



APRIL 2020

Legal Round-Up:
**SCREENING, LEAD, AND
EVICION DECISIONS**

**MASSLANDLORDS' GOOD
NEIGHBOR AWARD**
Promotes Community Connection

CORONAVIRUS:
What Landlords
Need to Know

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The largest non-profit for Massachusetts landlords. We help owners rent their property. We also advocate for better laws.

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For pay-as-you-go business advice or legal information, visit MassLandlords.net/helpline.

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Letter from the Executive Director

IN THE LETTER FOR APRIL 2020, WE LOOK BACK AT THE MONTH WE REALIZED THE WORLD HAD CHANGED.

In the US, we only realized in March that the world changed in December, when novel COVID-19 left an animal host and entered the human species. For the first time in living memory, nearly every country and every culture in the world is going to have the same shared experience. This natural disaster may yet prove a unifying memory as we move forward to tackle our shared problems of public health, poverty, and climate change. But first, it falls to us to survive it, and to bring with us as many as possible into the post-virus world.

To that end, as housing providers we must enforce social distancing among our renters and staff and we must continue to provide the housing that is so essential for a stay-at-home order. We at MassLandlords are keenly aware that many of us, an increasing number, cannot provide housing without rents, and that mortgages, water bills, insurance, and tax liens are either not totally or not at all excused at this time. We are working on it. Make the best decisions you can for you and yours. Food and medications first. Emergency repairs second. All else we need to sort out.

We are enormously proud of the "COVID-19 Coronavirus Landlord-Tenant Laws, Regulations, and Procedures" page we are updating daily. Please bookmark and return to it frequently, and share.

We are continuing our normal events virtually and with webinars, with the exception of the many food service, venue, and event staff who took us this far. We are trying to help all remain afloat during this indefinite virtualization.

Our daily site traffic has increased from 600 unique people per day to almost 4,000 unique people per day. Every dues paying member should be enormously proud of the resource we have created for one another at MassLandlords. We have been able to share the urgency of our housing shortfalls with the Boston Globe, Banker and Tradesman, WCVB Channel 5, 89.7 WGBH, 90.9 WBUR, and many others.

Our primary goal at time of writing is a declaration of surety. Housing is essential. The Commonwealth can backstop unpaid rents. After all the work-from-home income and essential income, after subsidies, and after unemployment are all exhausted, one final comprehensive guarantee is needed to be sure that no one need leave their shelter or shut down housing during the pandemic. Please support us with dues, event participation, and property rights investments to the extent you are able. We will keep advocating for you and your housing as long as we are able.

Sincerely,

Douglas Quattrochi

Executive Director

MassLandlords, Inc.



CORONAVIRUS:

What Landlords Need to Know

By Eric Weld, MassLandLords, Inc.

This article is being updated daily online. We have included the March 30th snapshot in this newsletter to reach a wider audience.

The new coronavirus pandemic is affecting landlords and their renters in several ways. And while we still don't know many details about the novel coronavirus disease 2019 (COVID-19), or the resulting pneumonia that the virus delivers to many people upon exposure, there are steps landlords can take now to help mitigate the pandemic's effects on their tenants and bottom lines.

Physical health, for you and your tenants, is the number one objective. Because no vaccine is available to prevent COVID-19, nor will be for some time, it is essential that landlords take precautions to prevent infection. The

best practice to prevent COVID-19 infection, according to the Centers for Disease Control and Prevention (CDC), is frequent cleaning with disinfectant of common touch points: doorknobs, handles, railings, counter surfaces, tables, switches, faucets, flushers, remote controls and anything else that people touch throughout the day. Get in the habit of spraying these common touch points with a mist of sanitizing solution through the day as a precautionary measure.

- [WGBH Map of Active Cases](#), updated daily
- [Expertly prepared graphs](#) for cases worldwide

WORLD GRAPH

Our World In Data has made their graph embeddable here. This graph shows total confirmed cases, not active cases. Some countries have many recoveries.

CLEANING

When source of transmission is known, it has always been person-to-person contact. But it cannot be repeated too often: The coronavirus can live on surfaces. The half-life is such that a wet sneeze might be able to live for up to nine days on some surfaces (metal, glass, Formica, porcelain, plastic). Smaller amounts will degrade and become non-infectious more quickly. A lab study detected measurable amounts of virus on dry steel and plastic after three days. During the degradation time, the virus is capable of infecting people with COVID-19 when they touch the surface, as they may then ingest the virus by touching their mouth, nose or eyes. COVID-19 is much more powerful than a regular flu, with mortality many times higher. However, the coronavirus can be easily wiped away in twenty seconds with scrubbing and rinsing, or killed in minutes using household disinfectants. (In the event your local stores are sold out of brand disinfectants, the CDC recommends using a diluted bleach solution combining 5 tablespoons of bleach per gallon of water; or 4 teaspoons of bleach per quart of water. **IMPORTANT: Never mix household bleach with ammonia or any other cleanser.**)

- [List of EPA confirmed virucidal cleaners](#) (pay attention to the contact times, the surface must remain wet with cleaner for minutes).
- [CDC cleaning guidance](#)

Also worth repeating: get in the habit of washing your hands thoroughly, for at least 20 seconds, every time after you touch something (e.g., faucet handles, the toilet flusher, subway and bus handles, light switches, silverware, oven and microwave buttons). Be sure to scrub between fingers and thumbs, preferably



Washing hands frequently and thoroughly with soap and water is one of the most effective ways to ward off coronavirus infection (image by Marco Verch).

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using soap. In the absence of soap and water, use an alcohol-based hand sanitizer with at least 60 percent alcohol content. If hands are visibly dirty, always wash them with soap and water.

Wash often, up to several times per waking hour, and every time after blowing your nose, coughing or sneezing; using the bathroom; eating or preparing food; contact with pets or animals; or caring for another person, such as a child.

COMMUNICATE WITH YOUR TENANTS ABOUT CORONAVIRUS HEALTH

Especially for renters who do not have Internet access, who may still be unaware:

It's in every landlord's interest to have healthy tenants, and all landlords, from multi-unit property managers to single dwelling owners, should check in with their tenants specifically about coronavirus, for several reasons.

Knowledge and information are the best defenses against the spread of

coronavirus, so sharing what you know with your tenants and learning from them will help everyone. Remind them that they should also be disinfecting surfaces in their units as frequently as possible, especially in common areas of multi-tenant rentals. For those who share bathrooms and kitchens, it is vital that they know not to share towels, including hand and dishtowels, and to wash their hands thoroughly after every single use of common areas and devices. This includes remote controls, game controls, stereo knobs, etc.

Strongly consider providing tenants with disposable wipes to keep in common areas for wiping surfaces after each use. You might also provide bottles of disinfectant to promote spraying surfaces often.

Work with tenants to create and/or update emergency contact lists (recommended by the CDC and Massachusetts Department of Public Health) with contact information of two to five people (at least two local) in case of illness or other emergency.

Stay in touch with tenants and let them know to contact their landlord or property manager if they become ill or are diagnosed with or suspect they have COVID-19.

The foremost symptoms of COVID-19 are:

- fever (i.e., temperature of 100.4 °F (37.8 °C) or greater) using an oral thermometer
- cough
- shortness of breath

These symptoms may appear within two to 14 days after exposure.

In the event you or your employees need to enter rental units, be careful not to touch anything. Do not eat or drink or bring drinks into the residence, remain at least six feet from other people, and wash your hands immediately after.

CORONAVIRUS CONTINGENCIES

If tenants or employees suspect they have COVID-19 symptoms, they should stay at home and call their healthcare provider

(do not travel to healthcare providers or hospitals, it risks infecting others) and follow or await instructions from healthcare providers.

Employees should know not to report to work if they display any illness symptoms or suspect they are sick. If an employee arrives at the workplace displaying symptoms or becomes sick during a shift, that person should be immediately separated from other employees and sent home (not using public transportation).

If employees or tenants do not have a regular healthcare provider, contact the nearest doctor's office or hospital, explain the situation and seek guidance. Alternatively, call the Division of Epidemiology and Immunization (617-983-6800), explain the situation and seek guidance.

If an individual requires immediate medical assistance, call 911 for an ambulance and inform the dispatcher and emergency personnel of the person's symptoms.

GUIDELINES FOR PROPERTY MANAGERS

Employees and property managers overseeing multi-unit buildings and complexes need to be especially vigilant around coronavirus protocols. They must be direct and clear in imparting protocols to renters, using prominent signage, email notices and other communications as needed.

Cancel any resident gatherings in common areas, such as meet-and-greets and other social events. Restrict laundry area usage to one unit at a time to avoid in-person contact. Increase daily cleaning of common areas, taking special precautions to wipe down commonly touched surfaces.

Check in frequently with elderly residents and anyone who is at risk. Discuss a communication plan for elderly and at-risk tenants and any tenants who are sick.

Update all tenants' contact information and add pertinent emergency contacts.

MAINTENANCE DURING THE CORONAVIRUS PANDEMIC

All non-essential maintenance should be deferred. Some municipalities

(e.g., Worcester) have already stopped sanitary code enforcement except for immediate dangers to health and safety.

Some daily maintenance will have to continue to retain a hygienic environment in multi-unit rentals. Trash disposal is one of those jobs. Managers should treat all trash from rental units as hazardous waste to be disposed of with extreme caution.

Managers who are called and need to enter units for specific **emergency** maintenance jobs must be sure to follow employee guidelines of washing hands before and after entering the unit, disinfecting all surfaces touched, and keeping their distance from residents. Non-emergency jobs should be deferred.

The fewer people who need to enter rental units, the better.

Defer any maintenance jobs—e.g., routine inspections, filter swaps, gutter cleaning, caulking and grout filling—that are not of immediate necessity for at least 30 days, pending further information.

If professional subcontractors are needed, establish a Standard Operating Procedure (SOP) and clearly communicate it to contractors entering the rental premises. The SOP should include at least: meeting with the property manager or owner before entering any rental units; washing hands before entering units, perhaps wearing latex gloves; disinfecting any touched surfaces; and remaining at least six feet away from any residents or others on the property (no shaking hands!).

If contractors display any signs of COVID-19 or other illness, send them away from the property and reschedule for another time or with another contractor, again following SOP.

WORKING WITH PROSPECTIVE TENANTS

Business must go on as much as possible, and even in a pandemic people will be seeking places to live. The same guidelines for subcontractors and other visitors should be followed when working with prospective tenants who want to visit a multi-unit complex.

Pre-screen any potential renters before showing units to determine if they have recently traveled or are showing signs of

sickness. This can also be used to qualify the prospects as viable tenants with immediate housing needs. Limit showings in common areas and minimize exposure to other residents. Open all doors before a showing and close doors afterward to avoid touching of handles and doorknobs. Instruct prospects to look only, not to touch any surfaces, not to use bathrooms or faucets inside rentals, and not to have any food or drinks inside rental units.

As always, be sure to adhere to Fair Housing laws. Disinfect all areas of the rental unit after showings.

Can I show a rented unit?

As of March 23, legally, yes.

Recommendation: do not show rented units. Accept vacancy as a cost of doing business. Get pictures or video for virtual tours. Do not bring a parade of strangers into an occupied household, you could experience liability lawsuits afterwards for spreading infection if anyone were to become ill.

Are there rental agreement clauses I should add?

Yes, we are recommending members utilize our optional "90 day delay in occupancy" clause to encourage landlords and renters to sign rental agreements even when move-in dates remain uncertain for the indefinite future. See Optional Clauses AD. DELAY IN OCCUPANCY. We are grateful to Attorney Jordana Roubicek Greenman of JRG Legal and Attorney Richard Vetstein of the Massachusetts Real Estate Law Blog for this contribution.

EVICTIONS AND NONPAYMENT

All nonpayment cases are continued until April 22 at the earliest. This means no eviction case will proceed.

You can still get emergency cases heard, e.g., restraining orders. Call the court before going in-person, hearings are being held over the phone. The local power to decide what constitutes an "emergency" gives needed judicial discretion to hear restraining orders, escrow motions, and other time sensitive matters. Landlords who need to file a time sensitive matter should contact an attorney for help making their case.

Read Housing Court Standing Order 3-20 for details.

In a March 25 announcement from the Governor:

- DHCD will no longer terminate federal and state rental vouchers.
- MassHousing will boost RAFT by \$5 million.
- The Division of Banks (DOB) issued guidance to financial institutions and lenders urging them to provide relief for borrowers and a 60-day stay on foreclosures.
- DHCD asks all owners of state aided low-income housing, including Local Housing Authorities and private owners, to suspend both pending non-essential evictions and the filing of any new non-essential evictions.
- Affordable housing operators are asked to suspend non-essential evictions for loss of income or employment circumstances resulting in a tenant's inability to make rent.

- Operators should establish reasonable payment plans, notify Section 8 or public housing residents about interim income recertification to adjust rent payments, and to consider offering relief funding for residents ineligible for income reassessment.

Is it illegal to request or demand rent?

As of March 23, no, you can still require rent be paid and issue an eviction notice. Hold that thought:

My renter lost their job. What do I do?

Given the unprecedented circumstances surrounding COVID-19, and the fact that Massachusetts courts have postponed trials, see above/below, rent collection has become an issue for many landlords. Furthermore, as HD.4935 may pass, and terms like "moratorium on eviction" are being used, tenants may elect to not pay rent even if they're still able to. How can landlords pursue rent collection most effectively in these circumstances?

Because many landlords depend on the rent to pay their expenses the same way their tenants may live paycheck to paycheck, we need to be smart during these challenging times. For now, MassLandlords offers the following suggestions for how to adjust your rent collection procedures over the coming months:

1. Carefully consider whether to have a conversation with your tenant about April rent and beyond

While pushing tenants to pay the entire rent may backfire in some cases, not talking to tenants about paying the rent at all may backfire as well. Putting off a conversation with your tenants about not being able to pay the rent (in whole or in part) will help for those tenants who are finding the means to pay you—but you should be ready at any moment to have the conversation. Consider the following scenarios:

1. You may know your tenant's income has plummeted, their savings are



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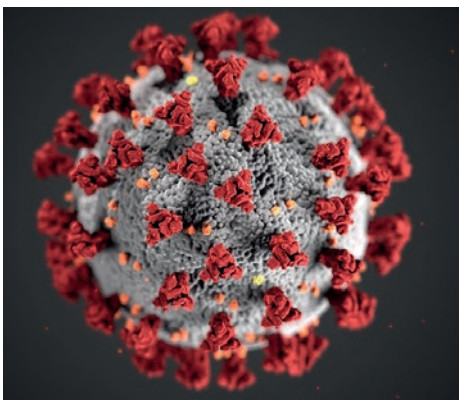
minimal and they won't be able to pay the entire rent. In this case, it makes sense to initiate a conversation, sooner rather than later.

2. You may expect your tenant can and will pay full rent, in which case you don't need to initiate a conversation before being paid – but don't wait until too long after the 1st to reach out if they haven't paid. If you feel compelled to say something, consider saying: "Please, if your income remains at or near what it was prior to the emergency, continue to pay your rent. Thank you." If it is true, you could consider adding "as these monies are needed for me to continue meeting my expenses for this building."
3. If you don't know what to expect, it still makes sense to see what your tenant does first while making sure you are ready to talk—but again, don't wait for too long after the 1st to reach out if they haven't paid.

2. If you do have the conversation, get your tenant to make the first offer

Assuming your tenant wants to pay as much as s/he can to maintain a stable tenancy, try getting your tenant to talk first. Because your tenant may be feeling quite vulnerable, being able to understand them first, before making yourself understood, can help.

1. If you get a sense that they want to make you whole but need to adjust (pay you later in the month or in two installments, etc.), we suggest you try to accommodate this as much as you can.



A close-up view of the novel coronavirus molecule (CDC/Alissa Eckert, MS; Dan Higgins, MAMS)

2. If you sense the tenant is looking for concessions (paying less or none in the near future), here are some suggestions for how to do this. **Opening line:** I'm hoping we can make a plan that works for both of us. I'm thinking about rent for April but also for May, June and beyond.
 - o Can you tell me what your situation is? or:
 - o Yes, I know this coronavirus situation is difficult for us—can you tell me what your own situation is regarding paying the rent?

If it feels right, ask them to talk about their income and savings going forward. Ask them if they can pay the rent but be ready to follow up by asking how much they can pay for April, May, June and beyond. You can gently remind them of the need for both of you to stretch in order to make this work.

Once they offer something, you can counter with a higher amount (but less than the entire rent) to try to reach an agreement. Offering concessions can help them see you as being sensitive to their situations, and may motivate them to stretch for you.

3. Be creative

To help your tenant meet your interests you may need to be creative. You may want to carefully include some of the following talking points:

1. Ask them if they have friends, family, coworkers, neighbors, benefactors, etc. who can help them out financially.
2. Keeping in mind legal limits on occupancy, perhaps adding a roommate (temporarily) could help (draft agreement should be signed to protect both parties).
3. Suggest that, although you have a need to keep their rent payments strong now, you could keep their rent increase low (or offer no increase) for the next leasing period in exchange (again with proper agreement in place).
4. Barter. Offer various tasks/jobs they can do in lieu of paying some/all of the rent (if you do this, it's best to establish a contract with deliverables according to a timetable).

5. Accept multiple payments over the month or over multiple months.
6. Offer them a rent reduction if they can pay a higher amount now. For example, if the monthly rent is \$1250 and they tell you they can only pay \$750/month for the indefinite future, suggest if they instead pay \$1000 per month you would withdraw claims for the remaining \$250 per month (that is until the situation stabilizes, and with proper agreement). Given the uncertainty of collecting that additional amount later, getting a lower amount now may get you more overall.
7. Offer that extra 10-pound bag of rice, your extra cleaning products or anything else you're confident you won't need as a good faith gesture (and to help them reduce their costs). You can be friendly, but you're not necessarily their friend, so be careful about boundaries.

You can make other suggestions to MassLandlords members by emailing us at hello@masslandlords.net.

4. Establish regular check-ins to update each other given changing circumstances

1. Schedule ahead to update each other in order to confirm your plan or revise it if necessary.
2. Ask your tenants to communicate with you immediately if their situations change in any way.

5. If your tenant demonstrates need and asks what you can do, say the following in an email or letter:

Mary and John:

I do appreciate how challenging this is for all of us. I'd like to discuss our rent situation, as you have indicated you're having difficulty with income at the moment. Please know: If this emergency has caused a sudden loss in your income and you do not have sufficient monies set aside to continue paying the rent, I would consider your paying a lower rent amount that adequately matches what you're able to pay.

Because any reduction in rents collected will directly impact the financial health of the building, it's helpful for

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me to better understand your situation. Would you be able to provide:

1. documentation as to your loss of income, and
2. documentation that you have no additional monies which could be reasonably used

as this can help us negotiate a lower rent. I would also want to review the situation on an as-needed basis in order to assess if/when we can return to the original fixed lease and rent amount. Please feel free to contact me (at _____) regarding this situation.

I hope this helps. Stay safe.

Sincerely,
Mary Landlord

6. Should You Ask your Tenants to Leave or offer Cash for Keys?

No, we recommend you do not attempt a voluntary move-out at this time, even if both parties are willing. Circumstances are changing too quickly, and relief is expected imminently. Your renter and your other renters will take a better view of you and your handling of this crisis if you operate from an assumption that everyone who wants to continue living in your apartments can do so.

Exception: your renters (especially students) have expressed a desire to move home or to another guaranteed residence. Then consider carefully whether and how best to break the rental agreement.

7. Can I ask for proof of job loss?

Yes, and other proof. Keep in mind that self-employed, small business, and 1099 are currently ineligible for unemployment so will not have proof of having applied for unemployment.

8. What about my bills?

See "Mortgage and expense forbearance."

SEND RESIDENTS A BULLETIN ABOUT TOILET PAPER

Recommended language, customize to suit:

Due to panic buying, some households may currently be out of toilet paper. Do not put anything other than toilet paper down the drain. Do not use

cardboard, printer paper, receipt paper, paper towels, or anything besides toilet paper. Do not use disposable sanitary wipes, even if they say they are flushable. This is inaccurate marketing. The drain will clog. You will be without a toilet unless we can find a plumber willing to come out during the pandemic to snake the drain. Municipal lines where these wipes especially have collected are already clogging.

If at any time during the pandemic you are out of toilet paper, or anticipating running out in the next two days, please notify us. We will attempt to find you as supply or reallocate supply between willing neighbors.

WHY TOILET PAPER?

Hand sanitizer and hand soap make sense. So do cans of soup, over-the-counter flu remedies and other emergency items that are disappearing from supermarket and drug store shelves. But why toilet paper?

According to CNN, the great toilet paper rush during this pandemic is a combination of: group behavior (consumers see others panic buying then feel an urge to panic buy the same items); confusion (uncertainty about where this emergency will lead and an ensuing need to stock up on household supplies); and a way of taking control amid circumstances that feel beyond our control.

For shoppers who are distressed by the current shortage of toilet paper, however, don't fret too much. Supermarket shelves are likely to be restocked soon. The

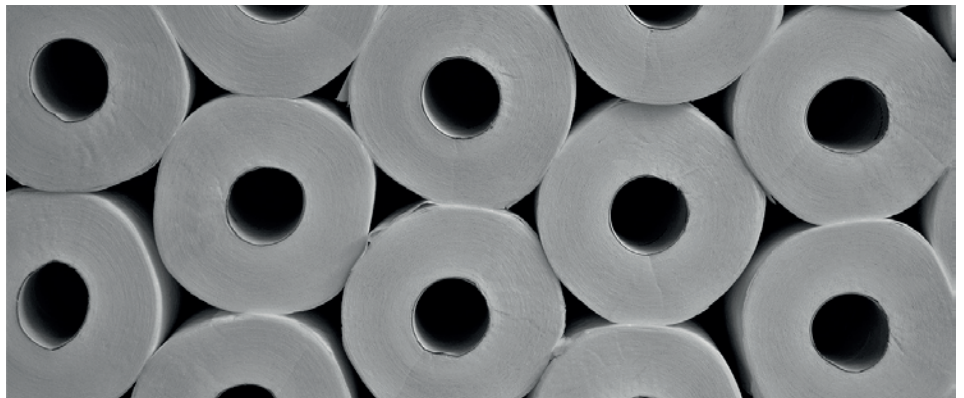
average production of toilet paper in America is more than 83 million rolls (500 2-ply sheets) per day. The average American uses about 57 sheets of toilet paper per day (i.e., 100 rolls per year, or just under two rolls per week). Multiplied by 331 million, the population of the United States, our toilet paper usage very nearly matches the daily production. Supplies are on the way.

Toilet Paper Alternatives

Environmentally conscious renters might consider using the current toilet paper shortage to realign their bathroom routines. Americans are in the minority of world population in their toilet paper use, a habit that carries a heavy environmental cost both in consumption of trees (one person's lifetime use of toilet paper correlates to about 384 trees) and its disposal. Only about a quarter of the world's population even uses the stuff.

Most people use alternatives, including the bidet, popular in much of Europe and parts of Asia but only recently catching on in the U.S. The coronavirus pandemic has apparently triggered a boom in sales of portable bidets, an inexpensive bottle spraying replacement for toilet paper that has become so popular it's difficult to find any available.

Given its sudden and increasing popularity, the availability of portable bidets will likely resurge eventually for those who want to switch.



Americans on average use about 100 rolls of toilet paper per year, or just under two rolls per week. (Image by Mylene2401 from Pixabay.)



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SEND RESIDENTS A BULLETIN ABOUT SOCIAL DISTANCING

The Governor of Massachusetts has asked all residents to avoid unnecessary travel and other unnecessary activities during the two-week time period starting March 23 ending April 6. This means no parties; no guests unless essential; no visits to family members unless essential, i.e. for their health and well-being.

The United States response per capita was initially among the worst in the world. Infection spread here quickly. The World Health Organization confirmed the United States is third behind China and Italy for most cases and has the potential to become the next epicenter of coronavirus.

In all age brackets, the risk of dying from this disease is about ten times greater than for flu:

<https://ourworldindata.org/coronavirus#case-fatality-rate-of-covid-19-by-age>

We are close to New York, where cases would exceed available hospital beds if not for the intervention of the

army corps of engineers. Our proximity to New York makes it likely that we will also become heavily infected. If we do not social distance, it is likely that we will be unable to treat everyone in Massachusetts who becomes sick. Those of us who are not social distancing will be the sickest soonest. Do not take chances.

Please refrain from unnecessary activities. You can go out to purchase groceries, check in on neighbors, and take a walk for mental health etc. If you have an essential job, you can continue to work outside of your home. Otherwise, you should not go out. Make sure you have the phone number of a primary care physician or urgent care center you can call if you start to experience symptoms:

<https://ourworldindata.org/coronavirus> (scroll down to "symptoms")

Unless it is an actual emergency, call before you go to the doctor. If you do experience some symptoms, it is still one hundred times more likely to be the common cold than coronavirus.

Thank you for observing social distancing as we collectively contain this serious illness.

REAL ESTATE CLOSINGS DURING CORONAVIRUS

Registry closures leave us strongly recommending you attempt to obtain gap insurance, to cover the time between a property may be transacted and the deed may be recorded.

SD2882 needs support to permit notarized closings to happen via video conference, instead of in-person.

MORTGAGE AND EXPENSE FORBEARANCE

As of March 23, conventional residential mortgages could not be foreclosed on. Non-conforming residential mortgages may and commercial mortgages were still due and enforceable.

Should I eat or pay my mortgage?

Recommendation: save money for food and essential repairs. Much more

mortgage and debt relief is expected than is currently enacted.

TAX FORBEARANCE

As of March 23, real estate taxes and water bills were still due and enforceable across the state.

SOURCES OF EMERGENCY FUNDING, STIMULUS

As of March 23, landlords, contractors, 1099's, and self-employed individuals were still ineligible for Massachusetts unemployment assistance. The \$2 trillion federal program may provide an additional \$600 per week for four weeks, and the federal program seems to cover self-employed, 1099, and gig workers (CNN March 26).

The Massachusetts Growth Capital Corporation has set up loans of up to \$75,000 to help businesses continue to pay commercial rents etc. The first round of \$10,000,000 was spoken for in the first three days. As of March 25, a second round was being discussed.

The Small Business Administration has set up streamlined loans for less than \$500,000.

The \$2 trillion federal relief bill will send roughly \$1,200 to each individual who filed a tax return in 2019 for 2018, plus \$500 per dependent child. The payment will phase out at higher income levels.

Links and details to follow soon.

CIVIC PARTICIPATION

Petition for Surety Bonds to Guarantee Existing Housing

We are asking every landlord and every renter to sign the petition "Guarantee Existing Housing in Massachusetts".

Our legislative affairs counsel, Peter Vickery, has put together a simple, immediate, and comprehensive relief plan to deal with the looming loss of funds to keep and maintain housing: **surety bonds**.

Much is being made of the \$2 trillion stimulus. But payments will come no sooner than mid-April with direct deposit, and longer by mail. State unemployment is not keeping up with applications, and doesn't cover 1099, self-employed, or gig workers. Relief is landing late and unevenly.


In addition to this, many reasonable and well informed people are expecting this crisis to last months to years, until a vaccine and/or medicine is in place. This puts saving our housing and our economy beyond the reach of a one-time stimulus. Even in China they are preparing for the second wave to come August to October, now that they are relaxing restrictions. This virus may very well be here to stay.

Many of us are still working from home and able to pay. But eviction moratoriums make it seem like no one needs to pay. And eviction moratoriums end, making it seem like we might all get evicted when this is over.

Here is the solution:

Sign to Guarantee Existing Housing

The government can guarantee the housing we have by issuing surety bonds.

We need everyone who sees this to sign. Then we will send to the Speaker of the House. 

ADDITIONAL RESOURCES

Institute of Real Estate Management

National Apartment Association

Building Owners and Managers

Association International

CDC

City of Worcester

Nutrition Department @ Elder

Services: 508-852-3205

Worcester Senior Center/Elder Affairs

Office: 508-799-1232 x48003

Point your camera app here to read more online.



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Legal Round-Up: SCREENING, LEAD, AND EVICTION DECISIONS

By Peter Vickery, Esq.

Four cases decided in early 2020 concern written applicant qualifiers, lead paint disclosure, and summary process.

Schonton v. MPA Granada Highlands, LLC (United States District Court)

This case involves a landlord that uses a written policy for screening tenants.

The 12 plaintiffs are tenants and applicants for tenancies who allege that the defendant landlord, Granada, discriminated against them on the basis of national origin (Brazilian) in violation of the federal Fair Housing Act (FHA), the federal Civil Rights Act, and the Massachusetts anti-discrimination statute, M.G.L. c. 151B.

Granada has a written policy setting out its screening criteria. The policy says that all applicants need to provide two unexpired forms of photo identification and that “a valid driver’s license, passport, age of majority card, military ID, or state issued photo ID cards are acceptable.” It also requires that rental applicants (other than students) who are not U.S. citizens need to provide either a Social Security Number/Individual

Taxpayer Identification Number or their Green Card.

The plaintiffs alleged that Granada’s screening policy discriminated against them. The defendant landlord moved for summary judgment. At the motion hearing, the plaintiffs abandoned their Civil Rights and 151B claims, and on March 5, 2020, Judge Casper of the U.S. District Court for the District of Massachusetts granted summary judgment in favor of the landlord on the plaintiffs’ sole remaining FHA claim.

Judge Casper stated that on the undisputed facts of the case, although the plaintiffs met the first element of their prima facie case (they are Brazilian) they could not show that they met the second element, i.e. that they were qualified applicants. Only one of the plaintiffs met the applicable requirements to lease a unit from the defendant. Not one of the others had a visa.

“The only Plaintiff that had a valid visa was Mr. Souza, who had an F-2 visa based on his wife’s status as a foreign student studying in the United States... Mr. Souza, however, could not meet the requirements to lease an apartment at Granada because, as is undisputed, he did not have a SSN or ITIN to produce as also required

under the Rental Policy. Accordingly, none of the Plaintiffs were qualified for the housing opportunity in question.”

The plaintiffs have filed notice of their appeal to Court of Appeals for the First Circuit.

CARPENTER V. MITCHELL (MASSACHUSETTS APPEAL COURT)

This case involved a landlord who failed to comply with the lead paint disclosure laws and sent three notices to quit “each with different termination dates, [with] the last notice served before the expiration of the cure time for the second notice.” The Housing Court dismissed the landlord’s summary process action and awarded the tenant damages for the landlord’s lead paint law violation and mishandling interest on the last month’s rent.

The Appeals Court upheld the Housing Court’s dismissal. But with regard to the tenant’s counterclaims, it struck the Housing Court’s award of treble damages for mishandling interest on the last month’s rent and the award of statutory damages under the Consumer Protection Act (M.G.L. c. 93A) both for the mishandling issue and for failing to comply with lead paint disclosure laws.

The reason for finding that the landlord had not violated the law regarding last month’s rent, M.G.L. c. 186, 15B(2)(a), was this: Under the statute the tenant is entitled to that interest “within 30 days after the termination of the tenancy” but here the landlord had (unintentionally) failed to terminate the tenancy.

As for the claims under chapter 93A, the Appeals Court noted that although the landlord had indeed violated the lead paint disclosure laws and mishandled the last month’s rent, the tenant had “failed to demonstrate any damages or harm” as a result. Therefore, the Housing Court



judge should not have awarded treble and statutory damages. However, the Appeals Court upheld the judge's decision to award the tenant her costs and attorney's fees.

YOUGHAL, LLC V ENTWISTLE (SUPREME JUDICIAL COURT)

This case involves the premature start (and eventual dismissal) of a summary process case because of a mistake in delivering the notice to quit.

The landlord's agent taped the notice to quit for non-payment of rent to the tenants' door on June 6, 2017. But at trial one tenant testified that she did not see the notice until the following day, June 7. The landlord served the tenants with a summary process summons and complaint on June 21, 2017, which was within the 14-day period that commenced on June 7 (the day the tenant said she saw it). Therefore, said the SJC, "judgment must enter for the tenants."

Landlords need to prove receipt — not merely the sending — of a notice to

quit, and may only commence summary process for non-payment of rent after 14 days have elapsed.


LIKOUSAS V. MAKRIS (NORTHEAST HOUSING COURT)

This case demonstrates how a summary process case can end badly for the plaintiff.

In 1991 Sofia and Louis Makris conveyed title to their house in Lynn to one of their children, who later transferred it to a sibling, Effstathia Likousas. Ms. Likousas executed two mortgages on the house and moved in with her parents. In January 2018, after serving them with a 30-day notice to quit, she commenced a summary process action in the Northeast Housing Court. The parents moved out and Ms. Likousas sold the house, putting approximately \$200,000 of the sale proceeds in escrow.

The parents served an answer and counterclaim plus a demand for jury trial. But after a hearing on the parents' motion for *lis pendens* (and no trial) the court

entered judgment for the plaintiff. On July 2, 2018, Judge Kerman allowed the parents' motion for reconsideration and the case moved forward to jury trial.

On January 27, 2020, after trial, the jury entered a special verdict. They found that the parties had entered into an oral contract whereby Ms. Likousas had agreed to hold the property for the benefit of her parents. They awarded the parents more than \$500,000 on their counterclaims for breach of contract and unjust enrichment, to which the judge later added \$130,000 in pre-judgment interest. 

Point your camera app here to read more online.



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SPECIAL MENTION

Rental Property Management Services. Banita Burgess.

One-time and bespoke donations sincerely appreciated, too numerous to list here.

To join, complete a pink sheet at any MassLandlords event or sign up online at MassLandlords.net/property. 

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MASSLANDLORDS' GOOD NEIGHBOR AWARD

Promotes Community Connection

By Kimberly Rau, MassLandlords writer

We are continuously accepting Good Neighbor Award nominations to shine a light on community connection and our shared mission to create better rental housing.

Every year, MassLandlords looks to recognize a non-member for their work benefitting either a member, their renters, or our shared mission to create better rental housing. The process is entirely member-driven, with nominations taken throughout the year and

voting occurring at MassLandlords' annual meeting in December, when the winner is notified and presented with a plaque signifying their award.

"It's a great way for you to thank a local police officer, elected official, plumber or friend for helping you in your business," we wrote in our 2019 call for nominations.

PAST AND CURRENT GOOD NEIGHBOR AWARD WINNERS

The first Good Neighbor Award went to Joan Crowell in 2014. Crowell is the director of the AWARE (Accurate Worcester Assessments on Real Estate)

coalition, a group that provides education and resources about tax assessment in the city of Worcester. Crowell was honored for her efforts in tax education and advocacy through the group.

In 2015, MassLandlords recognized Jamie Williamson, who then led the Massachusetts Commission Against Discrimination. The job of the MCAD is to investigate and prosecute violations of equal housing law. And while that may not seem specifically landlord-friendly, as [this page](#) outlining her award shows, Williamson voluntarily spoke to landlord groups across the state to educate and prevent violations and litigation. In the Worcester area, she was MassLandlords' highest-rated speaker at the time of her award. Her efforts to educate landlords about state laws and fair housing practices earned her the one of the earliest Good Neighbor Awards.

In 2016, MassLandlords recognized Representative Chris Walsh for his efforts to draft a proposal for a bipartisan rent escrow bill. The bill would have eliminated the "free rent trick" while still providing protections for tenants who withhold rent in order to get legitimate problems with their rental addressed. While the future of the bill was still uncertain at the end of 2016, MassLandlords still recognized Rep. Walsh "for having months of difficult conversations with ideologically opposite people. We need more of this in Massachusetts—and America."

2017's winner was Stuart Schrier, an attorney from Dorchester who testified against the Jim Brooks Stabilization Act (now tabled, but formerly H.4142) at the March 6, 2017, Boston City Council



MassLandlords Executive Director Douglas Quattrochi presents Jamie Williamson, the winner of the 2015 Good Neighbor Award, with her plaque.

meeting. His testimony pointed out that the Act as worded violated fair debt collection practices. Other landlords had denounced the bill as an underhanded form of rent control. Attorney Schrier said that if the legislature approved the bill, he would seek to enjoin the city against enforcement. His efforts to oppose the bill earned him the award later in 2017.

In 2018, MassLandlords members voted to give Chief Justice Timothy Sullivan the Good Neighbor Award. “Judge Sullivan has gone above and beyond to participate in landlord events across the state,” said part of his letter of nomination. “Few public officials are as feedback-oriented as Judge Sullivan, and none are as interested in hearing our perspective as providers of rental housing.” However, in an effort not to appear to be endorsed by any particular group or interest, Sullivan declined to accept the award.

In December 2019, the voters chose Chief Deputy Sheriff of Hampden County Robert Hoffman as MassLandlords’ Good Neighbor. “[His] volunteerism at a Saturday [MassLandlords] Crash Course event,


as well as his deep empathy in a very difficult line of work, earned him recognition as our 2019 Good Neighbor,” the ballot results page stated. Sheriff Hoffman was mailed his award in early 2020.

GOOD NEIGHBOR AWARD REBRAND: 2020 WILL BE SKIPPED IN NAME ONLY

Plaques prior to 2020 have featured the year of nomination. However, when future recipients receive their plaque, the plaque will say the coming year instead of the year of nomination. This is a result of an award rebranding: Because MassLandlords members do not vote on Good Neighbors until the end of the calendar year, winners are not presented with their award until sometime early in the next year. This results in a retro-active title. Going forward, the plaque will reflect the present calendar year, so that winners can enjoy their title for an entire year.

“I enjoy giving out the Good Neighbor Award each year,” said MassLandlords Executive Director Douglas Quattrochi. “Usually, recipients are surprised and appreciative. Housing can be a thankless

business at times, especially in time of crisis, but at least our members see all the work that so many are doing to make the Commonwealth a better place.”


Are you a MassLandlords member with someone you’d like to recognize for their work with the rental housing community? Fill out and submit [this nomination form](#). 

Point your camera app here to read more online.



ARTICLE YOU MAY HAVE MISSED

No Mow Grass Offers Alternative to High-Cost, High-Maintenance Lawn Care

More and more property owners are choosing a product called “no mow grass” for their lawns, here in Massachusetts and throughout the country, as a way to save money and time spent on lawn care while lightening environmental impact. 

The full article can be found at: MassLandlords.net/blog

SPEAK AT ONE OF OUR EVENTS



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<https://masslandlords.net/events/speak>

& Fill out Form to Submit a Speaker Request

- ✓ Your platform
- ✓ Give back
- ✓ Free food
- ✓ Good publicity
- ✓ Well run
- ✓ Well attended

REGIONAL



2020 APRIL

Upcoming events
See details under each region

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|--------|--------|--|---|---|--------|--|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 Worcester Virtual Meeting 6:30pm - 8:00pm | 9 Springfield Virtual Meeting 6:30pm - 8:00pm | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 Cambridge Virtual Meeting 6:30pm-8:00pm | 22 Online Webinar 12:00pm-1:00pm | 23 | 24 | 25 Virtual Crash Course Time TBD |
| 26 | 27 | 28 | 29 | 30 | | |



2020 MAY

Upcoming events
See details under each region

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|--------|--------|--|--|--|--------|----------|
| | | | | | 1 | 2 |
| 3 | 4 | 5 | 6 Waltham Virtual Meeting 6:30pm - 8:00pm | 7 | 8 | 9 |
| 10 | 11 | 12 | 13 Worcester Virtual Meeting 6:30pm - 8:00pm | 14 Springfield Virtual Meeting 6:30pm - 8:00pm | 15 | 16 |
| 17 | 18 | 19 Cambridge Virtual Meeting 6:30pm-8:00pm | 20 | 21 | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 | 29 | 30 |
| 31 | | | | | | |

STATEWIDE

Webinar: Eviction Moratorium, Stimulus Aid, Relief, and Economic Security (CARES) Act

WED
04/22

The 335 pages of the United States CARES Act went into effect on March 27, 2020 and immediately changed the eviction process in Massachusetts as well as triggered distribution of economic relief to many renters and some landlords.

First, we will review the relief package. Who is eligible for the new federal unemployment? What is the process to receive federal unemployment? Are you or your renters eligible if state unemployment doesn't cover you? Who will be getting a stimulus check? And can you find out which of your renters are covered and which have slipped through the cracks?

Second, we will review the eviction moratorium, change to late fees, and the change to notice requirements. We will clarify exactly who is covered and who is not. Then we will overlay state law and see who else is impacted by recent changes to nonpayment process.

This webinar will be given by Attorney Peter Vickery, MassLandlords Legislative Affairs Counsel, of Amherst, and Attorney Jordana Roubicek Greenman, of Boston and Watertown.



Attorney Jordana Roubicek Greenman



Legislative Affairs Counsel and Attorney Peter Vickery

WEDNESDAY, APRIL 22ND

12:00pm Webinar Begins

1:15pm Webinar Ends (this webinar may run late to 1:30)

REGISTRATION

Open to the public. Membership is not required!

Public: \$6

Members: \$3

Upon purchasing, you will be registered. A password for the webinar will be sent day-of. Registrants will also have **full access to the recording** to watch or rewatch any time after the webinar is completed.

WATCH LIVE

(ON APRIL 22ND, 2020

12:00PM EST):

When: Apr 22, 2020 12:00 PM Eastern Time (US and Canada)

Topic: CARES Act

Please click the link below to join the webinar: <https://zoom.us/j/643719266>

Password: Will be emailed

Or iPhone one-tap :

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Webinar ID: 643 719 266

Password: Will be emailed

International numbers available:
<https://zoom.us/u/aezzlVDnur>

WATCH RECORDING (AFTER APRIL 27TH, 2020):

Recording Link:

<https://masslandlords.net/laws/covid-19-coronavirus-landlord-tenant-laws-and-regulations/>

Webinar recordings are only available to confirmed registrants. To successfully access, make sure to **Log In** to your MassLandlords account.

[Click here to register for this webinar](#)

The webinar counts for continuing education credit for Certified Massachusetts Landlord Level Three.

Virtual Crash Course Two Days: The MassLandlords Crash Course in Landlording

SAT
04/25

SAT
05/02

New! This comprehensive training is now split over two days to reduce screen time. Learn everything you need to succeed as an owner or manager of residential rental property in Massachusetts.



This fast-paced course is strictly limited to 16 participants to allow for detailed discussion and Q&A. Course tuition includes:

- Small group session with the Executive Director, a trained presenter and experienced landlord, and the attorney.
- A comprehensive agenda, see below.

- Your choice of two books:
 - *Every Landlord's Tax Deduction Guide* by NOLO,
 - *The Good Landlord* by Peter Shapiro,
 - *Getting to Yes* by Roger Fisher, and/or
 - *The Housing Manual* by H. John Fisher.
- A bound summary of all material presented.
- A MassLandlords ballpoint pen.
- A coupon for 10% off any MassLandlords annual membership.
- A MassLandlords certificate of completion and permission to use "MassLandlords Crash Course graduate" on your marketing material.

You will receive a box packed with your personalized signed certificate, your choice of two books, course notes, pen, and half a dozen other pieces of literature. Materials will be mailed when the US curve flattens and we have a local team member healthy for fourteen days consecutively. Electronic course notes will be downloadable for printing at home and notetaking prior to the event.

[Click here to purchase tickets for this event](#)

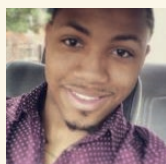


Instructor Douglas Quattrochi



Instructor Attorney Adam Sherwin

Featured Testimonial



"I simply wanted to reach out and express just how happy I am to have attended the landlording crash course.

The presentation and delivery of the information was flawless and I certainly have walked away with a greater understanding of the intricacies that govern being an above average landlord/manager." – **Michael Murray**

SATURDAY, APRIL 25TH, 2020 AND SATURDAY MAY 2ND, 2020

Virtual Course Agenda

SATURDAY, APRIL 25TH, 2020

8:30am – Introduction of MassLandlords and course participants

8:50am – Rental markets

- Urban, suburban, rural
- Luxury, college, professional, working, subsidized, rooming houses

9:05am – Property selection

- Lead paint (Legal highlight)
- Utilities
- Bones vs surfaces
- Amenities
- Repairs and renovations
- Durable vs beautiful
- What if I'm stuck with what I've got?

9:20am – Sales and marketing 101 for rental property managers

- Marketing rentals
- Sales process
- Staying organized
- Branding a small business

- Getting more or fewer calls
- Tips and tricks

10:05am – Break

10:15am – Applications and screening

- Criminal, credit, eviction
- Discrimination (legal highlight)
- Tenant Screening Workshop

11:20am – If time allows, start Rental Forms

- Lease vs Tenancy at Will
- iCORI
- Eviction notices

12:15pm – End Day One, course resumes the following Saturday

SATURDAY, MAY 2ND, 2020

8:30am – Review of Day One and follow-up questions

8:45am – If needed, finish Rental Forms

- Lease vs Tenancy at Will
- iCORI
- Eviction notices

9:15am – Legal Matters start

- Late fees
- Security deposits
- Eviction process
- Move-and-store
- Water and electrical submetering
- Housing Court vs District Court
- Warranty of habitability
- Inspections
- Subsidies
- Rent control

10:05am – Break

10:15am – Legal Matters finish

11:00am – Maintenance, hiring, and operations

- Keeping the rent roll and expenses
- Filing taxes
- To manage or not to manage
- Tenants as customers
- Notifying tenants
- Extermination
- Monitoring contractors
- Lease violations and conflict resolution
- Record keeping

11:50am – Overview of books and resources for further education
 12:00am – Review of unanswered questions
 12:15am – End Day Two and End Course
 Please note that end time each day may vary based on questions.

LOCATION

VIRTUAL MEETING AND WEBINAR REPLACEMENT

During the COVID-19 (coronavirus) pandemic, this event series is being replaced by webinars or virtual meetings held during the normal event time. Please do not go to the physical event location. If you require assistance using webinar or virtual meeting technology, please contact us at 774-314-1896 or hello@masslandlords.net a day or two prior to the event. We can send instructions in time for you to participate.

- **Virtual meetings** include optional audience participation via video, phone, and screenshare and are not recorded.
- **Webinars** have limited participation options (typed questions only) and are recorded.

Two Saturdays Zoom Meeting:
 Douglas Quattrochi is inviting you to a scheduled Zoom meeting.

Topic: Crash Course Both Days

Time: Apr 25, 2020 08:00 AM Eastern Time (US and Canada)
 Time: May 2, 2020 08:00 AM Eastern Time (US and Canada)

Join Zoom Meeting
<https://zoom.us/j/660179757>

Meeting ID: 660 179 757

Password: Will be emailed

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 +1 253 215 8782 US
 +1 301 715 8592 US
 +1 346 248 7799 US (Houston)

Meeting ID: 660 179 757

Password: Will be emailed

Find your local number:
<https://zoom.us/u/aezzlVDnur>

FOOD

This is a virtual course. You are free to prepare food at home and eat while you listen.

PRICING

Open to the public. Membership is not required, but advance registration is required!

Online:

- o Non-members: \$205
- o Members: \$195 ([log in](#) before you register or you will see the non-member price)

Online registration required. All ticket sales final.

The course is the same price as usual, because our estimate of shipping and handling on a box of course materials is equal to our historic cost per person of catering. You will receive a box packed with your personalized signed certificate, your choice of two books, course notes, pen, and half a dozen other pieces of literature. Materials will be mailed when the US curve flattens and we have a local team member healthy for fourteen days consecutively. Electronic course notes will be downloadable for printing at home and notetaking prior to the event.

[Click here to purchase tickets](#)

Membership.

Please note: this event is run by MassLandlords staff.

BERKSHIRE COUNTY

Pittsfield: No April or May Meeting

Our next event will tentatively be held Tuesday, June 16th from 6:00p to 9:00p at Zucchini's Restaurant in Pittsfield. Check [MassLandlords.net/events](https://masslandlords.net/events) for updates.

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BOSTON, CAMBRIDGE, SOMERVILLE

Cambridge Virtual Meeting: Rent Collection Software

TUE
04/21

It's true that when you knock on a resident's door to collect rent, you can connect on a personal level and learn what's new and in need of attention. But in the new world of social distancing, collecting rent in-person is either prohibited or risky. Not to mention the fact that few renters have the work-from-home stability that would be needed to pay rent in full and on-time. Partial payments may become the new normal. Even before this, collecting rent in person has always been time consuming and slow, **especially when renters are short**. There is a better way.

In this presentation, we'll review the market context in which rent collection happens. We'll talk about the rise of partial payments and payments tied to

income, including relief checks. We'll then discuss the fundamentals of moving money over networks, including credit cards and ACH. Finally we'll review some software offerings available today including QuickBooks, PayPal, Venmo, Cozy, zRent, and RentHelper. Each has pros and cons. Attendees will leave with an understanding of how money moves in the US and where to learn more about various methods for collection at a distance.

This part of the presentation will be given by MassLandlords staff.



Rent collection software is better than collecting in-person

[Click here to purchase tickets for this event](#)

"No Sales Pitch" Guarantee

MassLandlords offers attendees of directly managed events a "No Sales Pitch" guarantee. If a guest speaker offers services, their presentation will not discuss pricing, promotions, or reasons why you should hire them. We do not permit speakers to pay for or sponsor events. Guest speakers are chosen for their expertise and willingness to present helpful educational content. Your purchase of an event ticket sustains our nonprofit model.

TUESDAY, APRIL 21TH

CAMBRIDGE VIRTUAL MEETING AGENDA

6:30pm Sign-in and virtual networking:
you can chat with others
as people log in



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mccormackpublicadjusters.com

6:40pm MassLandlords Business Update and Member Minutes

Member Minutes – Any member can have the mic for 60 seconds (introduce yourself, ask a question, share words of wisdom, etc.)

7:05pm Local Manager Meeting Introduction

7:10pm Rent collection software

8:00pm Virtual meeting ends

LOCATION

VIRTUAL MEETING AND WEBINAR REPLACEMENT

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- **Virtual meetings** include optional audience participation via video, phone, and screenshare and are not recorded.
- **Webinars** have limited participation options (typed questions only) and are recorded.

VIRTUAL MEETING DETAILS (HOSTED BY ZOOM)

- We will share our video, audio, and computer screen and slides.
- Optional: You can share your video with everyone, talk to everyone, and type chat with everyone. Video sharing is not required. Talking is not required.

Passwords are emailed upon purchase of a ticket. If you do not receive your password within a minute, check your spam. If it's not in spam, email hello@masslandlords.net before the event or at the start. We check email during event startup.

Join Zoom Meeting
<https://zoom.us/j/476055626>

Meeting ID: 476 055 626

Password: Will be emailed

One tap mobile

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Dial by your location

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+1 301 715 8592 US
+1 346 248 7799 US (Houston)
+1 408 638 0968 US (San Jose)

Meeting ID: 476 055 626

Password: Will be emailed

Find your local number:
<https://zoom.us/j/aezzlVDnur>

Please use the zoom "test audio" feature to evaluate your microphone prior to the meeting start time. You will be allowed to talk to others if your microphone is good and there is no background noise. We reserve the right to mute anyone for any reason. Attendees without a microphone or who don't want to be heard can type questions.

PRICING

Open to the public. Membership is not required!

Contemporaneous participation:

Public: \$10
Members: \$7

This event will not be recorded.

[Click here to purchase tickets for this event](#)

This event is operated by MassLandlords staff.

Want to speak at a MassLandlords meeting? [Submit a speaker request.](#)

This is part of the [Boston/Cambridge rental real estate networking and training series.](#)

Cambridge Virtual Meeting: Networking and Training Event

TUE
05/19

Our May Virtual meeting will be held Tuesday, May 19th from 6:30pm to 8:00pm. We are working with members to select a topic. Suggestions always welcome at hello@masslandlords.net. Check [MassLandlords.net/events](https://masslandlords.net/events) for updates.

CENTRAL WORCESTER COUNTY

Wanted for Guarantee: Worcester Studios and One Bedrooms

The City of Worcester has signed an agreement to pilot a landlord-tenant guarantee fund, under which you may be eligible to receive \$10,000 of coverage for unpaid rent, property damage, and attorney's fees if you rent to one of our renters instead of a market renter.

The guarantees are being issued to Worcester landlords who choose to rent to residents currently experiencing homelessness in the city. All of our residents have been awarded permanent subsidies (MRVP, VASH, or Section 8) so they can pay the rent. All of our residents also receive supportive services, so they get help with whatever caused them to experience homelessness in the first place. These residents are all individuals, so we are looking for studios or one-bedrooms near bus routes.

You will still be able to screen your renter as normal. You will have to waive screening criteria that would adversely affect an applicant with non-violent criminal history, bad credit, and/or an eviction record. All other screens can be conducted as normal (ability to pay rent, move-in monies, smoking, pets, etc.).

You will get unlimited helpline access if you participate. We can issue these guarantees because we know in over 80% of cases, you won't lose a dime, and we won't have to pay the guarantee.

For no-obligation information, call the helpline at 774-314-1896 or email hello@masslandlords.net.

Worcester Virtual Meeting: Security Deposit Escrow Subaccounts

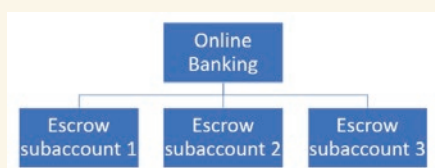
WED
04/08

Note: based on best practice observed with our first virtual meeting, we've found it best to limit ourselves to a business update plus a single topic. The tour of the website and the review of the sanitary code, previously also scheduled

in this timeslot, have been removed and will be scheduled again soon.

Security Deposit Escrow Subaccounts

Professionals know that security deposits need to be held “beyond the claim of creditors of the lessor.” Does this mean we have to open an account under each renter’s social security number using a W-9? Not exactly. We will discuss security deposit escrow subaccounts, which are tools available to landlords large and small for holding many different security deposits compliantly via online banking under one master account you control.



Security Deposit Escrow Subaccounts

“No Sales Pitch” Guarantee

MassLandlords offers attendees of directly managed events a “No Sales Pitch” guarantee. If a guest speaker offers services, their presentation will not discuss pricing, promotions, or reasons why you should hire them. We do not permit speakers to pay for or sponsor events. Guest speakers are chosen for their expertise and willingness to present helpful educational content. Your purchase of an event ticket sustains our nonprofit model.

WEDNESDAY, APRIL 8TH

VIRTUAL MEETING AGENDA

- 6:30pm Sign-in and virtual networking: you can chat with others as people log in
- 6:40pm MassLandlords Business Update and Member Minutes
 - Member Minutes** – Any member can have the mic for 60 seconds (introduce yourself, ask a question, share words of wisdom, etc.)
- 7:05pm Rich Merlino Meeting Introduction
- 7:10pm Security deposit escrow subaccounts
- 8:00pm Virtual meeting ends

LOCATION

VIRTUAL MEETING AND WEBINAR REPLACEMENT

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Meeting ID: 687 419 248

Password: Will be emailed

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+1 253 215 8782 US

+1 301 715 8592 US

Meeting ID: 687 419 248

Password: Will be emailed

Find your local number:
<https://zoom.us/u/aezzlVDnur>

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PRICING

Open to the public. Membership is not required!

Contemporaneous participation:

Public: \$10

Members: \$7

This event will not be recorded.

[Click here to purchase tickets for this event](#)

This event is operated by MassLandlords staff.

Want to speak at a MassLandlords meeting? [Submit a speaker request.](#)

This is part of the [Worcester rental real estate networking and training series.](#)

[Suggest and vote for future meeting topics.](#)

Worcester Virtual Meeting: Networking and Training Event

WED
05/13

Our May Virtual meeting will be held Wednesday, May 13th from 6:30pm to 8:00pm. We are working with members to select a topic. Suggestions always welcome at hello@masslandlords.net. Check MassLandlords.net/events for updates.

CHARLES RIVER (GREATER WALTHAM)

Waltham: No April Meeting

Our next event will be held virtually on Wednesday, May 6th from 6:30p to 8:00p. Check [MassLandlords.net/events](https://masslandlords.net/events) for updates.

Waltham Virtual Meeting: Use Tech to Be a Long-Distance (Socially Distanced) DIY Landlord

WED
05/06

Technology can save time, reduce risk, and earn higher rents by shutting off the water, giving renters keyless entry, and keeping vandals away all without us having to be there. Why would you ever attempt to manage a property without a little remote assistance? Come see what easy and affordable steps you can take to modernize your units, eliminate travel time, and get a higher return on your investment.

Use-cases we will be considering:

- Establishing network connections at a property with no office
- Rekeying locks
- Remotely controlling tenants and contractor access
- Controlling / Reducing water, heat, or electrical expenses
- Freeze protection
- Leak detection
- Security cameras and break-in deterrence

We will be going over smart thermostats, water leak detection and shutoff, smart locks, door and window sensors, video monitoring, and more.

This part of the presentation will be given by Charles Hadsell, MassLandlords member, CEO at ePropertyCare, and experienced MassLandlords presenter.



ePropertyCare, Charles Hadsell presenting

Purchase your ticket in just a few clicks!

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WEDNESDAY, MAY 6TH

WALTHAM VIRTUAL MEETING AGENDA

6:30pm Sign-in and virtual networking: you can chat with others as people log in

6:40pm MassLandlords Business Update and Member Minutes

Member Minutes – Any member can have the mic for 60 seconds (introduce yourself, ask a question, share words of wisdom, etc.)

7:05pm Local Manager Meeting Introduction

7:10pm Speaker

8:00pm Virtual meeting ends

LOCATION

VIRTUAL MEETING AND WEBINAR REPLACEMENT

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Douglas Quattrochi is inviting you to a scheduled Zoom meeting.

Topic: Waltham Virtual Meeting May 6, 2020

Time: May 6, 2020 06:30 PM Eastern Time (US and Canada)

Join Zoom Meeting
<https://zoom.us/j/902247906>

Meeting ID: 902 247 906

Password: Will be emailed

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Schedule Calls With Our Staff for Business Advice and Legal Information

For Just
\$90/HR

Or add the helpline to your membership for a low annual fee and rest assured that you will have one-on-one access to our counselors and attorney referrals for:

- ✓ Landlord rights and responsibilities
- ✓ Nonpayment of rent
- ✓ Contractor disputes
- ✓ Termination of tenancies and eviction
- ✓ Rent increases
- ✓ Angry neighbors
- ✓ Municipal fines or assessments,
- ✓ Building disasters
- ✓ Sleepless nights

Schedule a consult: **774-314-1896** or **hello@masslandlords.net**

Details and Prepayment:

<https://masslandlords.net/membership-confirmation-helpline/>

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Meeting ID: 902 247 906

Password: Will be emailed

Find your local number:
<https://zoom.us/j/aezzlVDnur>

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PRICING

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Contemporaneous participation:

Public: \$10

Members: \$7

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This event is operated by MassLandlords staff.

Want to speak at a MassLandlords meeting? [Submit a speaker request.](#)

This is part of the [Greater Waltham rental real estate networking and training series.](#)

GREATER SPRINGFIELD

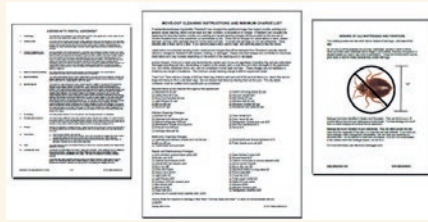
Springfield Virtual Meeting: Rental Forms You Need + Electronic Signatures

THU
04/09

This will be a review of all the rental forms you need, a guided tour of MassLandlords.net/forms. We will cover tenant screening paperwork, rental agreements, eviction notices, smoke detector forms, and security deposit returns. This will be a paperwork-focused presentation. We will not go in depth on the laws, but we will give you an idea of where your business documentation may have “gaps” that you can work to fill.

We will also review the legal framework that authorizes electronic signatures

and give some recommendations for services to check out.



Rental Forms You Need + Electronic Signatures

“No Sales Pitch” Guarantee

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THURSDAY, APRIL 9TH

VIRTUAL MEETING AGENDA

6:30pm Sign-in and virtual networking:
you can chat with others as people log in

6:40pm MassLandlords Business Update and Member Minutes

Member Minutes – Any member can have the mic for 60 seconds (introduce yourself, ask a question, share words of wisdom, etc.)

7:05pm Local Manager

Meeting Introduction

7:10pm Rental forms you need and electronic signatures

8:00pm Virtual meeting ends

LOCATION

VIRTUAL MEETING AND WEBINAR REPLACEMENT

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Join Zoom Meeting

<https://zoom.us/j/916014394>

Meeting ID: 916 014 394

Password: Will be emailed

One tap mobile

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(Chicago)

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Dial by your location

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+1 669 900 6833 US (San Jose)

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Meeting ID: 916 014 394

Password: Will be emailed

Find your local number:

<https://zoom.us/j/aezzlVDnur>

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MEMBERSHIP BENEFITS



RENTAL FORMS

Download a complete set of up-to-date rental forms (applications, leases, notices to quit, and more).



LEGAL STANDING

Vote in MassLandlords elections, serve on boards, and be represented in policy discussions with local and state officials.



NEWSLETTERS

In-depth news, tips and tricks emailed monthly.



HOME DEPOT SAVINGS

20% off paint; purchases over \$1,000 eligible for price reductions; concierge services for larger jobs.



SERVICE PROVIDER DIRECTORY

Search for service providers or be listed as one (electricians, managers, realtors, attorneys, plumbers, snow removers, and much, much more).



VIDEOS, ANALYSIS, & SPREADSHEETS

Watch past events, learn about the laws, and access spreadsheets you can build on like our CFL vs LED ROI calculator.



MESSAGE BOARDS

24/7 access to Massachusetts Landlords for advice and/or to contribute your professional expertise.



HOME BASE

Preferred pricing and name tag at dinner meetings.



EVENTS

Monthly networking and education at events state-wide.



COLLECT CHECKS ONLINE

Never bounces, reports for credit, members get first tenant free for a year via RentHelper.



CREDIT SCREENING COUPONS

Save on SmartScreen credit reports.



ENTITY FORMATION SAVINGS

Create LLC's or Inc's for a low, members-only fixed price via New Leaf Legal.

PRICING

Open to the public. Membership is not required!

Contemporaneous participation:

Public: \$10

Members: \$7

This event will not be recorded.

This event is operated by MassLandlords staff.

Want to speak at a MassLandlords meeting? [Submit a speaker request.](#)

This is part of the [Springfield rental real estate networking and training series.](#)

Springfield Virtual Meeting Thu May 14: Networking and Training Event

THU
05/14

Our May Virtual meeting will be held Thursday, May 14th from 6:30pm to 8:00pm. We are working with members to select a topic. Suggestions always welcome at hello@masslandlords.net. Check MassLandlords.net/events for updates.

LAWRENCE, METROWEST

Marlborough Virtual Meeting: Change of Topic: COVID-19 Q&A

TUE
04/14

Our April meeting is going to be a zoom conference call. Sherri Way will initiate it, look for details on the MWPOA Message Board. We will discuss COVID-19 and how it is impacting everyone. Just basically answer questions.

TUESDAY, APRIL 14TH

METROWEST PROPERTY OWNERS ASSOCIATION MEETING AGENDA

6:30pm Registration, socializing and dinner

7:00pm MassLandlords Business Update
7:15pm Program starts

LOCATION

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PRICING & RSVP

Open to the public! Membership is not required. *MWPOA Members* RSVP by emailing your full name to Laurel.newlakeview@yahoo.com

- **MassLandlords.net/MWPOA Members** pay \$100 annual MWPOA dues and each meeting is free, just RSVP!
- **MassLandlords.net Members** and general public: \$5

[Click here to purchase tickets for this event](#)

This event is operated by volunteers.

Marlborough: Networking and Speaker

TUE
05/12

Our next event will tentatively be held Tuesday, May 12th. Check MassLandlords.net/events for updates.

NORTH SHORE, NORTHERN WORCESTER COUNTY

Fitchburg: Electronic Filing

THU
04/09

Our next event will be held Thursday, April 9th with a presentation by Attorney Mark Burrell concerning Electronic Filing and the common mistakes made by landlords. Check MassLandlords.net/events for full details and updates.

Fitchburg: Networking and Speaker

THU
05/14

Our next event will tentatively be held Thursday, May 14th. Check MassLandlords.net/events for updates.

SOUTHERN WORCESTER COUNTY

Southbridge: No April Meeting

Our next event will tentatively be held Monday, May 4th. Check MassLandlords.net/events for updates.



What we do, so you don't have to.

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Customer Service focused, MerGo brings a fresh perspective to Property Management.

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