADVANCED LANDLORD TENANT LAW	1:00 PM - 4:00 PM
MAY 30	ACE AWARDS CEREMONY	6:00 PM - 10:00 PM
JUN 4	MAINTENANCE TIPS, TRICKS & PITFALLS	9:00 AM - 12:00 PM
JUN 5	LANDLORD STUDY HALL: ADVERTISING STRATEGIES	6:30 PM - 8:00 PM
JUN 6	HOW TO GET THE MOST OUT OF TENANTTECH	1:00 PM - 3:00 PM
JUN 11	LANDLORD/TENANT PART II	1:00 PM - 5:00 PM

RENTAL HOUSING JOURNAL VALLEY · MAY 2019

5

# Landlords Insist New Screening Ordinance Unnecessary

## RENTAL HOUSING JOURNAL

Most landlords testifying before the Portland City Council on the proposed new city regulations on tenant screening and deposits were opposed to the new rules for various reasons.

Several landlords said the city would be taking away landlords’ ability to protect their investments when they cannot properly screen tenants, with one landlord saying, “It is too risky to put them in my \$100,000 unit. I am not going to risk renting to someone without a government-issued ID.”

Landlords also said existing laws already cover the issues and the ordinance is not needed. The strongest business case was stated by Clyde Holland, CEO and chairman of the Holland Partner Group which manages 56 apartment communities and more than 17,000 units in Oregon, Washington, California, Arizona and Colorado, who said he has “grave concerns” about the ordinance.

He said the U.S. Department of Housing and Urban Development (HUD), Fannie Mae and Freddie Mac, all of which are involved in the underwriting of loans for apartment construction, have requirements for tenant screening that borrowers such as apartment developers must follow, and the proposed Portland ordinance would be in conflict with those federal screening requirements.

He said those agencies “require we screen” for certain levels of tenant income in order to “be in compliance with financing” or a developer “could be held in default on their mortgages.”

“We are required to screen three-times income in order to attract institutional equity” to develop apartment projects, Holland said.

### PROPOSED TENANT-SCREENING ORDINANCE WILL INCREASE RENTAL RATES

The cost of landlords’ compliance with the proposed regulations is something the city must consider, Holland said. “In order to look at the compliance aspects of the very confusing pages here, our estimate is it will take one person per hundred units to be able to deal with the challenges,” Holland said. He estimated it will cost \$65 per unit per month to comply with all the requirements of the proposed ordinance, or about \$125 million a year in Portland.

He said the proposed ordinance, if enacted, will end up raising rental rates for renters in Portland. He said the city is not considering the cost to landlords of having to comply with the requirements of the ordinance, and that these costs will be passed along to tenants.

All the rules in Portland, including inclusionary zoning, tenant relocation requirements, registration and the proposed tenant screening have substantially “lowered the ability for us to access debt and equity. It has cost the city of Portland about \$5 billion of investment in housing.” He said 20 percent of his company’s units are set aside for affordable housing.

Holland closed his testimony by suggesting the city submit the ordinance for economic analysis before continuing to press for its passage.

### PROPOSERS OF THE ORDINANCE SAY IT IS DESIGNED TO FIGHT DISCRIMINATION

“Discrimination in housing is alive and well in our state and in our city,” said City Commissioner Chloe Eudaly, who proposed the ordinance. “This package, if passed, will significantly decrease incidents of housing discrimination, whether by default or design.”

Coya Crespín, Portland Metro Regional Organizer for the Community Alliance of Tenants, told the council the “wild-West style” of tenant screening is used by landlords to discriminate. “Landlords are using scare tactics to get tenants to testify against this ordinance.” She said the screening system is shutting out low-income tenants and tenants of color.

### ORDINANCE INTRODUCES TOO MUCH COMPLEXITY IN THE PROCESS

Dan Hayes, who told the council he has 26 rental properties in Portland, said, “All landlords want our units filled. We screen to give tenants the best chance of success.”

He said Portland used to provide a one-day landlord-training class. But not this year. He suggested the council take more time and simplify the proposal and “listen to more solutions from people in the industry,” then implement policy. “If you continue to introduce complexity without providing policy, Portland will become the most expensive city to live in,” Hayes said.

### 60 PERCENT OF PORTLAND LANDLORDS ARE SMALL INVESTORS AND WORK WITH TENANTS

Sue Scott, a landlord, said 60 percent of landlords are small investors and that big companies have caused some of the problems. “Rental providers have not been listened to by the city. The city has chosen to railroad this through their own agendas,” she said.

Small landlords depend on good relations with their tenants, know their tenants and work with their tenants on issues. “If you want more big rental companies in Portland who never bend a rule for a tenant – carry on,” Scott told the council hearing. Another landlord, Kathy Rogers, echoed that sentiment, saying she has a regular full-time job and manages her rentals as well.

“When a tenant cannot pay rent, we rarely evict them. We allow them to move out and break the lease and we take the hit and help them find affordable housing. “We lose rent for a month or more,” she said, noting that many owner-managers like herself do the same. “I provide affordable housing for \$850 a month. If a tenant has income twice the rent but has good credit I would rent to them,” she said.

Some landlords think the city’s efforts are actually taking steps in the wrong direction, and say the new rules may force some smaller landlords out of business. “There are a lot of property owners and landlords who are choosing to sell their properties in Portland, and move their investments to other states where there is no rent control and aren’t as many limitations on what landlords can do,” Ilyse Ball, a Portland Realtor and landlord, told katu.com.

“It’s the mom-and-pop landlords, who are usually more lenient to these types of tenants, the ones the commission is trying to protect, that can’t take the financial hit,” Ball said. Ball said she’s rented to people with questionable backgrounds before. “But after meeting them, and talking to them, and deciding myself they would be good renters, I have taken a chance, but that has been my choice to take that chance. And I think it’s unfair to take that choice away from landlords,” Ball told katu.com.

When the council will consider the proposed ordinance next or vote on it is not clear.

## Council Delays Taking Action on Screening

*Continued from Page 1*

commissioners about the rental housing ordinance.

“We share the goal of reducing barriers to housing, but Portland needs to ensure the rules are not so onerous that rental housing providers decide to give up and get out. That will ultimately reduce housing

supply in Portland, which will decrease affordability. New rules passed last year in Portland have already decreased supply. There has to be balance,” she said.

Portland Mayor Tom Wheeler also said he thinks the plan needs to be revised and that significant changes are needed.

“As the policy stands in its current form,

I believe there are significant changes necessary,” Wheeler said in a statement according to Willamette Week. He praises Eudaly’s efforts to tackle housing discrimination but adds a note of caution: “As a city, we should be seeking policies that address those issues, but right now the question is whether this proposal is the right way to go about it.”



NAME		
ADDRESS		
CITY	STATE	ZIP
E-MAIL ADDRESS		
I am an:		
<input type="checkbox"/> OWNER	<input type="checkbox"/> INVESTOR	<input type="checkbox"/> PROPERTY MANAGER
<input type="checkbox"/> VENDOR	<input type="checkbox"/> OTHER	
*Print subscriptions \$25/year \$15 each additional market		
\$8 each additional market		
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## 4 Ways To Avoid Discriminating Against Families With Children

BY ELLEN CLARK

grace hill

TRAINING TIP  
OF THE MONTH

You must train employees to avoid making comments that express a preference against residents with children.

Earlier this year, the California Department of Fair Employment and Housing (DFEH) settled a familial status housing discrimination case in a which family of four alleged that a property management company refused to allow them to rent an apartment in a multi-unit community because the property manager did not consider children to be appropriate residents for the community.

The property manager allegedly made statements that the unit might be overcrowded, that neighbors might not be happy with the noise, and that the building was for “business people.”

DFEH found cause to believe a violation of the Fair Employment and Housing Act had occurred and, after an unsuccessful mediation, filed suit in Alameda County Superior Court. The case settled before trial, with the defendant agreeing to pay \$12,500 to the family and \$3,500 to the DFEH for fees and costs incurred in litigating the case.

### 4 Ways to Avoid Violating Fair Housing in Regard to Families with Children:

**1. Think carefully about the questions you ask prospective residents.** It is ok to ask about the number of people who will live in the apartment home, but avoid questions specifically relating to children.

Don’t say, “How many adults and children will be residing in your apartment home?” Instead say, “How many people will be residing in your apartment home?”

**2. Be careful when talking about facilities or services.** It is appropriate, to require direct adult supervision when children use community services and facilities, but the rules must not unreasonably restrict a child from using the amenities.

**3. Consider your advertising language carefully.** When describing housing in an advertisement, do not include any limitations based on familial status, such as “no children allowed,” “couples preferred,” or “singles-friendly.”

**4. Don’t make assumptions.** Do not make assumptions about what an individual may or may not be interested in viewing on your property. Letting prospects make the decisions avoids the illegal practice of “steering.” If you’re touring a mother of young children and only tell her about first-floor apartments because you assume she wants to avoid the stairs, this could be construed as steering.

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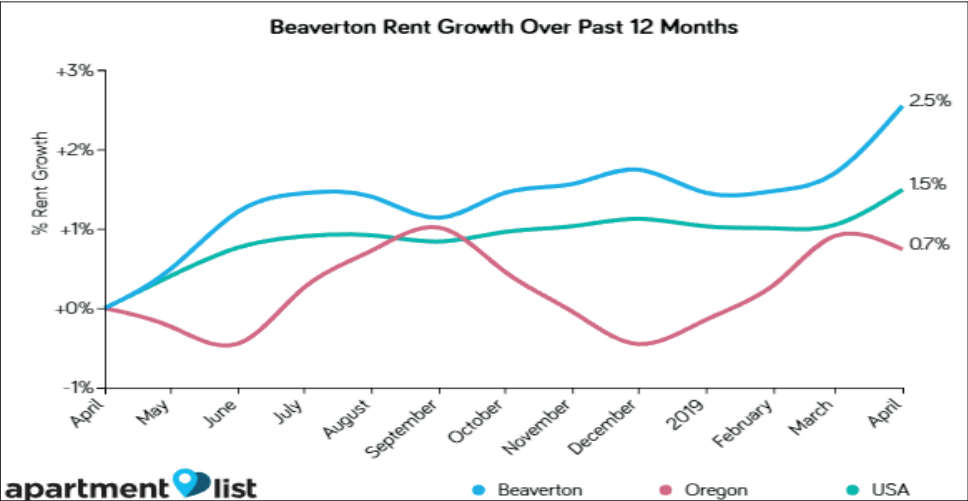
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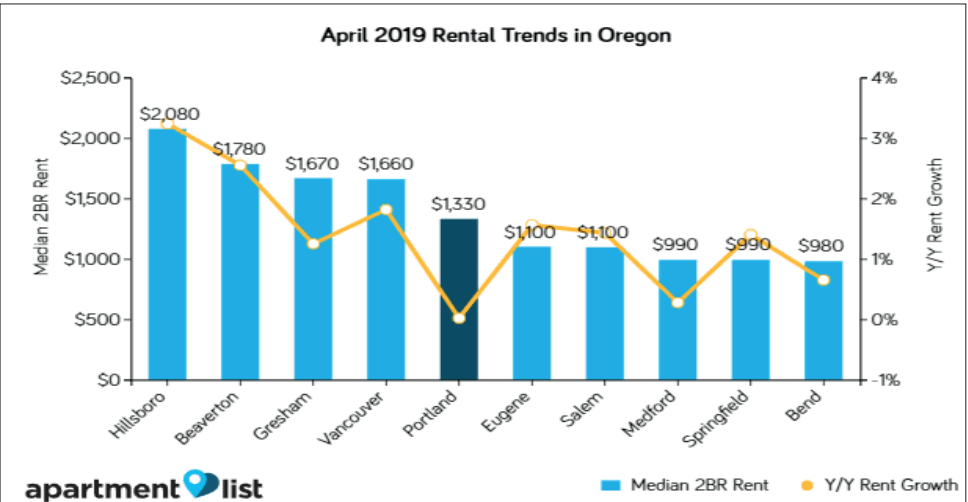
# Portland Rents Fall in April

Continued from Page 1



the 10 largest Oregon metro cities that the company has data for, all have seen rents rise year-over-year, with Hillsboro experiencing the fastest growth (+3.2%).

• Beaverton, Vancouver, and Eugene have all experienced year-over-year growth above the state average (2.5%, 1.8%, and 1.6%, respectively, see graphics above and at right).



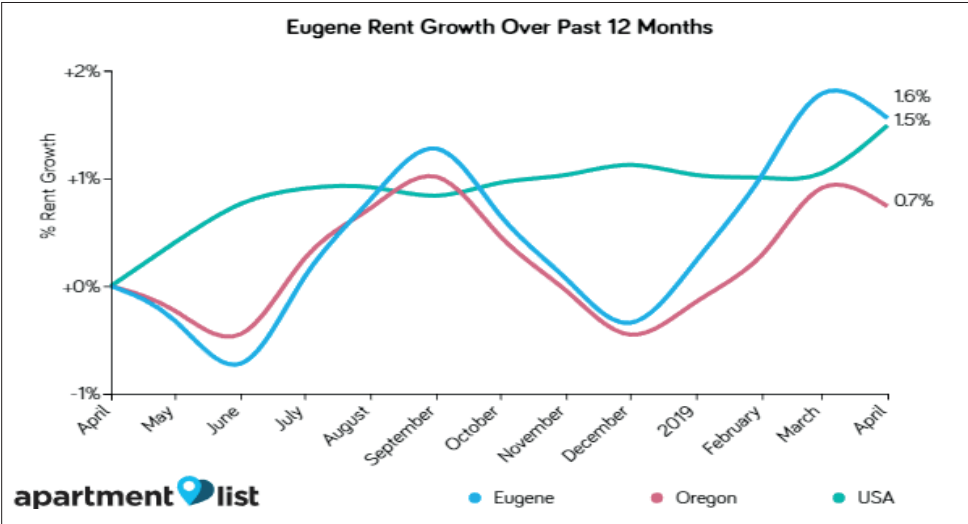
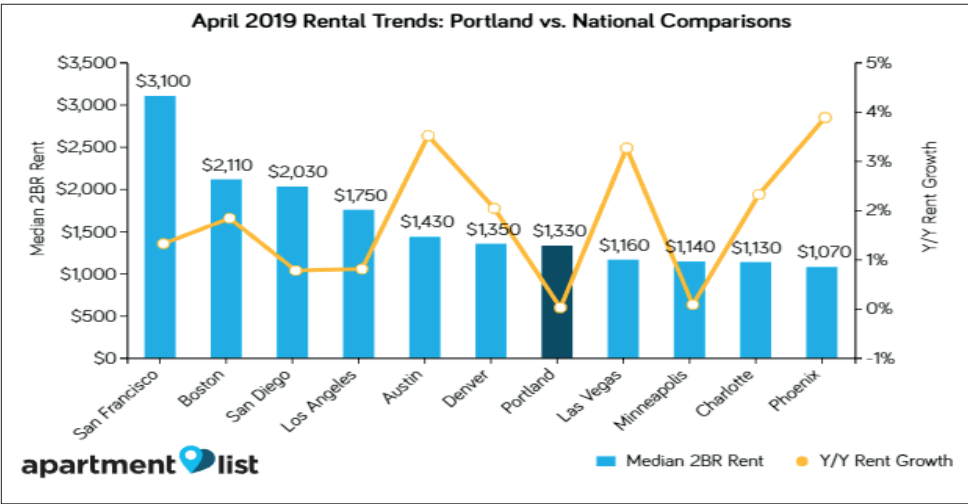
## PORTLAND RENTS MORE AFFORDABLE THAN COMPARABLE CITIES NATIONWIDE

Rent growth in Portland has been relatively stable over the past year – some other

large cities have seen more substantial increases. Portland is still more affordable than some other large cities across the country.

Portland’s median two-bedroom rent of \$1,330 is above the national average of \$1,180. Nationwide, rents have grown by 1.5% over the past year compared to the stagnant growth in Portland. While rents in Portland remained moderately stable this year, similar cities saw increases, including Phoenix (+3.9%), Austin (+3.5%), and Las Vegas (+3.3%); note that median 2BR rents in these cities go for \$1,070, \$1,430, and \$1,160 respectively.

City	Median 1BR price	Median 2BR price	M/M price change	Y/Y price change
Portland	\$1,130	\$1,330	-0.3%	0
Vancouver	\$1,410	\$1,660	0.6%	1.8%
Gresham	\$1,410	\$1,670	-0.9%	12%
Hillsboro	\$1,760	\$2,080	0.8%	3.2%
Beaverton	\$1,510	\$1,780	0.8%	2.5%
Lake Oswego	\$1,490	\$1,760	12%	0.6%
Tualatin	\$1,670	\$1,980	-0.5%	4.1%
Forest Grove	\$1,210	\$1,420	-0.2%	0.4%
Wilsonville	\$1,450	\$1,710	1.3%	4%



# Picking The Perfect Paint Color

Continued from Page 1

grey, cream and tan. Also, make sure your exterior paint varies from the inside of your building. At the least, be sure to vary the hues outdoors by a couple of shades to ensure your property is offering your tenants an enticing greeting.

Pay attention to how the colors in your building influence the mood of your space to ensure you are providing a welcoming presence.

Warmer tones tend to offer people a feeling of security and warmth whereas cooler tones offer calming and inspiring response to people.

## WHEN TO MAKE PAINTING PRIORITY:

Painting your property should be a priority for the following reasons:

1. **To aid wear and tear:** Painting your property should be a part of your regular maintenance. Re-paint your property every 5-7 years to please your tenants and maintain optimal property maintenance.

2. **Competitive edge:** If your rental property is facing significant competition, a fresh paint job can boost the aesthetic and feel of your property and attract new tenants and keep your investment

thriving.

## ALTERNATIVES TO PAINTING

1. **A power wash:** Sometimes a simple power wash can take care of the buildup and leave your exterior refreshed and looking like new. If it’s been less than five years since your last exterior paint job, try this alternative before committing to a new coat of paint.

2. **A partial paint job:** If your current paint job is in shape or you don’t want to invest in upgrading your entire exterior at one time, try a partial paint job. Paint the high traffic areas such as the main office, walkway areas, and other spaces outdoors between buildings where tenants reside.

Keepe is an on-demand maintenance solution for property managers and independent landlords. The company makes a network of hundreds of independent contractors and handymen available for maintenance projects at rental properties. Keepe is available in the Greater Seattle area, Greater Phoenix area, San Francisco Bay area, Portland, San Diego and is coming soon to an area near you. Learn more about Keepe at <https://www.keepe.com>.



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