



OCTOBER 2023

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**How to Close on the Purchase  
of an Occupied Multifamily  
Rental Property**

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**Members: Help Us Create  
a Permanent Home to Fight  
Rent Control**

**How to Negotiate  
the Purchase  
of an Occupied  
Multifamily Rental  
Property**



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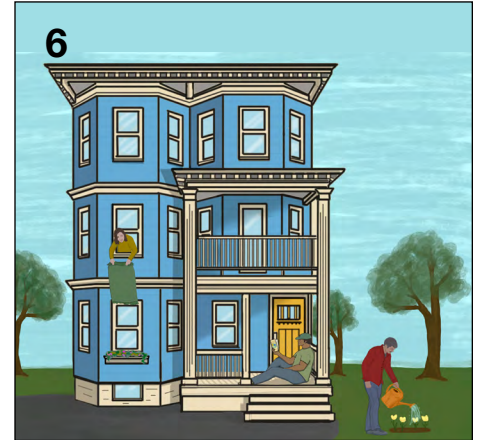
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## Notice of Application Status

To:	
From:	
Regarding the Address:	
Date:	

Thank you for participating in our application process. At this time, your application is not approved.

☐ **Your application has an immediate disqualification.**

A "disqualification" means that either you or a co-applicant had a serious problem with your application. If anyone is disqualified, the whole household is disqualified. We cannot reconsider your household's application, any individual application or any combination of applications unless you can show we made an error.



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## LETTER FROM THE EXECUTIVE DIRECTOR

# Leominster Flooded, as Expected

Our Letter from the Executive Director for October 2023 details our ongoing policy work on climate, rent control and rental assistance. We also discuss our return to more regular in-person events.



September was very busy on all fronts. We made substantial contributions to rent control opposition and climate change, but sadly the latter came too late for parts of Leominster. Our Boston public records suit is moving forward, and so is our EOHLC records suit. We promoted a key team member and planned more regular in-person meetings.

Rent control opposition is building steam. I had a very encouraging meeting with the Greater Boston Real Estate Board. The industry is united in opposition to the lunatic ballot initiative filed for 2024. Supporters want *carte blanche* to control development, condo conversion, broker fees, move-in monies, evictions, criminal law and rents. Really rent control is the smallest piece. Please if you can, donate \$200 to help us build our "history of rent control" website. Meanwhile, attorneys are appealing the attorney general's certification of the ballot question.

Separately, our appeal against the Executive Office of Housing and Livable Communities is scheduled for October 5 at the John Adams Courthouse in Boston. In case you missed it, they lost 47,000 of the 151,000 applications for rental assistance. We want to see how favorites were played. The case law is clear: the lower court must hear the case. While we duke it out, anyone concerned with rental assistance delaying a case should speak with an attorney about subpoenaing the subsidy administrator. This has worked in other cases.

We are also still litigating against the city of Boston for the Rent Stabilization Advisory Committee. The mayor appointed lobbyists and donors, then refused to let us see the email proof. I have produced an affidavit that will explain to the courts our concerns with improper lobbying. This is being filed as a motion to expedite.

We continue to devote substantial time and attention to providing feedback on the next three-year plan for Mass Save. We hope to see the data at <https://riskfactor.com/> used to inform public investment decisions. If you haven't used it, enter your address now. Downtown Leominster had severe flood risk, and this sadly came to pass. Many of us still have time to sell, or buy flood insurance.

We had small but good meetups in Longmeadow and Worcester. These are the first steps to a monthly get-together. The next big headline events are Oct. 12 in Longmeadow, then Nov. 1 in Waltham, then Dec. 6 in Worcester.

Congratulations to Jillian Campayno, who is now our Senior Information Manager, Supervisor. Jillian manages association operations and is point of contact for a third of our team.

Lastly, the RentHelper service hit a milestone of over \$10 million collected, lifetime.

Remember that our annual business meeting is coming up and we need nominations for the Board of Directors. Also, a series of nine bylaws changes are to be proposed for MassLandlords. These should help enshrine certain cultural aspects of how we run things, including our Certified Massachusetts Landlord™ program and also our Policy Priorities Survey.

Thank you for supporting our mission to create better rental housing. Please join as a member, become a property rights supporter or increase your level of support. We aim to hire both a full-time educator and policy advocate.

Sincerely,

Douglas Quattrochi

Executive Director

MassLandlords, Inc.

Point your camera app here to read more online.





# Eversource's Framingham Geothermal Pilot Project Nearly Ready, on Schedule

By Eric Weld, MassLandlords, Inc.



This borehole drill prepares to drill one of 90 holes in Framingham's Concord Street neighborhood, where a network of pipes will be installed as part of the geothermal pilot project. Image: Eversource source photo.

## A first-of-its-kind geothermal energy pilot project in Framingham is on schedule to become operational in November.

Eversource is nearing the point at which it will flip the ON switch for its groundbreaking, regionally neworked geothermal pilot project in Framingham. Once the pilot is operational, the utility will monitor its efficiency, cost and customer satisfaction over the course of two heating and cooling

seasons to determine levels of success and next steps.

In spring 2022, Eversource, New England's largest electricity and natural gas utility, raised the bar in the global campaign to transition from fossil fuel combustion to more efficient energy sources. The utility announced a neighborhood-wide, networked geothermal pilot project on and around Concord Street, a mixed-use block near the center of the metrowest city.

The pilot is the first geothermal project of its kind in the nation, servicing a broad

mix of building usages. It will serve 37 buildings in the neighborhood, a blend of 140 residential, commercial, educational and municipal customers who will receive their heating and cooling energy from a single closed underground loop.

While geothermal energy has been around for a long time, residential systems have until now mostly been installed one at a time, and at high upfront cost to the property owners. Also, some other multi-building geothermal projects are either in the works or already operational, many on college campuses,



but none supply energy to such a range of customers.

The Concord Street neighborhood was chosen for the pilot partly because of its mixed use. In many ways, the neighborhood exemplifies the typical profile of mid-city utility customers: not only different building uses, but also diverse income levels and a mix of energy systems being used. If an energy transition could work en masse in this pilot project, it would bode well for its success in thousands of similar settings throughout the country.

### GEOTHERMAL THE MOST EFFICIENT ENERGY

Geothermal energy may be the future. It is the most efficient form of energy available because it derives heat from underneath the earth's surface, where the temperature naturally remains a constant 50 to 60 degrees Fahrenheit year-round. In warm summer seasons, heat is drawn from buildings' interiors, creating a cooling effect, and distributed underground.

Geothermal systems use less electricity than traditional HVAC because no energy is necessary to heat or cool air. Only the systems' pumps, fans and compressors use electricity. Between one third and a quarter of energy used for heating and cooling in a geothermal system comes from electricity.

### A SHARED ENERGY NETWORK

The Framingham project is installing a series of pipes in a large loop branching from Concord Street along Normandy Road and Berkshire Road. The system includes a horizontal main pipe traveling the distance of the large neighborhood loop, interspersed with vertical loops that jut 600 feet beneath the earth's surface. A viscous liquid (called propylene glycol) will constantly course through the pipes. The liquid is naturally warmed by the underground temperature. The warmed liquid travels back up into the main and enters periodic horizontal service lines into buildings along the route, each equipped with ground source heat pumps (GSHPs) that convert the thermal energy into heat for warming their interiors.

In cooling mode, the coursing liquid will draw warm air out of building interiors, cooling their spaces, and transport it underground, where it is distributed before recirculating again.

The constant underground temperature is a key to the geothermal system's efficiency. When surface temperatures are cold, the glycol draws heat from deep underground and transports it into buildings above. When the surface temperature is warm, the glycol disbursts heat absorbed from above-ground buildings deep underground.

### A POTENTIAL MODEL FOR THE FUTURE

The Eversource geothermal pilot has been approved by the state Department of Public Utilities to explore whether a large, networked geothermal system could be a cost-effective way to replace combustion systems like heating oil, natural gas or propane.

We already know that geothermal energy saves cost at the level of individual homes and businesses. Once operational, geothermal systems have been shown to save up to 70% per year on energy bills. The large cost of geothermal is stacked upfront, in the excavation and drilling for pipe network installation, and ductwork in building interiors, if needed. For this project, those costs are being covered by Eversource, so that participating customers will only reap the savings of an operational system.

Eversource is investing more than \$10 million in the Framingham project, part of which will cover construction and installation, along with equipment in customers' buildings. Local participation is voluntary among customers in buildings located along the loop route. Participating customers agree to pay a fixed monthly charge for their geothermal heating and cooling service, and provide feedback to Eversource. If the project is successful and geothermal service continues, customers' gas – or other combustion source – bill would be replaced with a glycol bill, or equivalent.

A main objective of the Framingham pilot is to discover if the savings and efficiency of a geothermal energy system can be realized at utility scale.

"Over the course of the next two heating and cooling seasons, we will gather data on efficiency, cost, greenhouse gas reduction, and customer satisfaction – among other metrics – to help us determine next steps," Chris McKinnon, an Eversource spokesperson, told MassLandlords.

If the Framingham project is determined successful after two heating and cooling seasons, Eversource would seek approvals for additional systems and a possible expansion of the Concord Street loop, McKinnon said.

If it is deemed successful, the Framingham project would also potentially pave the way for other utilities and companies to install similar regionally networked geothermal systems that could enormously boost global efforts to achieve zero fossil fuel combustion emissions.

### START DATE: NOVEMBER 2023

Eversource plans to place the entire loop into service at the same time, said McKinnon, sometime in November. The utility is drilling some 90 boreholes for the main and deep underground pipes, as well as a pump house along the route of the loop. It is also working with customers to install GSHPs in each participating building, as well as any necessary ductwork and energy efficiency upgrades needed to accommodate geothermal.

Other similar interconnecting geothermal projects are in various planning stages elsewhere in the country, including one announced by National Grid. With its operational status planned for November, Eversource's Framingham pilot will be the first to go live and start collecting data. [ML](#)

Point your camera app here  
to read more online





# How to Negotiate the Purchase of an Occupied Multifamily Rental Property

By Kimberly Rau, MassLandlords Inc.

Buying a multifamily home that is already occupied with renters can be a great investment for landlords, but it's not as simple as you might think.

Real estate purchases can be complicated matters, but some transactions are more complex than others, particularly when the rental home you're looking to purchase already has tenants living in it.

The average number of properties our members own is 30, but half of us still own six units or fewer. At some point, most of us have likely considered adding to our real estate portfolios by buying properties.

In this article, we will go over our top tips for making an offer to purchase an occupied rental property, and what you'll need to execute a purchase and sales agreement that will get you to closing.

## PROPERTY BUYING 101: A QUICK REVIEW

If this is your first multifamily investment property, you should know that purchasing an occupied property is more complicated than a traditional real estate transaction, but the basic steps are the same. If this is your first real estate purchase ever, you may want to review these steps more closely.

The buying process typically has four steps. 1) You identify a property you'd like to purchase. Maybe your realtor showed it to you, you saw it on Zillow, or you just drove by and saw the "For Sale" sign. However you found it, you think this is a property you want to own.



Buying an occupied multifamily rental home is not like a traditional single family, owner-occupied house sale, but it's a great way to add to your real estate portfolio. (Image License: CC by SA MassLandlords- J. Rau)

2) You make an offer to purchase the property, negotiating things like price and other terms of sale. This is where your contingencies go (more on that shortly). When you and the seller reach an agreement, the property is said to be "under agreement." 3) You sign a purchase and sale agreement, which is a binding agreement to purchase the property (and a binding agreement for the seller to sell you the property). 4) You close on the property.

## STEP 1: DO YOUR REAL ESTATE DUE DILIGENCE

You may know you want to purchase a multifamily property as a real estate investment, but not all properties are created equal. Before you get into making offers and issuing contingencies, you need to know that the property will suit your needs.

First, get a good real estate attorney on board, one who is familiar with landlord-tenant law. Your real estate agent may be dynamite at finding properties,





## The simple way for landlords & tenants to handle security deposits & assess damage to their units over time.



but not as strong with the nuances of rental property. And the attorneys your real estate agent might otherwise recommend may only handle single-family, owner-occupied closings. It's important that you have a knowledgeable attorney on your team.

Then, use our [MassCourts database](#) to search for the eviction history of the property you're interested in. You can search for eviction data by address and get an idea of the history of the property.

You also want to make sure the property is suited for the rental business you have. If you love renting to students and professionals, it probably doesn't make sense to buy a multifamily that isn't located near any colleges or on a commuter rail. If you are hoping to target families, check out what amenities are nearby. A good school district will practically rent your property for you.

When you are buying a single-family, owner-occupied home, usually you'd take a tour or attend an open house before making an offer. When you are

considering multifamily properties, selection can be more difficult, as some renters may deny access to their unit. Have a very honest conversation with yourself: Does the property seem so perfect that you'd be willing to gamble and purchase it with a portion of it unseen? The answer is, "probably not," especially if you are new to rental real estate.

### STEP 2: CONTINGENCIES ARE PART OF EVERY OFFER

When you make your offer to purchase, you can ask for all kinds of things, called contingencies. Commonly, most buyers will say their offer is "contingent upon" something, such as a property passing inspection. But you can ask for other things as well, such as updates to the kitchen, or replacement of an old roof.

When you're looking at occupied multifamily properties, you will (should) have conditions surrounding things like rental agreements, whether the property

is occupied or vacant at purchase, and lead certificates.

### What you offer depends on the kind of market you're buying in.

How your offer is received will largely depend on the type of market that you're buying in. That is, does the market favor buyers (high inventory, good interest rates) or sellers (low inventory, higher interest rates)? In the buyer's market of the 1980s, for instance, sellers were finding all kinds of ways to make their properties more attractive to buyers, even reportedly offering cars and trucks with multifamily homes. In 2021, when there were more buyers than sellers, sellers were getting well above asking price for their homes as buyers competed to have their offers accepted.

So, in a market that favors sellers, you are going to have less negotiating power than you would in a buyer's market.

Once you make your offer, the owner can accept it as-is (this would be a wonderful thing), reject it entirely



(back to the drawing board!) or, most likely, return with a counter offer. Negotiations will go between the buyer's and seller's agents until the parties come to an agreement.

As with any real estate transaction, be careful with electronic discussions, whether that's over email, text message or other chat platform. You may be held to whatever you say, so watch your words and only offer what you're willing to compromise on.

### ONE OF THE BIGGEST CONTINGENCIES: DELIVERED VACANT, OR OCCUPIED?

If the property you're interested in has tenants living in it, you have two options: You can request the seller deliver the property to you vacant, or you can purchase it occupied at the time of sale.

#### **When does it make sense to request a property be delivered vacant?**

There are situations where you may want the property sold without anyone living in it. If you need to renovate, you may request that the entire building, or the units that need renovation, be delivered vacant.

If you are looking to owner-occupy one of the units, you can request that that

unit be delivered vacant as well. This is especially important if you are looking for an FHA loan, which requires the buyer to live in the property to qualify for the program. You only have 60 days to occupy it after purchase, so getting involved in an eviction process after the fact could ruin your plans.

If you are the type of landlord who excels at good tenant screening but falls short at being able to effectively evict renters, then getting a vacant house may make sense for you. It removes the potential for inherited headaches if some of the tenants are reluctant to follow the rules or pay rent.

#### **When does it make sense to allow the property to be delivered occupied?**

Buying a property with the current tenants in place has its advantages. It's almost certainly going to be more attractive to the seller, since they won't have to handle terminating rental agreements ahead of the sale. It could also mean you get the property at a discount, because the renter is difficult and the seller knows it would take a lot of work to get them to move out.

Buying a property with good tenants in residence means that you can start

collecting rent right away. It also means the property itself is potentially much more valuable: If the current owner has been keeping the place up to code and updated, you could be getting a turn-key building with paying tenants. It doesn't get much better than that. Any past rental agreements will transfer over to you with your purchase, giving you time to figure out what you want to do regarding leases.

In a seller's market, you are likely going to have less room to negotiate here. You can make your offer contingent on the current owner delivering the property vacant, but if another seller is willing to take the property with renters in place, you may have to adjust your expectations.

### MAKE YOUR OFFER CONTINGENT ON HAVING COPIES OF AVAILABLE RENTAL AGREEMENTS

If you purchase the property occupied, then the rental agreements the tenants have in place at the time of purchase will transfer to you. This includes active leases as well as any that may have lapsed into month-to-month tenancies. You will be bound by those agreements until they expire, so make sure you know what you're getting into.

#### **Seller's market: contingent on receiving any copies of paperwork that exist.**

In a seller's market, you aren't going to be able to be too choosy about the conditions that exist in the rental agreements. Instead, you can make your offer contingent on receiving any paperwork that exists (or have the seller warrant that no such copies exist).

This is something any seller should be able to do, and therefore, should be considered the bare minimum for rental agreements even in the toughest market for buyers. If the seller cannot furnish these, it should dissuade you from moving forward.

#### **Buyer's market: contingent on satisfactory appraisal of rental agreements.**

If you're operating in a buyer's market, you have a lot more room to assess whether this property is as perfect for you



You can request the units you're purchasing be delivered vacant or occupied, but whether you can actually get the tenants to move out before closing will depend on the market you're in. (License: Unsplash)



as you initially thought, and you can (and should) make your offer contingent on what you find in the rental agreements.

First, find out who is on the lease (i.e., who's supposed to be living in the unit) versus who's actually living in the unit.

Next, look at the conditions in the lease. Who is responsible for the utilities? Are pets allowed? What about smoking? Is parking available, and is there a fee for it?

And finally, make sure you note how long the agreement is for. Some leases may be expiring in a couple of months, others may be newly renewed for a year. Some may have lapsed into a month-to-month tenancy at will, others may be signed for five years. Even if the original agreement has expired, it's the agreement that should be followed until you take possession and have your renter sign a new one.

### MAKE YOUR OFFER CONTINGENT ON HAVING COPIES OF AVAILABLE SECURITY DEPOSIT AND LEAD CERTIFICATE DOCUMENTATION

Another contingency surrounds security deposits. When the rental agreements transfer over, make sure the security deposits transfer to you as well. Ensure the security deposits come with the original conditions statements, as well as all account information (where the accounts are, who the money belongs to, and what units those renters live in). You will have 45 days after you close to set up the security deposits in appropriate accounts for your tenants.

Even in a seller's market, you should ask for copies of security deposit paperwork. If none exists, have the seller warrant that they did not collect security deposits.

Next, there's the issue of lead. If the seller is saying they have "no knowledge of lead" in the property, check that against the state's [database for lead-safe homes](#). If there are any children under age 6 on the property, there cannot be lead, known or unknown. Ask the seller for deleading documentation, if any. If there is lead on the property, you have 90 days to achieve deleading compliance or start interim control measures. There may be [lead abatement funds](#) you can access, but this is a situation you need to be



**"Does this sink work?" "Damned if I know!" Landlording requires looking past occupant behaviors to determine if the property can still be operated successfully. (License: CC BY-SA MassLandlords, Inc.)**

walking into fully informed. In a seller's market, you're probably stuck dealing with the lead issues yourself or walking away from the deal, but you may have room to negotiate some remediation in a buyer's market.

### DON'T FORGET ESTOPPELS AND RENT ROLLS

There's a term you may have heard used in the real estate world, and that's estoppels. What's an estoppel? Essentially, it's a standard form that the buyer's attorney will correspond with the tenants to obtain. Estoppels are where the tenant (not the seller) acknowledges the general terms of their lease. The estoppel can verify how much rent is being paid, whether a security deposit and/or last month's rent was taken at signing, and any other terms or conditions that are specific to the rental agreement (for instance, if the tenant is responsible for trash removal). It can also state if there is rent owed.

Since you should get these statements from each of their tenants, it's something you should make part of your offer. Don't count on the seller thinking of it or offering it themselves, or assume you

can request one later at closing. Make it part of your initial offer so everyone is on the same page. If you were to purchase a property without estoppels, it's not the end of the world, but you would be less well protected against renter claims going forward.

### TREAD LIGHTLY WITH TENANT SCREENING

In a buyer's market, you can make your offer contingent on your satisfactory appraisal of what you see. If you want to screen the renters who live in the property, you can do so with little worry that the seller will walk away from the deal. Take applications from all renters, and accept those who you think will be a good fit by [screening the renters](#).

In a seller's market, screening occupants is likely to lose you the deal. In that case, you'd ask to see the required documents (for example, rental agreements) and make your offer contingent on those documents being delivered to you, but not subject to your analysis of the documents.

In either case, be careful with tenant screening. Even in a buyer's market, you're essentially forcing the seller to



offer cash for keys to remove the renters you don't want to keep in place, and that could cost you the deal. It can also make you unpopular with the tenants before you even close on the property.

### STEP 3: THE PURCHASE AND SALE AGREEMENT

Once the negotiations are done and your offer has been accepted, it's time to sign the purchase and sale agreement. One of the reasons you want to complete your due diligence before you sign a purchase and sale agreement is that it makes this step a lot smoother, as you are less likely to encounter "surprises" in this step.

The purchase and sale – or P&S – agreement will include the purchase price and closing date, but should also have the seller warrant the house is up to code, properly permitted, and have the buyer warrant that due diligence has been done on leases and Section 8 agreements. This is also when you'll have the seller warrant submetering is set up appropriately.



When shopping for an unoccupied property, a wet basement clearly means a problem with the building. This basement was soaked because the first-floor renters were not using a shower curtain. (Lic: CC BY-SA MassLandlords, Inc.)



The house was built in 1965, but this beautiful bathroom has clearly been updated recently. Make sure the renovations were done with the proper permits before buying the property. Tile, sheetrock and grout can hide a lot of shoddy work that will come back to bite you later. (Image License: Unsplash)

Is the house up to code? Check with the local board of health or department of inspectional services. Are there any major or minor code violations in place? In a buyer's market, see what you can get the seller to fix before closing. In a seller's market, make a list and be prepared to fix the issues soon after closing.

If there are major code violations, look at the deal you're about to close very carefully. Are you sure these issues are ones you want to handle? If the seller has been submetering the utilities, have the seller warrant that they have been properly set up.


Along with this, call your local building department and make sure that any improvements, since the seller purchased the property, have been properly permitted. Make sure that any open permits are closed before you sign the final papers on the property.

Check to make sure the leases are in order (you will have reviewed them during the offer phase, but double check them now). If there are Section 8 tenants, make sure all applicable paperwork from the housing authority is complete, and signed.

This is a lot of paperwork, but it protects you and your investment, so once again, consult with your attorney

and make sure everything is in order before you get to closing. You're almost there! We tackle what happens at closing, as well as what you should do in your first weeks as a landlord, in a companion article.

### CONCLUSION

Buying occupied property is not the same as a traditional house purchase. There are a lot of extra steps to go through, but the payoff can be well worth it if you end up with a code-compliant property that has happy renters. If this is your first rental property ever, make sure you read through the articles and forms MassLandlords has to offer, and consider honing your skills and becoming a Certified Massachusetts Landlord™. 

Point your camera app here to read more online





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# IN the NEWS

By Eric Weld, MassLandlords, Inc.

## MassLandlords media mentions and appearances by association representatives

*This edition of MassLandlords In the News features comments in the Boston Globe on flood risk in Massachusetts, pet rental policies, rental assistance difficulties and rent control, as well as other media appearances.*

### THURSDAY, AUGUST 31

MassLandlords Executive Director Doug Quattrochi commented in a *Boston Globe* article about the high flood risk for many Massachusetts properties that lack flood insurance. Quattrochi pointed to data compiled by First Street Foundation, a nonprofit that measures and publishes flood and climate risk for individual, government and industry use. The foundation reported 114,552 Massachusetts properties at risk of a 100-year flood that are not within the Federal Emergency Management Agency's (FEMA) flood zone, yet carry no flood insurance. The article quotes Jeremy Porter, head of climate implications for First Street Foundation, who said in Boston's Back Bay, "there is a 60 percent chance of seeing 12 or more

inches of floodwater in a [basement] unit over the next 30 years. There is a 76 percent chance of seeing 'any water' (1 inch or more) over the same time period."

"I feel like if people knew about that, they wouldn't buy the place," Quattrochi commented for the article. "They wouldn't want to rent the place. They wouldn't want to live there."

Quattrochi goes on to note that most homeowners think they need only minimal flood coverage if they are in a FEMA flood map. But those maps are old and based on historical storms and data, not on likely future flood and storm projections.

According to the *Globe* article, FEMA estimates that 1 inch of floodwater in a home can cause up to \$25,000 of damage.

[Read the article.](#)

### TUESDAY, AUGUST 29

Quattrochi commented for a *Boston Globe* article by Alex Koller about the difficulties renters with pets – especially large, notoriously aggressive dog breeds – have in finding places to live.

Quattrochi notes in the article that landlords have complete discretion over pets they allow in their rentals, service or emotional support animals notwithstanding.

"Landlords don't want to be called into a lawsuit," the article quotes Quattrochi. "Occasionally, these large dogs bite or attack people. I know most of them are sweet and that's why they're pets, but the fear is real."

[Read the article.](#)

### MONDAY, AUGUST 21

Quattrochi commented in an interview with Ray Villeda on Boston25 News about rent control.

"Rent control has all these unintended consequences," Quattrochi said. "We really need to address land use and zoning reform, basically eliminating the requirement for single-family zoning. That would be a huge step, a big long-term improvement, it would allow us to create a lot more housing."

[Watch the segment on Boston25](#) (scroll to 3:12 for Quattrochi comments).

### TUESDAY, JULY 25

A bill aimed at improving air quality, including banning gas stoves in new construction, is the topic of a *Boston.com* article by Jim Morrison for which Doug Quattrochi commented in July. Quattrochi, who has replaced gas stoves in his rentals with induction stoves, opines that proper venting is a better near-term solution than a ban.

“When you look why gas stoves are bad, they’re bad for emissions like methane and benzenes and other combustion products,” he notes in the article. “A lot of that can be mitigated with venting. I visit many, many new construction projects where the gas stove is not vented. They’ve just got a filter above it, and the filter does nothing. It’d be really easy to imagine a kind of incrementalist step here where the bill would say, ‘If you’re going to have a gas stove, it must be vented directly to the outside,’ rather than a ban.”

Quattrochi also objects in the article to the bill’s placement of responsibility for mold on landlords. Mold is part of a moisture problem, he notes, and the state sanitary code already gives inspectors power to cite landlords. “The sanitary code now gives inspectors the authority to order owners to fix a leaking pipe or install mechanical ventilation in a bathroom if they detect excess moisture. I feel like the sanitary code is pretty well reasoned and the text of this bill originates from a pre-2023 understanding of mold and moisture.”

[Read the article.](#)

#### MONDAY, JULY 17

Quattrochi submitted a published comment in response to a *Boston Globe* editorial about how excessively complicated and onerous it is for Massachusetts renters to apply for assistance, including a 30-page application and an inefficient system. The process is overseen by EOHLC (formerly DHCD), a department that loses and unfairly rejects untold scores of applications.

Quattrochi commented: “It was the same during the pandemic. MassLandlords remains in litigation against EOHLC (formerly DHCD) over applications for emergency rental assistance. In their affidavit, EOHLC identified 47,000 applications lost to supervision. That was one-third of all applications submitted to that date. The applications are presumed printed out on paper, sitting in boxes, still waiting to be looked at. The public need to see this data. We have renters on affidavit asking the courts to release it. We all want to fix this.”


The comment received 12 likes (and no dislikes).

[Read the article and comment \(scroll down\).](#)

#### SATURDAY, MARCH 25

Quattrochi was quoted in a *Boston Globe* article by Andrew Brinker discussing landlords’ and others’ opposition to Boston Mayor Michelle Wu’s rent control proposal.

“Landlords are going to get crushed,” he said in the article. “And when you crush landlords, all you’re doing is making our housing issues worse.”

[Read the article.](#) 

Point your camera app here to read more online



#### ARTICLE YOU MAY HAVE MISSED

### Healey Signs RAFT Eviction Delays Back into Law; Ignores MassLandlords Public Testimony

Ignoring public testimony that such actions would hurt both housing providers and tenants, Governor Maura Healey signed a reinstatement of Chapter 257 of the Acts of 2020 into law this August. The reinstatement of Chapter 257 was part of the FY2024 budget signed by the governor on Aug. 9, 2023. This change is not being properly funded, which means it is going to harm housing providers and renters. It will create huge arrears for tenants, and will incentivize landlords to litigate all the way through to an actual execution of eviction.

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# New Landlord Form: Notice of Application Status

## Notice of Application Status

To:	
From:	
Regarding the Address:	
Date:	

Thank you for participating in our application process. At this time, your application is **not** approved.

☐ **Your application has an immediate disqualification.**

A “disqualification” means that either you or a co-applicant had a serious problem with your application. If anyone is disqualified, the whole household is disqualified. We cannot reconsider your household’s application, any individual application or any combination of applications unless you can show we made an error.

While most landlords prefer to reject rental applications over the phone, our new application status form is available should you need to put your reasons in writing. (Image License: CC by SA 4.0 MassLandlords, Inc.)

**Also known as the “Tenant Rejection Letter,” this members-only content allows you to put your decision in writing.**

We have long urged landlords to use a formal scoring system such as our [applicant qualifier](#) to evaluate potential renters. This creates an even playing field for every applicant, allows you to objectively analyze qualifications, and helps protect you against discrimination allegations.

When someone is not qualified for a rental, most of us prefer to keep our paperwork at home and make a phone call to reject the applicant. But there are times when you may want or need to provide a decision in writing, and that’s

where our [notice of application status](#) letter comes in.

Also known as the tenant rejection letter, this form was written with our objective point scoring system in mind. The first page of the letter includes a list of “immediate disqualifiers” that are straight from our applicant qualifier form. If this section applies to your applicant, simply select the reason from the list.

The second page is for applicants who simply did not score enough points to qualify for the rental, based on our applicant scoring system. If your applicant does not score enough points, you can encourage them to get a cosigner or roommate if that will help boost their score enough to qualify.

Note that the “other reasons” section can be filled in on either checklist, but you should be careful using it, as this

also opens the door to discrimination charges or other allegations. If you reject an applicant for credit or bankruptcy reasons, you must also provide an [adverse action letter](#), using the provided format and verbiage.

The notice of application status form, along with many others, is available to all MassLandlords members in good standing. [M](#)

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A close-up photograph of a person wearing an orange long-sleeved shirt and a watch, signing documents on a dark wooden desk. Their hands are the central focus, with one hand holding a pen and the other resting on the papers. The background is softly blurred, showing more papers and the person's arm.

# How to Close on the Purchase of an Occupied Multifamily Rental Property

By Kimberly Rau, MassLandlords, Inc.

Successfully negotiating the terms of your multifamily purchase takes a lot of work, but it will be worth it to have a smooth closing day. (Image License: Unsplash)

**Once you've negotiated the terms of purchase for your occupied investment property, there's still work to do at closing and in the weeks beyond.**

You've found your perfect property. You've done your due diligence on it, conferred with your attorney, who is well-versed in landlord-tenant law, and made it through the offer stage. You've signed the purchase and sale agreement, with all of its contingencies, and you've scheduled a closing date.

Closing day arrives, and you sign a mountain of paperwork before becoming

the official new owner of your investment property. While closing may go by in a blur, there are a few things to which you'll want to give special attention.

In this article, we'll cover our top tips for closing on a property, as well as offer some advice on how to smooth the transition with your tenants.

## **CLOSING: MAKE SURE ALL FEES AND TAXES ARE CURRENT FOR THE PROPERTY**

As of this article's publication, real estate closings are still done in person, as opposed to over Zoom. You, your agent, and the seller and their agent, and everyone else involved in the property's

closing will meet to sign paperwork and officially transfer the property to you.

When you get to closing, the seller should be able to prove that the water, sewer and taxes are up-to-date for the property, and any arrears have been paid off. Conversely, the arrears can be transferred to you, with the seller crediting you for them by discounting the purchase price. While you don't want to do this with security deposits (more on this in a moment), it's an acceptable alternative for any outstanding property taxes, or water/sewer fees.

If there are condominium or homeowner's association fees attached to the property, make sure those are paid up as well, or similarly credited to you.

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## CLOSING: MAKE SURE SECURITY DEPOSITS AND LAST MONTH'S RENTS ARE CORRECTLY TRANSFERRED TO YOU

Security deposit law is complex in Massachusetts, and easy to mess up. Since the seller will be transferring all security deposits to you, you need to start off right.

First, avoid “adjustments” to the sale price that credit you with the security deposit. This leaves you without cash to make the deposit on behalf of the tenants (remember, the security deposit never belongs to the landlord). It also makes it easier to forget to make the deposit.

Instead, list the security deposits as an expense for the seller on closing documents, then have your attorney write a dedicated check (or checks) to you. You can get one check for each unit that includes each unit’s balance and interest to date. If you receive one large check that covers all units, you should also get a breakdown that reports each unit’s balance and interest. Make sure you get

the conditions statements that go with those deposits! Then, after closing, you can put them into appropriate accounts under the tenants’ names, just as you would any other security deposit.

If the seller collected last month’s rent from the current tenants, handle those payments in a similar manner.

## CLOSING: COLLECT THE CURRENT MONTH’S RENT, AND MAKE SURE UTILITIES ARE PAID

Before you arrive at closing, you should have discussed that month’s rent with the seller. It’s in the seller’s best interest to collect rents before closing, because anything collected after closing will go solely to you.

Whatever rent is collected before you take ownership of the property, you can have the amount adjusted at closing to reflect who gets what portion of the rent (for instance, if you close on the 15th, you may decide to split the rent).

The same rule applies to any utilities the renter pays the landlord.

## CLOSING: RECEIVE YOUR RENTAL PROPERTY ASSIGNMENTS AND ANY OUTSTANDING NOTICES

The assignments at closing are the things you will be taking over as the new property owner and new landlord. There will be legal forms or legal wording for each important document on which the seller is named that assigns their right, title and interest to you as a buyer. These should have been negotiated as a contingency, and include leases and other rental agreements.

It’s important to do this because the original agreements will have the seller’s name on them, not yours. You need documentation that the rental agreements have been assigned to you and are now under your control. It’s possible you’ll never see or speak to the seller again once you leave the closing.

If there are any unexpired notices to quit on any of the rental units, these should also be assigned to you. Any agreements for judgments in the seller’s name may or may not be included as part



of the sale. However, the seller may also agree to sell them to you, as judgments are good for 20 years, and someone may be able to collect on them one day.

### WHAT TO DO AFTER CLOSING ON THE RENTAL PROPERTY

Now that the property is officially yours, the real work begins. Don't get rid of any of your paperwork from the closing. You may never need to reference it again. But if an issue does come up – for example, a tenant alleges problems with their security deposit – you'll have everything in writing.

#### Security deposits are on a 45-day timeline.

Speaking of security deposits, you have **45 days** from the date of closing to get them into properly established accounts, and to verify and pay any interest due to date (General Law Chapter 186 Section 15B (5); search for “forty-five”). While you're at it, take care of accounting for the last month's rent payments, if you have any.

#### You have 90 days to fix any lead issues.

After you close, you'll have 90 days to get into compliance (even interim) with the lead law, so start working on that right away (CMR 460.100 Section B). Hopefully, you really investigated what needs to be done to the property during the offer stage, and have prepared your tenants if you will need them out for any amount of time to do remediation work.

#### Code compliance is an ongoing obligation

As for code compliance, you have to meet it at all times. If the seller disclosed things that were not up to code, and you agreed to fix them after the sale, you must do so now. If you are uncertain what needs to be done, schedule a walk-through with the building inspector, and make a list to work on. Nothing will make your residents happier than seeing that their new landlord is proactive and willing to provide them with a safe dwelling.

But before they can laud you for your proactivity, your new tenants have to meet you.

### HOW TO START OFF WELL WITH YOUR RENTERS

In a perfect world, your new renters had plenty of notice about the ownership/landlord changeover, and you've already met at least some of them prior to the sale. Regardless, notify them of the official changeover yourself, and do so in a friendly way. You might write a letter introducing yourself, which could also include your contact information, as well as any projects you are planning to start around the property. Hand deliver it to each unit, and try to get to know your renters. This is also a good time to give them notice that their security deposit has been transferred into your care.

It seems like there's a lot to do to get things running well, and there is. But there are also some things you should avoid doing right away.

#### Tread lightly with changes to the lease.

If there are things in the old rental agreements that you want to change,

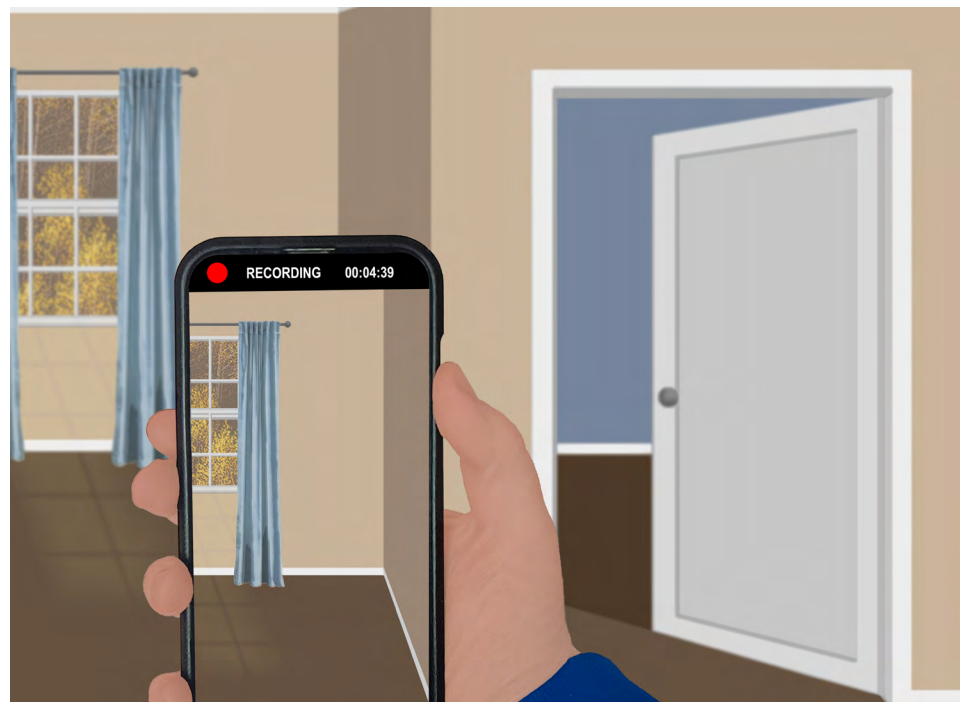
typically, you will have to wait until the lease period is up to do so. An alternative is to offer each tenant the chance to terminate their old agreement and sign a new one.

This can earn you points with your renters if you take the right approach, but it can also panic more skittish residents. Our advice is to let the current agreements stand until it's time for renewal. Then, you can start with a MassLandlords lease, and add things such as online rent collection and new terms so renewal dates fall when you'd like them to. If the old owner allowed smoking, you can put in non-smoking clauses. For everyone's sake, add in a nice long required notice period for move-outs or lease termination. We suggest 90 days.

When you renew the lease, you can raise the rent to keep pace with inflation, but don't go crazy. If you're not sure what to do, we cover this, along with many other situations, in our Level 1 Certified Massachusetts Landlord™ program.

Don't raise the rent too much, or too fast

If the residents have been paying a rent rate well below market, raising the rent



Not sure if everything in your new multifamily is up to code? Do a walk through with the building inspector and document everything you need to fix. [Image License: CC by SA 4.0 MassLandlords, Inc.]



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to match market rates is going to come as an unpleasant shock. It will be even worse if you do it as soon as the lease is up.

Your tenants may retaliate by refusing to pay, costing you a mint in attorney's fees and lost rent, and then you still have to wait on the eviction, possibly for months, and find new renters.

Instead, gradually raise the rent over a period of lease renewals, sticking to increases that match inflation. If one of your renters moves out, then you can feel free to list the unit at market rate for the next tenant.

A Good Attorney is Worth Every Penny


If your attorney did a good job with your real estate transaction and was good at navigating the many landlord-tenant issues that come with occupied property sales, don't abandon them after the closing. An attorney who is well-versed in rental housing issues can help you with a many things in your tenure as a landlord.

Attorneys who know rental law well can help you terminate old agreements and draft new ones. They can also help you deal with any surprises that come up, either as a direct result of the property sale or issues that happen down the road. Maybe one of your tenants insists they always pay their rent 30 days late, and tells you to take it up with the prior owner if you have an issue. Maybe one of the units actually has 10 people living in it. Perhaps someone is keeping a peacock in the unit and is claiming it is an emotional support animal. Attorneys can help with all of these issues, and it's better to have someone in mind before problems come up.

### CONCLUSION

Buying occupied rental properties is not like buying or selling an owner-occupied single-family, but it can be very rewarding, especially if you are prepared for everything that goes into the process.

Part of that is your due diligence while the sale is being negotiated. But part of that is also going to happen when you meet your renters and get off on the right foot with them.

It's a lot to consider, but we're here to help. Becoming a Certified Massachusetts Landlord™ is one way to make sure you're up to date on landlording best practices, and it's something we recommend for all our landlords. If you have questions, email us at [hello@masslandlords.net](mailto:hello@masslandlords.net). 

Point your camera app here to read more online





# Members: Help Us Create a Permanent Home to Fight Rent Control

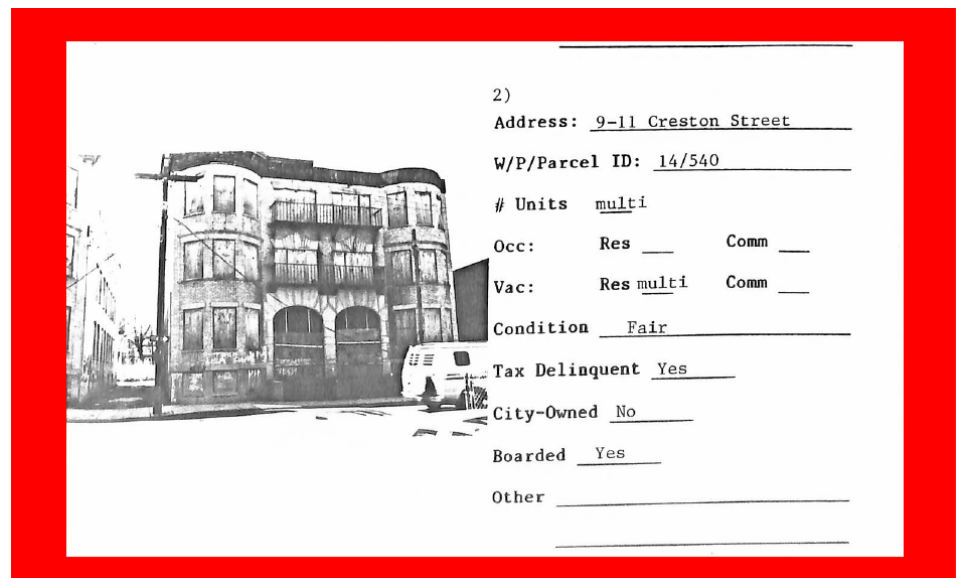
By Kimberly Rau, MassLandlords Inc.

With rent control, or rent stabilization, coming up on the ballot in 2024, we need to act fast to show people that two-word solutions can't fix the housing crisis.

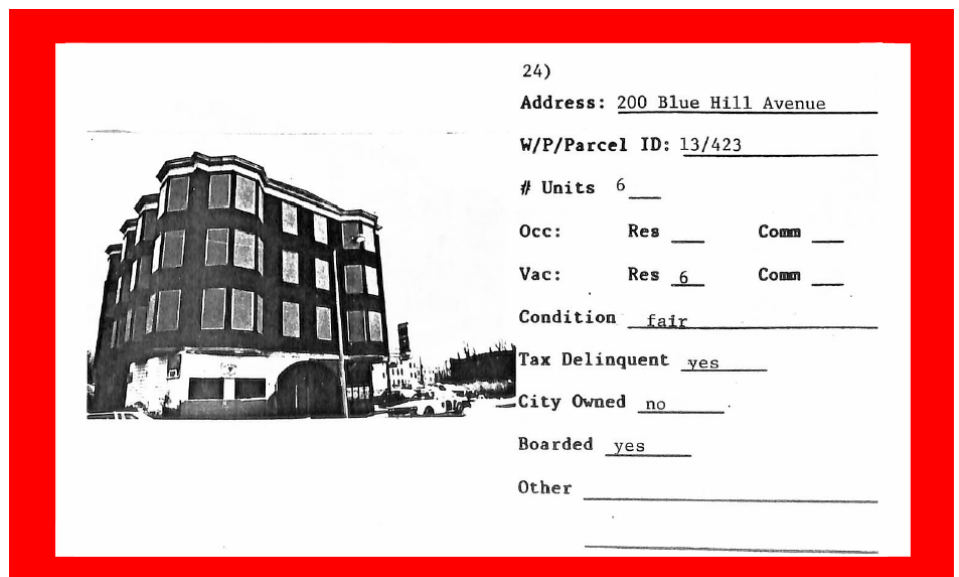
Rent control is almost certainly coming up for public decision in 2024. To fight it, we're fundraising to create a new website, with the sole purpose of having a permanent place to discourage a return to 1970s-style rent control. The tactic? Showing what rent control actually did using material created at that time. We'll publish the real pictures of boarded up buildings and the real minutes of maintenance denied.

Rent control doesn't work. We know this. But it makes for good headlines, so it constantly comes up as a political talking point. This year, it's making its way through the ballot initiative process, slating it for the November 2024 election. The ballot question is so broad as to mean everything to everyone. Well, why be vague when the history is there for all to see?

There are alternatives to rent control, some of which are successfully implemented in other areas of the country. It's curious to think our elected officials are willing to bypass those solutions in favor of one that we already know doesn't work. But again, rent control makes for good headlines. So will this site. Nothing could be more damning than the evidence.



Boarded up, dilapidated buildings are just one of the negative consequences of rent control. If landlords can't recoup their costs, they will allow properties to fall into disrepair, eventually abandoning them. This image comes from North Dorchester, and there are hundreds more like it. (License: public domain - city of Boston report for mayor Raymond Flynn 1985)



200 Blue Hill Ave., Roxbury (License: public domain - city of Boston report for mayor Raymond Flynn 1985)

## MASSLANDLORDS: EVIDENCE-BASED VIEWPOINTS WITH THE DATA TO BACK THEM UP

If rent control (or “rent stabilization,” as proponents are trying to repackage it) is passed, it will only make the housing crisis worse. We know this because we’ve already tried rent control, and it was abysmal.

One landlord was jailed, another went bankrupt. Peter Petrillo died over the stress of some truly incredible demands made of him by the rent control board.

But anecdotes aren’t the same as data, and we’d never ask you to just take our word for something. So, we collected data. Mountains of it.


There are more than 7,000 pages of meeting minutes from the Cambridge Historical Commission, showing landlords fighting to be reimbursed for keeping their properties updated. We have hundreds of pages of scans showing boarded up buildings all over Boston and surrounding neighborhoods, many of them multi-unit properties that could easily have housed multiple families.

We have proof that rent stabilization has a disparate impact on people of different races, and cherry sheets showing that when rent control is in effect, property values drop, leading to reduced funding for schools. Rent control doesn’t just impact landlords. It can lead to generational gaps in education and earning potential.

This isn’t conjecture. This is data in its purest form. Alternatives to rent stabilization exist. We’ve seen it work in Oregon. We’ve seen it work in Section 8, which helps countless people and could be expanded. We’ve seen it fail under rent boards in Massachusetts. “Rent control” is a catchy phrase and it certainly gets people out there to vote, but if people don’t see what the rent boards wrought, we’re doomed to repeat our failures.

## WE CAN CREATE A DYNAMIC SITE THAT CHANGES MINDS

Creating this website would take considerable time and funds, but it’s not outside the realm of possibility. Just look at our MassLandlords website. We created that site, and over the last 10 years have generated thousands of pages



2)  
Address: 42-48 Savin Street

W/P/Parcel ID: 12/1005

# Units 6

Occ: Res      Comm     

Vac: Res 6 Comm     

Condition poor


Tax Delinquent yes

City-Owned no

Boarded no

Other

42-48 Savin St., Roxbury (License: public domain - city of Boston report for mayor Raymond Flynn 1985)



23) MAP # 16N10E

Address: 547 Blue Hill Avenue

W/P/Parcel ID: 12/2410

# Units 6

Occ: Res      Comm     

Vac: Res 6 Comm     

Condition Fair

Tax Delinquent No

City Owned No

Boarded Yes

Other

547 Blue Hill Ave., Roxbury (License: public domain - city of Boston report for mayor Raymond Flynn 1985)

of SEO-optimized content for people to read. More than 300,000 people visit our site every year.

We built the technology for our website to be read in any language, creating accessibility for anyone who wants to learn about landlording in Massachusetts.

We also have our landlording crash course in Spanish, and have managed to raise tens of thousands of dollars for many housing policy achievements. We know how to present information, and we know how to stretch your dollars so they work hard for you.

We need to show everyone – not just landlords – what rent control really looks like. People need to read about Peter

Petrillo, to see the boarded-up houses (there are so many more than just the ones you see along with this article). They need to see the property data for themselves.

Anticipating rent control was going to rear its ugly head again, we have owned multiple web domains that clearly state our purpose of showing the seedy history of rent control in Massachusetts. We have two web developers already working at their maximums, and we need the budget to hire more staff to make this site a reality.



## EVERYONE SHOULD KNOW THE TRUTH ABOUT RENT CONTROL


Rent control doesn't work, and worse, it's actively harmful to people who need help the most. The last time we had rent control, the mayor of Cambridge and a court judge both lived in rent-controlled units. Properties became dilapidated all over Boston. The ones you see with this article are literally just a few of hundreds.

We know the truth, but to keep rent control from passing, that's not enough.

We already know you'll vote against rent stabilization when it comes up on the ballot, but we aren't the majority. We need everyone to stand up and say "no" to harmful housing practices. Renters and voters today don't remember the horrors of rent control. But we do. Politicians don't remember the tax shortfalls that came with rent control. But we do. And with this site, soon everyone will. The facts are on our side: Rent control hurts housing.

## HELP US PREVENT A BIGGER HOUSING CRISIS IN MASSACHUSETTS

The reality of rent control is grim. We know this because we've lived through it. Now we need to show others the truth, and we need your help.



4)  
Address: 43 Holworthy Street  
W/P/Parcel ID: 12/3299  
# Units 4  
Occ: Res      Comm       
Vac: Res 4 Comm       
Condition Fair  
Tax Delinquent Yes  
City Owned No  
Boarded Yes  
Other     

43 Holworthy St., Roxbury (License: public domain - city of Boston report for mayor Raymond Flynn 1985)

We're asking our members for a one-time donation of \$200 each to help build a comprehensive, informational website that will stand as a monument to the broken buildings, racial inequalities and even stress-related death that resulted from rent control.

You've already committed to best housing practices by becoming a MassLandlords member, but now, we're asking our members to donate less than the cost of a car payment to ensure rent control remains an historical

footnote, instead of a scourge for future generations to fight.

Please, join our fight to help keep rent control where it belongs: in the past. [ML](#)

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# MassLandlords Bills Still Active, but Stalled, in 193rd Legislature – An Update

By Eric Weld, MassLandlords, Inc.

While bills recently proposed by MassLandlords have stalled, they are still essential and we will continue to push for their enactment.

In January 2023, MassLandlords filed five bills with the 193rd state legislature to establish laws that would improve housing access, quality and security for owners and renters. The bills had varying levels of support and sponsorship among legislators. But the reality is, in today's competitive political environment, you need a strong lobbying presence in the legislature to follow up on bills and push them through to enactment. Lacking the funding necessary to hire lobbyists, our bills were, in part, victims of that reality.

One bill, proposing a much-needed tenfold increase – from \$1,500 to \$15,000 – in the tax credit for deleading a dwelling, attracted broad support and looked to have momentum in the early legislature. Gov. Maura Healey likely was responding to progressive supporters of the bill when she included a doubling of the deleading credit in her proposal for the fiscal year 2024 budget. For reasons that are unclear, her deleading item was not included in the final budget she signed in early August. The deleading credit remains at \$1,500.

Other bills were assigned to appropriate legislative committees and placed on hearing agendas. We outline the brief legislative histories of each bill proposal below.

## DELEADING CREDIT X 10

Perhaps the simplest, or most straightforward, bill we proposed, “An



For centuries, poisonous white lead was a mainstay ingredient in house paint, plasters, even ointments and cosmetics. Dutch Boy led the way in promoting lead paint in the 20<sup>th</sup> century, even popularizing the brand among children by selling “Dutch Boy” Halloween costumes and toys. When lead paint was banned nationwide in 1978, lead poisoning statistics began to drop. Dutch Boy was bought by Sherwin-Williams in 1980. Image: cc by-sa Wikimedia Commons.

Act to Further Lead Remediation in Rental Housing by Increasing the Deleading Credit” would simply amend an existing law, Section 6 of M.G.L. Ch. 62, by replacing the words “one thousand five hundred dollars” with “\$15,000.”

That simple amendment would enable the remediation of thousands more rental properties in the state. As a result, hundreds of thousands more children would be protected from lead poisoning.

The \$1,500 deleading credit was codified some 50 years ago, and is now woefully inadequate. The average price

to rid a dwelling of lead is \$6,000, and if windows are included (for stripping lead paint from window frames and sills), that cost multiplies to \$15,000. No wonder only about 10% of pre-1978 (the year lead-based paint was banned for residential use nationwide) dwellings are deleading in Massachusetts, according to the Department of Public Health.

This bill attracted sponsorship of 18 House and Senate legislators, led Sen. Patricia Jehlen. The bill was assigned a bill number in each legislative branch, H.2802 and S.1844.

Following its submission to the senate clerk by Sen. Jehlen, the bill was referred to the joint committee on revenue on Feb. 16, 2023. This joint committee considers revenues generated via taxation and fees, as well as federal financial assistance.

S.1844/H.2802 was assigned to the agenda for a public hearing on March 28. Sen. Jehlen testified in support of the bill.

"There haven't been any updates on this bill since its hearing in March," Sen. Jehlen recently informed MassLandlords. "We are waiting for it to be reported out of committee. A version of it was included in the tax bill that is currently in conference."

### DELEADING INCREASE IN FY2024 BUDGET

Meanwhile, simultaneous to the deleading bill, Gov. Healey included an item in the FY2024 budget to double the deleading credit to \$3,000. It's likely that our deleading credit increase bill was the influence behind her budget proposal.

Despite the governor's request, the deleading credit increase was not included in the FY2024 budget that she signed in August.

Despite its lack of inclusion in the state budget, the proposal to increase the deleading credit remains active as a standalone bill in the legislature, as Sen. Jehlen mentioned. We will continue to pursue this popular bill.

### A RIGHT TO SELF-REPRESENTATION

Our bill, "An Act to Equalize Counsel in Eviction Proceedings," is also a fairly simple proposal. It would allow landlords who have incorporated their businesses to represent themselves in court proceedings, including eviction cases.

As the law stands, corporations and incorporated companies or groups of any kind are required to hire or enlist licensed attorneys to represent them during eviction court proceedings. For small landlords, this can pose a considerable expense, and may unfairly deter or defer a summary process filing, even in the case of a nonpaying tenant.

Many small landlords choose to incorporate, either for tax purposes, or to

protect their personal assets in the case of bankruptcy or unanticipated insolvency. It can be a smart business arrangement, and they should be allowed to represent themselves in eviction proceedings if they choose to do so. (Our bill in no way impedes incorporated landlords from hiring attorneys for court representation if desired.) The bill would amend the language of Chapter 221, section 46, to enact that change.

The bill was filed by request by Rep. Susannah Whipps. It was assigned number H.1815. On Feb. 16, the bill was assigned to the house committee on the judiciary. This committee considers legislation related to crime, penalties, sentencing paroles, salaries of court personnel, and other court-related matters.

The bill was scheduled for a committee hearing agenda on May 9, 2023. No further action has taken place.

### A MUCH-NEEDED ASSET FORFEITURE REFORM BILL

In 2021, MassLandlords submitted a bill to the 192nd legislature to reform the state's civil asset forfeiture law. That bill, S.2988, was passed by the state senate, 31 to 9, but did not progress to the house's legislative agenda. [Read an article](#) about that bill.

A watered-down bill on the same topic, significantly weakened from our original, was proposed again to the 193rd legislature, introduced by Rep. Jay D. Livingstone. Our bill, H.1577, titled "An Act Relative to Civil Asset Forfeiture Improvements," petitioned by Rep. Bradley H. Jones Jr., is also active.

Civil asset forfeiture reform is needed to protect property owners, such as landlords, from having their property – cash, cars, homes, boats, jewelry, etc. – unjustly seized by law enforcement. Under current asset forfeiture law, police or other law enforcement officers may take any person's property if they suspect the property was used for or procured from criminal activity. Charges of a crime are not necessary for such seizure, only the suspicion of crime. In many cases, innocent citizens are unable to reclaim their seized property, even long after any criminal suspicion was dismissed.

Our bill seeks to bring Massachusetts in line with other states, and federal law, by changing the threshold of property seizure from "probable cause" to "preponderance of the evidence." That would mean, instead of taking someone's property based on a police officer's mere suspicion of criminal activity, officers would be required to have evidence or some indication that the property was more likely than not involved in crime.

Other reforms would include: establishing a fund for all seized assets that would support rehabilitation programming and provide state-appointed attorney representation for defendants who can't afford it; and creating a system for tracking seized property. As it stands, law enforcement agencies, such as police departments, are allowed to keep unclaimed seized money and assets for their own purposes, and those purposes are not required to be disclosed. This creates an obvious conflict of interest, and even an incentive, unintended or potentially intended, to claim reasons that justify taking people's property.

Both H.1642 and H.1577 were referred to the joint committee on the judiciary and scheduled for a hearing Sept. 7. No further action has been taken on the bills, according to Jones' office.

### PROTECTING STATE GOVERNMENT FROM FLOOD RISK

It is certain that Boston, a coastal city, will experience increased flooding in coming years, from both rising sea levels and intense rainfalls, as well as river and storm surges as a result of climate change. No one knows how much or how severe flooding will become because some scenarios are historic and beyond all projection charts. Depending on several near-future circumstances, Boston could be temporarily under water within this century.

Boston is also the state capital, and the state government infrastructure is mostly located within a mile of the coast. If the city were to be severely flooded, it could drastically disrupt government functions for the entire state. Surrounding neighborhoods are also at risk.



Based on that possibility, MassLandlords proposed a bill, “An Act Establishing the Climate Resilient Capital Task Force.”

The bill would establish a governmental task force to study contingency plans for keeping the government running in such a scenario. The task force would consider and make recommendations for the most advantageous solutions, including migrating state government infrastructure and neighborhoods to another city further inland, distributing government buildings and functions in several locations safe from severe flooding, or reinforcing flood protections around Boston’s state government buildings. The bill was submitted by Rep. David LeBoeuf, and assigned H.736. Also sponsored by Rep. Marc Pacheco, H.736 was referred on Feb. 16 to the committee on emergency preparedness and management, an oversight and advisory committee on issues related to emergency response and recovery, and disaster preparedness statewide. The committee often seeks public input to inform its recommendations.

H.736 was scheduled for a committee hearing on June 12. MassLandlords Executive Director Doug Quattrochi testified in support of the bill at

the hearing. No further action has taken place.

### FIXING RAFT SHORTCOMINGS

RAFT (Residential Assistance for Families in Transition) is the state’s main rental assistance program. Yet, it is not a permanent part of the state budget, is perpetually underfunded, and is riddled with administrative problems.

Our bill proposal, “An Act Relative to Residential Assistance for Families in Transition (RAFT),” would aim to remedy some of these issues by:

- 1) making RAFT permanent instead of having to go through budgetary approval every year;
- 2) awarding a full 12 months of rental assistance, in arrears, going forward, or some combination. Currently, RAFT falls short in many cases because it doesn’t adequately fund rents going forward, leaving strapped renters to negotiate with landlords who are often forced to accept a loss or evict;
- 3) requiring rental assistance agencies (RAAs) to adhere to subcontractor requirements, or some process, such as competitive bidding, that would necessitate their self-improvement.

As it stands, RAAs do not undergo any kind of procurement process and therefore lack incentives to optimize their products and efficiencies. The result is, frequently and disastrously, slow, incompetent service, resulting in lost or unfairly rejected applications for assistance, and many unnecessary evictions;

- 4) making rental assistance geographic data publicly available, to allow scrutiny of assistance distribution and potentially avoid discrimination. In 2021, MassLandlords sued the Department of Housing and Community Development (DHCD) – now called the Executive Office of Housing and Livable Communities (EOHLC) – to release addresses (but not names) of rental assistance recipients when we discovered that tens of thousands of applications had been lost or errantly timed out. The case is ongoing.

Two bills, H.1317 and H.1374, were petitioned by Rep. Daniel M. Donahue and Rep. Priscilla S. Sousa, respectively, and remain active in the 193rd legislature. Both have been referred to the joint committee on housing, which oversees general housing, affordable housing, subdivision and zoning issues. Neither bill has been scheduled for a hearing and no further action has taken place.

(Two similar bills were proposed by the Mass. Housing Coalition. MassLandlords attempted to collaborate with housing advocates on bill proposals, but could not reach agreement on the issue of public release of rental assistance information.)

Meanwhile, Gov. Healey has reenacted Ch. 257 of the Acts of 2020, a pandemic-related law that requires courts to suspend any eviction proceedings against tenants who have active rental assistance applications. This law further compounds landlords’ difficulties in the absence of RAFT reforms. Especially problematic is Ch. 257’s lack of an enforced time limit for awarding rental assistance. As things stand, a tenant could not pay rent for months, then apply for rental assistance, which can take another few months to resolve. At that point, arrears could build up to five figures owed the landlord. Meanwhile, the RAFT limit is capped at



Downtown Boston, which sits a stone’s throw from Boston Harbor, is home to some of the state’s most important government buildings. As sea levels rise, rivers overflow and storm surges become more intense with each passing year of climate change, Massachusetts’ government infrastructure becomes more vulnerable to flooding and disruption. Image: cc by-sa Wikimedia Commons.

\$7,000 for any 12-month period, which is almost sure to fall short of rent due by the time it's received. At the very least, with Ch. 257 in place, rental assistance should change from a capped dollar amount to an award based on months of rent owed.

### MORE BILLS TO COME

It would be disingenuous to claim that we are satisfied with the lack of progress on our recent bill proposals. Especially in the cases of the deleading credit and civil asset forfeiture reform, we were encouraged by early enthusiasm and legislative advancement of our bills.

Getting a bill to the point of becoming law is difficult, and, unfortunately, requires lobbying money and presence. We agree that bill proposals should be subject to comprehensive public input. But our bills received strong initial support because they offer solutions and improvements to our state's intractable housing crisis, among other problems. We are disappointed to see them stall in the state legislature.

But we are not daunted, and we will continue to propose common-sense (and clearly written) legislation that seeks to improve people's lives and housing in the commonwealth. We will also continue

to appeal to our members and readers to help support our proposals by contacting your legislators, and by becoming a property rights supporter. [ML](#)

Point your camera app here  
to read more online



## MassLandlords Thanks Our Property Rights Supporters

Property Rights Supporters make monthly contributions earmarked for policy advocacy.

### OWNERS COOPERATIVE

**\$100 and Up** Arrow Properties, Inc. Curtis Corliss. Jim Duffy. Allison Gray. Haddad Real Estate. Hilltop Group Holdings. Rich Merlino. Premier Choice Realty. Spring Park Properties. Stony Hill Real Estate Services.

### OWNERS CLUB

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### WORKING TOGETHER CIRCLE

**Up to \$10** 1020 Overlook LLC. AAMD MGT. AFL Properties. Ascorp Inc. Bernard Welch Realty Inc. Chris Adler. Lori Amara. Rob Barrientos. Ray Boylan. Broggi R.E. & Property Mgmt Inc. Corofin Properties. Demers Enterprises. Nisha Deo. Liz Dichiara. Dietschler Properties. Michael Dipon. Eastfield Family Trust. Energywise homes, Inc. Deborah Entwistle. Margaret Forde. Justin Forkuo. Forge Property Management. Erik Govoni. Ross W. Hackerson. Lori Haims. Hancock Holdings LLC. Mike Hempstead. JD Powers Property Management LLC. JMG Realty & Investments. Gayle Joseph. Catherine Jurczyk. Kee 55, Inc. Agency Account C/O Ercolini. John Kubilis. Altagracia Lama. Jo Landers. Geri Ledoux. Brandon Lee. Sean Lopez. MassBay Group. Shane McGlone. Ana Monte. Murphy Realty. Pavel Novikov. Jordan Nunley. Michael Ozog. Mary Palazzo. PJM Property Management. Alvan Pope. Tara Pottebaum. Property Realty Group LLC. Douglas Quattrochi. Real Property Management Associates. Kathryn Rivet. Lisa Rizza. Cary- Amy Rose. Michael Siciliano. Jonathan Siegel. John Siri. Joann Strub. Summit Rentals LLC. Topaz Realty Trust. Vadim Tulchinsky. Snaedis Valsdottir. Mark Waitkevich. Stuart Warner. Westmass Apartments LLC. Kim Wu. Carole Winkler Wells. Alexa Zaccagnino.

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](https://MassLandlords.net/property).



# REGIONAL

## MassLandlords Upcoming events

See details under each region

### 2023 OCTOBER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2 SWCLA 7:00pm - 9:00pm	3	4 Message Boards How-to including Facebook Group 5:00pm - 6:40pm	5	6	7 Springfield Crash Course 8:30am-4:00pm
8	9	10 MWPOA 5:30pm - 8:00pm	11	12 Longmeadow Dinner Meeting, NWCLA 5:00pm - 6:40pm, 7:00pm - 9:00pm	13	14
15	16	17 Common traps for the Unwary Landlord 5:00pm - 6:40pm	18	19	20	21
22	23	24	25	26	27 Rent Collection 12:00pm - 1:00pm	28
29	30 Virtual Meeting 5:00pm - 6:40pm	31				

### 2023 NOVEMBER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2	3	4 Cambridge Crash Course 8:30am-4:00pm
5	6 SWCLA 7:00pm - 9:00pm	7	8	9 Virtual Meeting, NWCLA 5:00pm - 6:40pm, 7:00pm - 9:00pm	10	11
12	13	14 MWPOA 5:30pm - 8:00pm	15 Worcester 5:30pm - 8:30pm	16	17 Short Virtual Meeting 12:00pm - 1:00pm	18
19	20	21 Deleading Overview 5:00pm - 6:40pm	22	23	24	25
26	27 Virtual Meeting 5:00pm - 6:40pm	28	29	30		

## STATEWIDE

## Short Virtual Meeting: Message boards How-to including Facebook Group

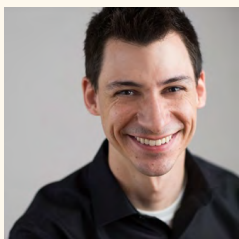
WED  
10/04



This members-only presentation will review our message boards and Facebook group. If you've wanted to understand more about how these work or start using them, this event is for you! We will cover:

- The MassLandlords email message boards.
- The Facebook group.
- How the Facebook group is different from the Facebook page.
- How to post a question.
- How to answer a question.
- How to see what other people are talking about.

Attendees will leave having seen the message boards and facebook group and ready to sign on and start using them yourself, if you want.



MassLandlords Executive Director Doug Quattrochi



Take a tour of the message boards, a benefit of membership

Part of this presentation will be given by **Doug Quattrochi**, Executive Director, MassLandlords, Inc. Doug was a founding member of MassLandlords in 2013. He became the association's first Executive Director under new bylaws in 2014. Since then, he has scaled the organization from a core of 160 members in Worcester to approximately 2,500 dues paying businesses from Pittsfield to the Cape, and from an all-volunteer team to approximately 20 full and part-time staff plus 50 volunteers. Doug has been instrumental in advancing democratic governance mechanisms, including score voting for policy priorities and a staggered and democratically elected Board of Directors. Doug also oversees the RentHelper spin-off, which is expanding access to electronic banking for those of us who are unbanked or underbanked. Prior to MassLandlords, Doug held leadership roles in various Massachusetts startups, two of which are still operating. Doug holds a Master of Science in Aerospace Engineering from the Massachusetts Institute of Technology.

*"Doug's presentation was excellent. He was very clear and provided detailed explanations."* -Larry

*"Doug always holds very informative classes full of substance and Very organized!"* -Thomas

*"Your answers to member's questions were most helpful."* -Liz

### Members register for no charge in just a few clicks!

#### **"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, OCTOBER 4<sup>TH</sup>**

**VIRTUAL MEETING AGENDA**  
6:00 pm Presentation

6:30 pm Virtual Meeting ends

By member survey, the business update has been reimagined as a set of convenient videos viewable anytime online.

### **Participation is Easy**

We have two formats of online events:

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

Our **virtual registration** desk is open for all events one hour starting 30 minutes prior to the event start time. Call 774-314-1896 or email [hello@masslandlords.net](mailto:hello@masslandlords.net) for live, real-time help signing in and using your technology.

If joining a virtual meeting, please use the zoom "test audio" feature. 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.

### **ACCESSIBILITY**

Automatic closed captions may be activated at any time. Simply turn on this setting from inside the Zoom app.

Questions may be asked over microphone after using the "raise hand" feature of zoom. Questions may also be entered via the Zoom text chat box.

### **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.

Password will be emailed and viewable online.

Topic: Message Boards Virtual Meeting  
October 4, 2023

Time: Oct 4, 2023 06:00 PM Eastern  
Time (US and Canada) Join Zoom



Meeting <https://us02web.zoom.us/j/81074483882>

Meeting ID:

810 7448 3882

Passcode: Will be emailed and viewable [online](#)

Dial by your location

+1 646 876 9923 US (New York)  
 +1 646 931 3860 US  
 +1 301 715 8592 US (Washington DC)  
 +1 305 224 1968 US  
 +1 309 205 3325 US  
 +1 312 626 6799 US (Chicago)  
 +1 689 278 1000 US  
 +1 719 359 4580 US  
 +1 253 205 0468 US  
 +1 253 215 8782 US (Tacoma)  
 +1 346 248 7799 US (Houston)  
 +1 360 209 5623 US  
 +1 386 347 5053 US  
 +1 408 638 0968 US (San Jose)  
 +1 507 473 4847 US  
 +1 564 217 2000 US  
 +1 669 444 9171 US  
 +1 669 900 6833 US (San Jose) Meeting

ID: 810 7448 3882 Passcode: Will be emailed and viewable [online](#) Find your local number: <https://us02web.zoom.us/j/81074483882>

### PRICING

This event is closed to the public.

- Members: No charge.  
Registration is required.

Registration in advance is required.

This event will not be recorded.

Slides and handouts if any will be uploaded to [Message Boards](#)

**Members register for no charge in just a few clicks!**

This event is operated by MassLandlords, Inc. staff.

This Virtual Meeting counts for continuing education credit for Certified Massachusetts Landlord Level Three. Beep in. Leave feedback/beep out.

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

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

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Outlook: [add our entire event calendar to Outlook.](#)

Add just this event to your calendar:

Google: [add just this event to Google calendar.](#)

### STATEWIDE

## Virtual Meeting: Common Traps for the Unwary Landlord

TUE  
10/17



This presentation will give a legal overview of landlording, focusing on the **common mistakes that landlords make**, especially those that are the most costly.

We will review basic requirements of:

- Security deposits
- Tenant screening and anti-discrimination
- Lead paint
- Notices to quit
- Sanitary code
- Pre-rental inspections and more.

This presentation will not be an in-depth review of any particular topic, each of which could be an entire presentation on its own. But we will give a general compliance check. And we will reserve lots of time for questions so that we can make sure to answer your particular concerns, or at least point you in the right direction for next steps.



Attorney Jordana Greenman



Watch out!

Part of this presentation will be given by **Attorney Jordana Roubicek Greenman**, a real estate lawyer, recipient of the Super Lawyers Rising Star award 2012-2020, and one of Boston Magazine's Top Lawyers of 2022 and 2023. Attorney Greenman has a solo practice with a main office in Watertown and additional office in Downtown Boston. Her practice consists of a broad range of real estate-related legal matters, including commercial and residential landlord/tenant disputes, condominium association representation, general real estate litigation and commercial and residential real estate closings. Attorney Greenman has a well-respected reputation for aggressively advocating for her clients' goals and ensuring beneficial outcomes at a reasonable cost. She was among the first attorneys to take legal action in response to the unfunded eviction moratorium and has been working as co-counsel on a pro bono basis with the recent Boston Eviction Moratorium.

*"Attorney Greenman is such a great source of common sense and specialized wisdom!" -David*

Our networking host is to be announced.

**Purchase your ticket in just a few clicks!**

### "No Sales Pitch" Guarantee

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purchase of an event ticket sustains our nonprofit model.

## TUESDAY, OCTOBER 17<sup>TH</sup>

### VIRTUAL MEETING AGENDA

5:00 pm Sign-in and virtual networking:  
you can chit chat with others  
as people log in

5:40 pm Presentation

6:40 pm Virtual Meeting ends

By member survey, the business update has been reimaged as a set of convenient videos viewable anytime online.

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Our virtual registration desk is open for all events one hour starting 30 minutes

prior to the event start time. Call 774-314-1896 or email [hello@masslandlords.net](mailto:hello@masslandlords.net) for live, real-time help signing in and using your technology.

If joining a virtual meeting, please use the zoom "test audio" feature. 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.

### Accessibility

Automatic closed captions may be activated at any time. Simply turn on this setting from inside the Zoom app.

Questions may be asked over microphone after using the "raise hand" feature of zoom. Questions may also be entered via the Zoom text chat box.

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- 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.

Password will be emailed and viewable [online](#).

Topic: Common Traps Virtual Meeting  
October 17, 2023

Time: Oct 17, 2023 05:00 PM Eastern  
Time (US and Canada)

Join Zoom Meeting <https://us02web.zoom.us/j/82184770425>

Meeting ID: 821 8477 0425

Passcode: Will be emailed and viewable [online](#)

Dial by your location

+1 312 626 6799 US (Chicago)  
+1 646 876 9923 US (New York)  
+1 646 931 3860 US  
+1 301 715 8592 US (Washington DC)  
+1 305 224 1968 US  
+1 309 205 3325 US  
+1 360 209 5623 US  
+1 386 347 5053 US



+1 408 638 0968 US (San Jose)  
 +1 507 473 4847 US  
 +1 564 217 2000 US  
 +1 669 444 9171 US  
 +1 669 900 6833 US (San Jose)  
 +1 689 278 1000 US  
 +1 719 359 4580 US  
 +1 253 205 0468 US  
 +1 253 215 8782 US (Tacoma)  
 +1 346 248 7799 US (Houston) Meeting  
 ID: 821 8477 0425 Passcode: Will be  
 emailed and viewable online Find your  
 local number: <https://us02web.zoom.us/j/82184770425>

### PRICING

Open to the public. Membership is not required!

- Public: \$21
- Members: \$7

Public Registrants: Please note that by registering for this event you will be automatically added to our mailing list. You can always unsubscribe from our mailing list, by clicking on unsubscribe link at the bottom of any email you may receive.

Registration in advance is required.

This event will not be recorded.

Slides and handouts if any will be uploaded to Common Traps for the Unwary Landlord.

### Purchase your ticket in just a few clicks!

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This is part of the Virtual rental real estate networking and training series.

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Add just this event to your calendar:

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### STATEWIDE

## Virtual Meeting: Rent Collection

FRI  
10/27



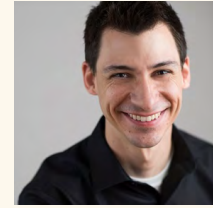
There are **dozens of services** to collect rent in US Dollars online, including Venmo, PayPal, Apartments.com (formerly Cozy), ZRent, and RentHelper. **Or should you use Bitcoin?** This presentation will explore these options and more.

We will start by reviewing the pros and cons of digital rent collection. For instance, digital rent collection has a big disadvantage: when you knock on a resident's door to collect rent in person, you can connect on a personal level and learn what's new and in need of attention. We'll discuss this and other things we've lost with moving online. But the **advantages are numerous**: less work, more traceability, and custom payment schedules, to name a few.

We will explain in-depth:

- Fundamentals of moving money over networks, including credit cards and ACH.
- Costs, **risks**, and effort required with various services like Venmo and PayPal.
- Which services leave the owner in control of collections during eviction proceedings
- What changes have occurred since **Cozy** was acquired by Apartments.com.

Attendees will leave with an understanding of how money moves in the US and where to learn more about various methods for collection.



MassLandlords Executive Director Doug Quattrochi



Rent collection software gives new opportunities and new risks. Licensed 123rf.

Part of this presentation will be given by **Doug Quattrochi**, Executive Director, MassLandlords, Inc. Doug was a founding member of MassLandlords in 2013. He became the association's first Executive Director under new bylaws in 2014. Since then, he has scaled the organization from a core of 160 members in Worcester to approximately 2,500 dues paying businesses from Pittsfield to the Cape, and from an all-volunteer team to approximately 20 full and part-time staff plus 50 volunteers. Doug has been instrumental in advancing democratic governance mechanisms, including score voting for policy priorities and a staggered and democratically elected Board of Directors. Doug also oversees the RentHelper spin-off, which is expanding access to electronic banking for those of us who are unbanked or underbanked. Prior to MassLandlords, Doug held leadership roles in various Massachusetts startups, two of which are still operating. Doug holds a Master of Science in Aerospace Engineering from the Massachusetts Institute of Technology.

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*"Doug always holds very informative classes full of substance and Very organized!" -Thomas*

*"Your answers to member's questions were most helpful." -Liz*

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#### **FRIDAY, OCTOBER 27TH**

#### **VIRTUAL MEETING AGENDA**

12:00 pm Presentation

1:00 pm Virtual Meeting ends

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Questions may be asked over microphone after using the "raise hand" feature of zoom. Questions may also be entered via the Zoom text chat box.

#### **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.

Password will be emailed and viewable online.

Topic: RECORDED Rent Collection Virtual Meeting

Time: Oct 27, 2023 12:00 PM Eastern Time (US and Canada)

Join Zoom Meeting <https://us02web.zoom.us/j/84177559516>

Meeting ID: 841 7755 9516

Passcode: Will be emailed and viewable online

Dial by your location

+1 309 205 3325 US  
 +1 312 626 6799 US (Chicago)  
 +1 646 876 9923 US (New York)  
 +1 646 931 3860 US  
 +1 301 715 8592 US (Washington DC)  
 +1 305 224 1968 US  
 +1 669 444 9171 US  
 +1 669 900 6833 US (San Jose)  
 +1 689 278 1000 US  
 +1 719 359 4580 US  
 +1 253 205 0468 US  
 +1 253 215 8782 US (Tacoma)  
 +1 346 248 7799 US (Houston)  
 +1 360 209 5623 US  
 +1 386 347 5053 US  
 +1 408 638 0968 US (San Jose)  
 +1 507 473 4847 US  
 +1 564 217 2000 US

Meeting ID: 841 7755 9516

Passcode: Will be emailed and viewable online Find your local number: <https://us02web.zoom.us/j/84177559516>

#### **PRICING**

Open to the public. Membership is not required!

- Public: \$24

- Members: No charge. Registration is required.

Public Registrants: Please note that by registering for this event you will be automatically added to our mailing list. You can always unsubscribe from our mailing list, by clicking on unsubscribe link at the bottom of any email you may receive.

Registration in advance is required.

This event will be recorded.

The recording will be uploaded to Rent Payments: Review of All Rental Software to Collect Rent Online.

### **Members register for no charge in just a few clicks!**

This event is operated by MassLandlords, Inc. staff.

This Virtual Meeting counts for continuing education credit for Certified Massachusetts Landlord Level Three. Beep in. Leave feedback/beep out.

Want to speak at a MassLandlords meeting? Submit a speaker request.

This is part of the Virtual rental real estate networking and training series.

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Add just this event to your calendar:

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**NORTHERN WORCESTER COUNTY  
METROWEST  
SOUTHERN WORCESTER COUNTY**

**Southern Worcester  
County Landlord  
Association  
Southbridge Dinner  
Meeting: Residential  
and Commercial Real  
Estate Law and  
Estate Planning with  
Elizabeth Schwartz**

**MON  
10/02**





Our speaker for our October Meeting will be lawyer Elizabeth Schwartz. "I have been happily practicing law for 30 years in the areas of residential and commercial real estate, business/corporate law and estate planning (for individuals and family succession planning) and probate. Did some litigation prior to having children. I have had my own practice for 25 years." This meeting will be also available on Zoom. All SWCLA members whose dues are up to date will be sent an email on the day of the meeting with the Zoom details.

**MONDAY, OCTOBER 2<sup>ND</sup>****SWCLA DINNER MEETING AGENDA**

- 7:00p Event Start

**LOCATION**

Southbridge Community Center (aka Casaubon Senior Center)  
153 Chestnut St.  
Southbridge, MA 01550

**PRICING**

Open to SWCLA Members only. Pay annual SWCLA dues then free.

- SWCLA members only: No charge.
- General public, in person meeting is free the first time, then pay \$50/yr for membership.

This event will not be recorded.

Slides and handouts if any will be uploaded to SWCLA.

This event is operated by volunteers at a partner association.

**BERKSHIRE COUNTY  
CENTRAL WORCESTER COUNTY  
CHARLES RIVER (GREATER WALTHAM)  
BOSTON, CAMBRIDGE AND  
SOMERVILLE**

## Cambridge Crash Course: The MassLandlords Crash Course in Landlording

**SAT  
10/04**



Learn everything you need to succeed as an owner or manager of residential rental property in Massachusetts.

# Restoration 1

**MOLD REMEDIATION**

If your home or commercial building has a mold problem, don't hesitate to enlist Restoration 1's certified mold remediation specialists to help you with mold cleanup and restore your property to normal.

**WATER DAMAGE**

We use advanced restoration equipment and techniques to deal with problems arising from flooding of a burst pipe or a flash flood caused by severe weather.

**FIRE DAMAGE**

Though many belongings and memories may have been lost in a fire, our property restoration specialists promise quality work and restoration services to ensure your property is like new again.

**WE OFFER SOLUTIONS FOR  
WATER, FIRE, SMOKE AND  
MOLD DAMAGE**

**E:** bob.couture@restoration1.com  
**C:** 413-251-3190  
restoration1.com/springfield-ma/

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.
- Breakfast pastries, coffee, tea.
- Lunch sandwiches, sodas, chips, cookies; all dietary requirements satisfied, please notify us when you purchase a ticket.
- A MassLandlords ballpoint pen.
- 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.

#### 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**

*"If I had done this 20 years ago. Oh my goodness!" -P.*



**MassLandlords Executive Director Doug Quattrochi**



**Attorney Adam Sherwin of The Sherwin Law Firm**



**Hundreds of landlords managing over ten thousand units have benefited from this course.**

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**SATURDAY, NOVEMBER 4<sup>TH</sup>**

#### CRASH COURSE AGENDA

##### IN-PERSON COURSE AGENDA

8:30 am - Introduction of MassLandlords and course participants

8:45am - Rental markets

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

9:00 - Property selection

- Lead paint (Legal highlight)
- Utilities
- Bones vs surfaces



- o Amenities
- o Repairs and renovations
- o Durable vs beautiful
- o What if I'm stuck with what I've got?

9:40 - Sales and marketing 101 for rental property managers

- o Marketing rentals
- o Sales process
- o Staying organized
- o Branding a small business
- o Getting more or fewer calls
- o Tips and tricks

10:05 - Break for ten minutes

10:15 - Finish sales and marketing

10:35 - Applications and screening

- o Criminal, credit, eviction
- o Discrimination
- o Tenant Screening Workshop

11:30 - Tenancies

- o Lease vs Tenancy at Will
- o iCORI
- o Security deposits
- o Subsidies

11:50 - Break and Lunch, with free form Q&A

12:20 - Warranties and covenants

- o Late fees
- o Water and electrical submetering
- o Warranty of habitability
- o Inspections

12:40 - Dispute resolution

- o Eviction notices
- o Eviction process
- o Move-and-store
- o Housing Court vs District Court
- o Rent control

1:40 - Break for ten minutes

2:50 - Maintenance, hiring, and operations

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

3:40 - Overview of books and resources for further education

3:45 - Review of unanswered questions

4:00 - End Course

Please note that end time may vary based on questions.

### LOCATION

Cambridge Innovation Center  
14th Floor, Charles Conference Room  
One Broadway  
Cambridge, MA 02134

Please note: CIC has several buildings in Kendall Square, two of them being adjacent to each other. The correct location for this event is the building with light colored concrete, vertical windows and a Dunkin Donuts on the ground level. You will NOT see a CIC sign. Refer to the image below.



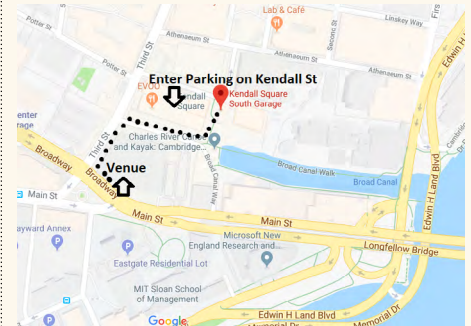
### ACCESSING FROM THE T

- Exit the Kendall T stop on Main St.
- Cross to the side of Main St. with the Chipotle and walk up the street towards Broadway, passing the Chipotle on your left.
- You will then round the corner to the left and One Broadway will be across the street diagonally.
- Cross over Third St. and Broadway to arrive at One Broadway.

**For all attendees** Upon entering One Broadway, you will need to check in with the lobby security. You'll just need to show your ID and let them know you're going to the MassLandlords event and which floor.

### PARKING

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### FOOD

#### • Breakfast:

- o Fresh bagels, large muffins, cinnamon rolls, coffee cake slices and scones with cream cheese, butter, and jam
- o Fresh fruit platter
- o Assorted fruit juices and coffee

#### • Lunch:

- o Assorted gourmet sandwiches
- o Garden salad
- o Pasta salad
- o Assorted pastries
- o Soda, juice, water

\*Please email [hello@masslandlords.net](mailto:hello@masslandlords.net) if you have any dietary restrictions and need a special meal.

\*Dietary restrictions: Purchase a ticket and set your preferences at [My Account](#) one week prior to the event or earlier. Once set, preferences remain set for future events.

Masks welcome! Eating and drinking is not required. Please note: as we are unable to monitor the buffet, we are unable to offer a reduced ticket price for attendees who will not be eating.

### PRICING

Open to the public. Membership is not required!

- Public: \$275
- Members: \$250

This event will not be recorded.



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### Cambridge Crash Course: The MassLandlords Crash Course in Landlording

SUN  
01/21



Learn everything you need to succeed as an owner or manager of residential rental property in Massachusetts.

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- Small group session with the Executive Director, a trained presenter and experienced landlord, and the attorney.
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- A MassLandlords certificate of completion and permission to use "MassLandlords Crash Course graduate" on your marketing material.



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**SUNDAY, JANUARY 21<sup>ST</sup>**

### CRASH COURSE AGENDA

#### IN-PERSON COURSE AGENDA

- 8:30 am - Introduction of MassLandlords and course participants
- 8:45 - Rental markets
  - o Urban, suburban, rural
  - o Luxury, college, professional, working, subsidized, rooming houses
- 9:00 - Property selection
  - o Lead paint (Legal highlight)
  - o Utilities
  - o Bones vs surfaces
  - o Amenities
  - o Repairs and renovations
  - o Durable vs beautiful
  - o What if I'm stuck with what I've got?
- 9:40 - Sales and marketing 101 for rental property managers
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  - o Staying organized
  - o Branding a small business
  - o Getting more or fewer calls
  - o Tips and tricks
- 10:05 - Break for ten minutes
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- 10:35 - Applications and screening
  - o Criminal, credit, eviction
  - o Discrimination
  - o Tenant Screening Workshop
- 11:30 - Tenancies
  - o Lease vs Tenancy at Will
  - o iCORI
  - o Security deposits
  - o Subsidies
- 11:50 - Break and Lunch, with free form Q&A
- 12:20 - Warranties and covenants
  - o Late fees
  - o Water and electrical submetering



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- ✓ FREE leasing services - only tenants pay broker fee
- ✓ FREE lease renewal services for existing clients
- ✓ FREE property upgrade consults
- ✓ FREE rental pricing recommendations
- ✓ FREE vendor recommendations for handymen, cleaners, snow removal and more
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- o Warranty of habitability
- o Inspections
- 12:40 - Dispute resolution
  - o Eviction notices
  - o Eviction process
  - o Move-and-store
  - o Housing Court vs District Court
  - o Rent control
- 1:40 - Break for ten minutes
- 2:50 - Maintenance, hiring, and operations
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**FOOD**

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**GREATER SPRINGFIELD**

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**SAT  
10/07**



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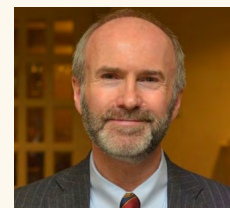
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"If I had done this 20 years ago. Oh my goodness!" -P.



**MassLandlords Executive Director Doug Quattrochi**



**Peter Vickery is an attorney at Bobrowski and Vickery LLC and MassLandlords Legislative Affairs Counsel**



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*"Your answers to member's questions were most helpful."* -Liz

Part of this presentation will be given by **Peter Vickery of Bobrowski & Vickery, LLC**. Attorney Vickery practices law in Western Massachusetts where he focuses on landlord-tenant law (representing landlords in Housing Court) and discrimination defense (representing business owners in the Massachusetts Commission Against Discrimination). He graduated from Oxford University (Jesus College) with a BA in Modern History; obtained his Post-Graduate Diploma in Law from the University of the West of England in Bristol; his JD from Boston University School of Law; and his Masters in Public Policy & Administration from the University of Massachusetts, Amherst. Attorney Vickery served one term on the Governor's Council (the elected 8-member body that approves or vetoes the governor's choice of judges in Massachusetts) and on the State Ballot Law Commission. As Legislative Affairs Counsel for MassLandlords he drafts bills, bill summaries, and testimony in the area of housing law, and writes amicus briefs in cases that have strategic significance for rental-property owners.

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## **SATURDAY, OCTOBER 7TH**

### **CRASH COURSE AGENDA**

#### **IN-PERSON COURSE AGENDA**

- 8:30 am - Introduction of MassLandlords and course participants
- 8:45 - Rental markets
  - o Urban, suburban, rural
  - o Luxury, college, professional, working, subsidized, rooming houses
- 9:00 - Property selection
  - o Lead paint (Legal highlight)
  - o Utilities
  - o Bones vs surfaces
  - o Amenities
  - o Repairs and renovations
  - o Durable vs beautiful
  - o What if I'm stuck with what I've got?
- 9:40 - Sales and marketing 101 for rental property managers
  - o Marketing rentals
  - o Sales process
  - o Staying organized
  - o Branding a small business

## **SANDONATO LAW**

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(Ph) 617-481-2742

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- ✓ *Estate Planning*
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- o Getting more or fewer calls
- o Tips and tricks
- 10:05 - Break for ten minutes
- 10:15 - Finish sales and marketing
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  - o Tenants as customers
  - o Notifying tenants

- o Extermination
- o Monitoring contractors
- o Lease violations and conflict resolution
- o Record keeping

- 3:40 - Overview of books and resources for further education
- 3:45 - Review of unanswered questions
- 4:00 - End Course

Please note that end time may vary based on questions.

#### LOCATION

Realtor Association of Pioneer Valley  
221 Industry Ave  
Springfield, MA 01104

#### FOOD

- Breakfast:
  - o Fresh bagels, large muffins, cinnamon rolls, coffee cake slices and scones with cream cheese, butter, and jam
  - o Fresh fruit platter
  - o Assorted fruit juices and coffee
- Lunch:
  - o Assorted gourmet sandwiches
  - o Garden salad
  - o Pasta salad
  - o Assorted pastries
  - o Soda, juice, water

\*Dietary restrictions: Purchase a ticket and set your preferences at [My Account](#) one week prior to the event or earlier. Once set, preferences remain set for future events.

**Masks welcome!** Eating and drinking is not required. Please note: as we are unable to monitor the buffet, we are

unable to offer a reduced ticket price for attendees who will not be eating.

#### PRICING

Open to the public. Membership is not required!

- Public: \$275
- Members: \$250

This event will not be recorded.

Slides and handouts if any will be uploaded to [the password page](#).

**Purchase your ticket in just a few clicks!**

**Public attendees can purchase your ticket in just a few clicks!**

This event is operated by MassLandlords, Inc. staff.

This Crash Course counts for continuing education credit for Certified Massachusetts Landlord Level Three. Beep in. Leave feedback/beep out.

Want to speak at a MassLandlords meeting? Submit a speaker request.

This is part of the Virtual rental real estate networking and training series.

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