

FEBRUARY 2024

RentControlHistory.com – A  
Comprehensive Pictorial  
History of Rent Control

All Town Laws for Accessory  
Dwelling Units (ADUs) in  
Massachusetts

Lowell Was Headed  
for ADUs, Then  
Single-Family  
Property Owners  
Spoke Up



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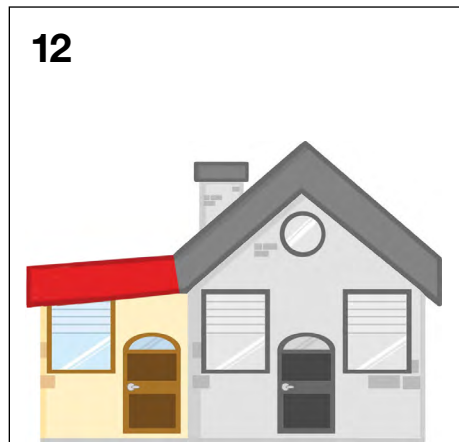
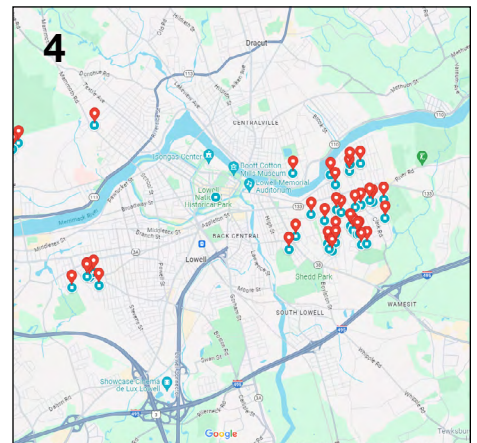
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#### LETTER FROM THE EXECUTIVE DIRECTOR

## Winter Grind

### Our Letter from the Executive Director for February 2024 covers eviction delays, public records delays and association delays.



Looking back on January 2024 shows very clearly the grind that New England winter can be. We had snow and ice, then flood-inducing rain, then more ice. The buffeting repeated across our policy and other work.

Several small landlords have been profiled recently for unjust treatment by the courts. One landlord in Boston told WHDH 7 News her tenant threatened to “cave my head in.” It took a year to get that tenant out. Another landlord in Rockland spent 20 months in a similar situation (this story was not yet published at time of writing). Lawyers learn in law school that “justice delayed is justice denied.” But in practice, they seem powerless to change the process to better separate right from wrong.

A similar dysfunction is seen in our public records case. We first asked to see RAFT timeout data in 2021. Now, more than two years later, we’re asking the Supreme Judicial Court to fix mistakes by no less than two courts and four judges. They have so far dismissed our case for “failure to state a claim.” But we submitted dozens of claims and four affidavits in support. It’s a manifest injustice, antithetical to the functioning of a democracy, and harmful to renters and landlords both. State processes should be subjected to public oversight. Our denial is also unlawful: the public records law exempts addresses only a few times, none applicable to our case. For all else, the courts must conduct a balancing test. We gave two media interviews about this. None have been published yet.

Last month we also submitted a public records request to the Metropolitan Area Planning Council. We asked to see the emails to and from collaborators on the “Homes for Profit” study. This piece of pseudoscience resulted in people believing that all LLCs are harmful investors. Boston Globe coverage of it was held up at the Worcester City Council meeting at which the ADU ordinance was badly diluted. I asked three people at MAPC about it. One ignored me, one disagreed it was an issue, and the third was glad. Is this what we pay our planners to do, to sustain the status quo with falsehoods? More injustice, more time, more grinding.

The one warm, sheltered place in public policy this winter has been the long-named Department of Energy Resources Energy Efficiency Advisory Council Equity Working Group. This group designs Mass Save for rental housing. They’re glad to have landlords participating and asking the tough questions. There’s a general recognition that we’re all equally in trouble because of climate change. Recent floods in Salisbury prove the point: beach homes that stood for a century were taken down by an unusually heavy rainstorm at high tide. That is not normal. The pace of rainfall flooding (Western Mass, Montpelier, Maine) is already devaluing properties.

Remember that we launched RentControlHistory.com. This took the better part of the previous three months of writing and will be a permanent opposition site. This, combined with team illness and absence, is why this newsletter edition is light on content.

Thank you for supporting our mission to create better rental housing. Please join as a member, encourage others to join, 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.

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here to read more online.



# Lowell Was Headed for ADUs, Then Single-Family Property Owners Spoke Up

By Eric Weld, MassLandlords, Inc.



Residents of Belvidere, a historic and spacious section of Lowell, were most organized and vocal in killing a citywide ADU ordinance at the last minute.  
<https://maps.app.goo.gl/RX3NKZAaZkSrV54L9> Image: cc by-sa googlemaps.

**The Lowell City Council rejected an ADU-by-right ordinance last October following an overheated, disingenuous opposition campaign by a vocal group of residents.**

Until recently, the city of Lowell had been on track to enact an ordinance that would allow accessory dwelling units (ADUs) as of right citywide. The Lowell City Council had worked for more than a year to hammer out the ordinance. The ordinance had become more restrictive with the addition of several amendments. As a vote on the ordinance approached, in October 2023, seven out of 11 city council members supported it.

Then a small group of residents got involved, mostly from one well-to-do section of the city. Their pressure on city council members was enough to stop the proposal dead in its tracks. A vote was scheduled at the city council's Oct. 17 meeting. The city's mayor (who presides over city council) and two council members changed their minds and opposed the ADU ordinance. It was defeated by a 7–4 vote.

In one way, the Lowell ADU story is an illustration of democracy at work. City council members listened to (some of) their constituents and balanced their opinions into their legislative votes.

In another way, this incident points out some ways in which democracy can be harnessed and molded to support the stances of a vocal and influential, but relatively small, group of citizens.

## CITIZENS' PUBLIC MEETING OR HIGH PRESSURE ANTI-ADU CRUCIBLE?

A public meeting, organized by Lowell citizens on October 14, appears to be the turning point in the city's ADU trajectory. Until very recently before that date, a majority of city council members continued to support the ADU ordinance. Even after the city's planning board detailed its recommendations against passing the ordinance, seven council members continued to support it.

To drum up attendance at the meeting, a leaflet was distributed heavily among single family-zoned neighborhoods. It's unclear who organized the public meeting. Names on the leaflet are Brian Barry, Brian Martin, and Lynne Daily.



The leaflet's language was incendiary and hyperbolic, with a headline warning of "The Death of Single-Family Zoning" if the Lowell ordinance passed. "Do you want your neighborhood converted to rentable, two-family houses?"

The October 14 residents' meeting was held at the Peter W. Reilly Elementary School, located on Douglas Road in the city's Belvidere neighborhood. Belvidere is a historic section of town known for its stately homes. The session was attended by hundreds of residents opposed to ADUs, as well as a smattering of residents in favor.

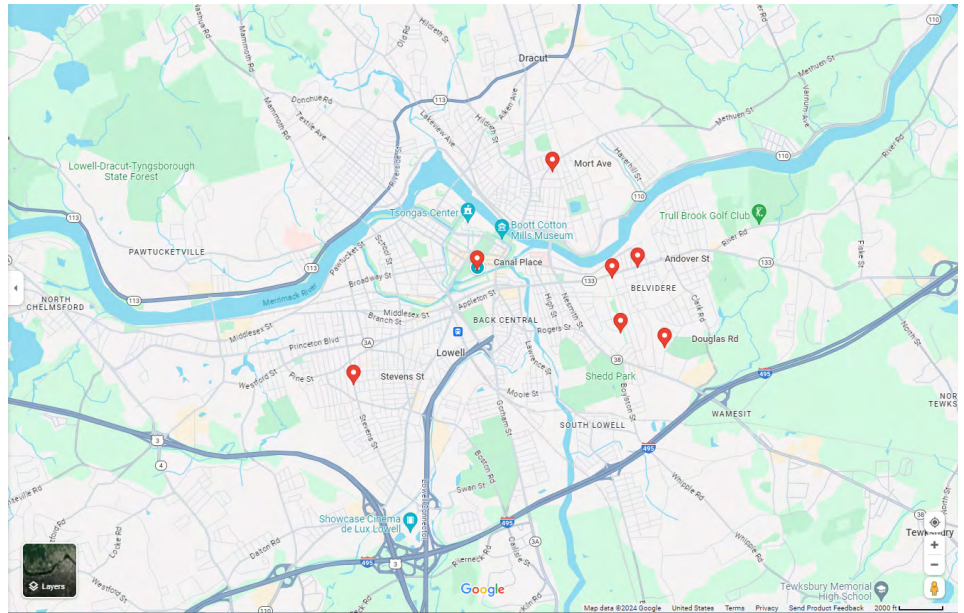
All but three city council members attended the meeting. Presumably, they were all invited but we have not verified that. The three who did not attend supported the ADU ordinance. It's possible, and conceivable, that they intentionally stayed away, recognizing the obvious anti-ADU bias of the promotional flier.

### THE WELL-TO-DO WELL-REPRESENTED

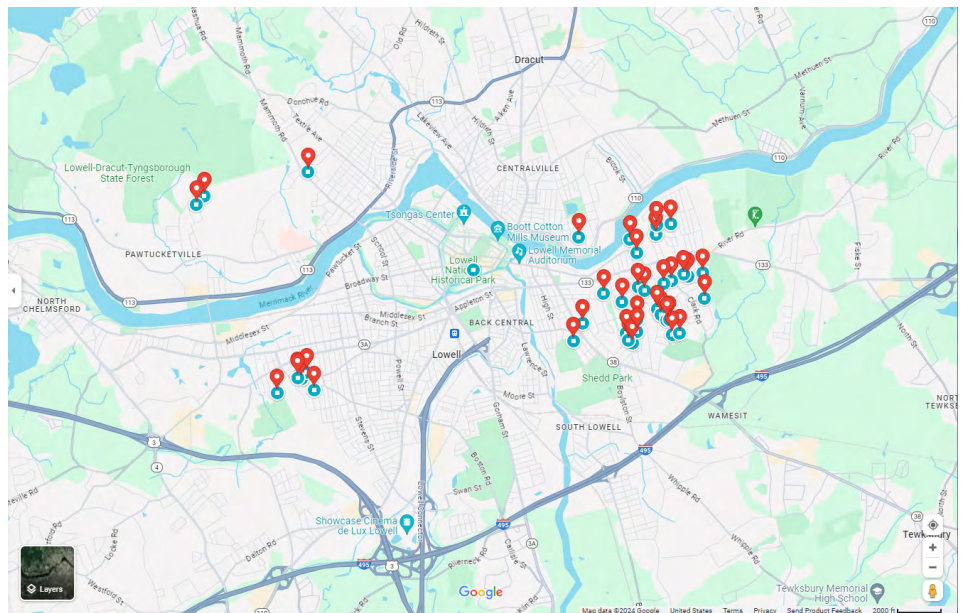
Many attendees of the Oct. 14 meeting, and others, publicly submitted their vote recommendations to city council members via the "Contact the City Council" form. We obtained their recommendations via a public records request. An address map of submissions shows how the one Belvidere meeting likely skewed City Council perception. The contact form was overwhelmed with posts by Belvidere residents referring to that meeting, as well as a cluster from Pawtucketville, another historic section of town. A few wrote in from other districts.

The heavy majority of comments urge city councilors to vote against the ADU ordinance. Some mention the danger of overloading infrastructure. Schools, health and other public facilities would be overwhelmed, they fear. Traffic and on-street parking would increase, posing safety concerns in residential neighborhoods. A few peg their opposition to their claim that an ADU ordinance will not solve the housing shortage, but will bring harm to the city.

Many of the comments mention compromises to "neighborhood character" and property values. Some of



All the places that wrote to the Lowell city council to say "yes" to ADUs. Fair Use of <https://maps.google.com/> "saved" places feature.



All the places that wrote to the Lowell city council to say "no" to ADUs. Fair Use of <https://maps.google.com/> "saved" places feature.

the most vociferous comments seemed to be responding to the provocative language in the flier, warning councilors of a takeover by developers in cherished residential neighborhoods.

Online listings of meeting attendees who recommended against the ADU ordinance reveal a heavy concentration of white collar, affluent occupations. A CEO, two company presidents, an engineer, a consultant and several managers opposed passage of the law.

Among the half dozen who supported ADUs: a student, a pastor, a climate communications coordinator. Supporters' comments remind councilors of the city's and state's housing shortage, especially the need for affordable housing that ADUs could help alleviate. Most supporters acknowledge that an ADU ordinance is not a single panacea to the city's housing crunch, but rather a small assistive step among others.



## REASONS FOR ADU FLIP?

The city council was scheduled to vote on the ordinance as part of its October 17 public meeting. By the time of the meeting, three council members – Mayor Sokhary Chau, John Leahy and Vesna Nuon – pulled their support for the ordinance and voted it down.

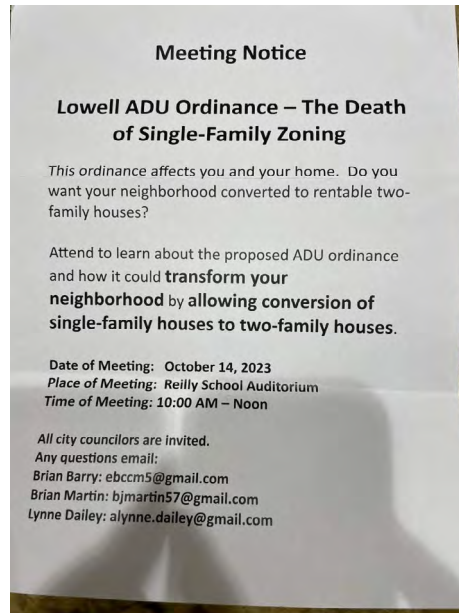
Mayor Chau cited state legislation recently proposed by Governor Healey, including ADU provisions, as a reason for his change of stance. The governor's housing bond bill, which she calls the Affordable Homes Act, was proposed in October. It includes a policy change that would allow ADUs as of right statewide, as well as numerous other policies.

Councilor Leahy was up front about his reason for pulling his support of the ADU ordinance. After hearing from his constituents, in the city's Belvidere section, in opposition to the ordinance, he changed his mind on supporting it, he told The Lowell Sun following the vote.

## LOWELL LIMITS ON ADUS

The Lowell ADU ordinance proposal was not unlike similar laws passed in recent years in Beverly, Salem, Medford (all of which now allow ADUs as of right), and many other nearby municipalities. Single family zoning remains intact. In fact, all these ADU ordinances, like the one in Lowell, require that any home with an ADU must maintain its single-family character. Local ordinances assist in that regard by limiting square footage of ADUs, requiring off-street parking, and for some, only allow ADUs for owner-occupied properties.

The fears of the Lowell ADU opposers have not come to be in other cities that have passed ADU ordinances. In fact, the small wave of ADU-by-right ordinances being passed across the state are resulting in relatively few new builds. Concord, for example, which passed an ADU-by-right ordinance in 2020, has permitted 13 ADUs since then. And anyway, the Lowell ordinance had several amendments added to it that would have severely restricted new builds. One amendment would have allowed no more than five new ADU permits in a single district in any given year.



**“The Death of Single Family Zoning,” screams the headline of a promotional leaflet distributed among residents to attend a public meeting to halt passage of a citywide ADU ordinance. Image: public domain**

Governor Healey's administration projects as many as 8,000 new ADU builds statewide if this portion of her Affordable Homes Act is made law. (Massachusetts will need 200,000 new homes by 2030 to meet demand, according to the Citizens Housing and Planning Association.)

“Allowing for ADUs in Lowell can help us add desperately needed rental housing to address our affordability crisis,” noted Lowell City Councilor John Drinkwater in an op-ed for insidelowell.com. “More than half of Lowell residents are renters, and of those, more than half are rent-burdened...Contributing to this cost burden is the fact that Lowell consistently falls short of the amount of new housing production needed to meet demand. ADUs will not solve this problem, but allowing them is an incremental change that can modestly add housing units over time, without disrupting neighborhood character.”

## STILL IN NEED OF AFFORDABLE HOUSING


Lowell, a city of more than 110,000 residents, is more densely populated than some of its neighbors, with 8,490 people per square mile in 2020. Slightly smaller

Lawrence (12,861) is much more dense. Chelmsford (1,626), about a third the size of Lowell, is much less dense.

Aside from density, Lowell, like almost every other Massachusetts community, is sorely in need of increased housing options, especially the affordable variety. Its city council had worked for nearly 18 months on an ADU ordinance that would have added an option for affordable housing. Given its many restrictive amendments, the ordinance likely would have provided only a tiny housing boost.

Still, through misinformation and scare tactics, a small group of citizens halted even that modest proposal. The opposition was vocal, organized and (judging from some of the wealthy sounding titles of those who oppose) well-funded. No such organized effort came forth representing people in need of affordable housing.

If Governor Healey's Affordable Homes Act – or even just its ADU proposals – make it into law, the Lowell issue may become moot as communities across the state will be mandated to allow ADUs as of right.

But Lowell's opposition is a clear warning to the legislature that the Affordable Homes Act is far from a consensus proposal. Until rental housing providers – and in particular, Certified Massachusetts Landlords™ – are elevated in prominence in Massachusetts, and until we can all be assured that landlords can promptly evict bad renters, people will continue to fear the rental housing next door and say anything to keep it away. 

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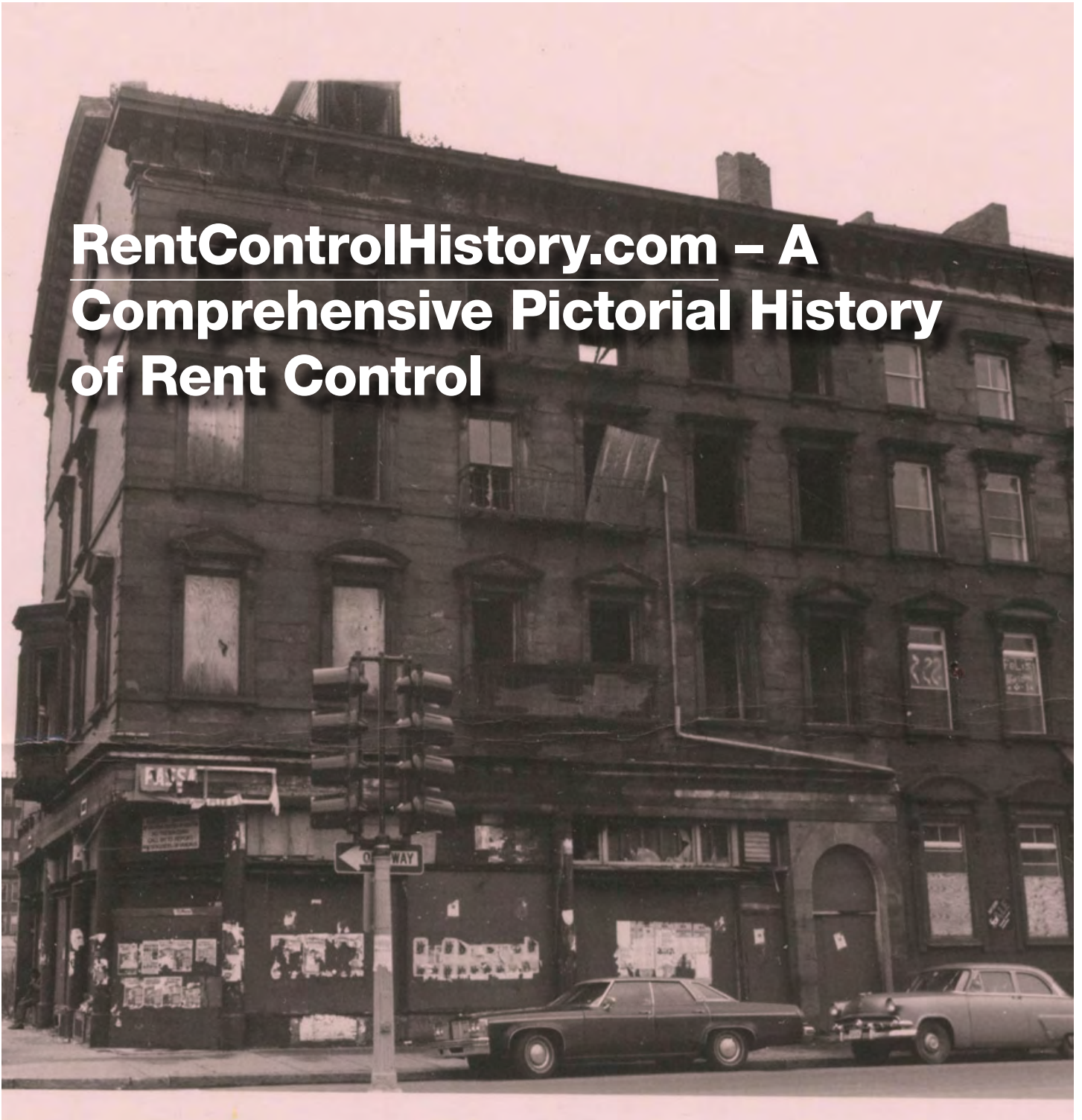
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# RentControlHistory.com – A Comprehensive Pictorial History of Rent Control



Policies interpreted and applied by rent control boards in Boston discouraged development of new buildings, improvement of existing buildings and basic upkeep of rental units. The result was too often scenes like this, in Southie. Image: public domain.

CAMBRIDGE, Mass.—Many in Massachusetts might not know that the Prince of Denmark, the Cambridge Mayor and a state superior court judge all obtained rent-controlled apartments. During rent control in Cambridge, from 1970 to 1994, one of the major unintended consequences was

affluent residents living in inexpensive rentals. Hundreds of doctors, lawyers, professors and engineers did so. Meanwhile, the low-income residents who most needed controlled rents often couldn't qualify for them.

It's just one of the interesting aspects of rent control history in Massachusetts illustrated in [RentControlHistory.com](http://RentControlHistory.com), an informational and educational website recently published by MassLandlords, Inc.





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The website is the first of its kind in that it provides, in one place, a comprehensive overview of rent control's origins and evolution in Massachusetts. [RentControlHistory.com](https://RentControlHistory.com) provides illustrative images and brief narratives outlining the trajectory of rent control, exclusionary zoning and other discriminatory policies that have resulted in our current housing crisis.

Rent control policies in Massachusetts – those in place from the 1970s to 1994 – have been analyzed and studied in detail. But until now, there has been no overarching encapsulation of the policy and its ramifications. [RentControlHistory.com](https://RentControlHistory.com) aims to present a clear and connected series of policies and practices from the past 120 years, leading to our present moment of crisis. The site also seeks to clarify confusion and discrepancies around the state's housing policies and their effects.

Cambridge, with the most longstanding and the most severe rent control structure, is the subject of most scrutiny. We cite specific studies, including a city-funded study that concluded

Cambridge's rent-control laws were detrimental, having contributed to an uneven municipal tax base, neglected and deteriorating rental properties citywide, unequal access that resulted in high percentages of affluent residents in controlled rentals, and corrupt rent control boards.

Ample economic analysis now exists agreeing with the assessment that rent control is an overall ineffective policy. Yet, despite the piles of evidence, hindsight and statistics showing the harmful effects of rent control, proposals to revisit the practice continue to surface. A proposal by Boston Mayor Michelle Wu asks the state legislature to allow Boston a home rule petition to enact rent control. And a ballot initiative was introduced late in 2023 to ask voters in the 2024 election to weigh in on whether or not to overturn the statewide ban on rent control. The initiative was withdrawn in December.

### HOUSING CRISIS IN RETROSPECT

[RentControlHistory.com](https://RentControlHistory.com) first reaches back to the turn of the 20<sup>th</sup> century,

when seeds for the housing crisis were first planted with the introduction of zoning laws. The nation's first zoning laws were written specifically to bar racial minorities (e.g., Chinese, Black people) from owning land in majority white neighborhoods. Those racist zoning policies morphed into classist policies that have continued across the United States and remain in place where they still exacerbate a national housing shortage.

The site goes back beyond 1970 to discuss other attempts at rent control in the state, beginning in 1920. Every time it's been tried, rent control has failed and been repealed.

The site details how rent control was lucrative, only for those who happened to obtain rent-controlled apartments. That included such Cambridge residents as Superior Court Judge Ruth Abrams, Prince Frederik of Denmark, and



Cambridge Mayor Ken Reeves. Everyone else paid the price. Meanwhile, as a result of the stringent policy, landlords had no choice but to hold out for high-quality applicants. Those most in need of controlled rentals couldn't qualify for them.

RentControlHistory.com uses images of some of the seven thousand of pages we scanned from Cambridge Rent Control Board meetings to illustrate the boards' misuses of power. Their whims in allowing or disallowing repairs and improvements contributed to an overall decline in rental quality, property value and tax assessments. As a result, the site outlines, all other communities paid more in taxes so that Cambridge could have rent control.

Most dramatically, RentControlHistory.com tells the stories of landlords who had no choice but to leave the housing industry, were forced out, or, in one tragic case, died as a result of bad city policy.

## RENT CONTROL PAST AND PRESENT

RentControlHistory.com has a simple mission: to present the clear and thorough truth of rent control policies in Massachusetts. By doing so, we hope to assist voters in debating and devising informed opinions on this longstanding issue.

RentControlHistory.com was designed, created and funded by MassLandlords, Inc., a statewide association of housing providers dedicated to creating better rental housing for all. [M](#)

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to read more online



Cambridge residents who obtained rent-controlled units included Massachusetts Superior Judicial Court Judge Ruth Abrams (left); Prince Frederik of Denmark, a Harvard graduate student at the time (center); and Cambridge Mayor Kenneth Reeves, who lived in a rent-controlled apartment from his undergraduate Harvard days in the 1970s beyond 1994 (right). Images: Ruth Abrams public mass dot gov; Frederik cc by-sa Wikimedia Aarhus uni; Ken Reeves editorial use spoa.



Today, some 75% of residential land in the United States is unfairly zoned for single-family only. Single-family zoning perpetuates the racist preferences of long-dead landowners. It reduces housing availability and raises all housing costs, including rents. Image: cc by-sa flickr NNECAPA Photo Library.



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# All Town Laws for Accessory Dwelling Units (ADUs) in Massachusetts

By Kimberly Rau, MassLandlords, Inc.

**Which municipalities allow accessory dwelling units (ADUs), and under what conditions? Our list of Massachusetts ADU laws is comprehensive and updated by readers.**

ADUs represent the biggest new investment opportunity for small investors in Massachusetts. In October 2023, the Department of Housing and Urban Development (HUD) announced that forecast rental income from accessory dwelling units (ADUs) could be used when calculating a potential

homeowner's income when applying for mortgage financing. This creates an opportunity for small investors looking to expand existing buildings. But which cities and towns in Massachusetts allow homeowners to have an ADU in the first place?

## WHAT ARE ACCESSORY DWELLING UNITS (ADUS) IN MASSACHUSETTS?

Accessory dwelling units, also called ADUs, accessory apartments, in-law apartments, granny flats and accessory residential units, have been a hot topic of conversation over the past few years, and with good reason. ADUs

can increase housing supply. They also allow homeowners to get a little extra rental income. They can help elderly homeowners remain in their home longer. Or they can allow younger generations to stay in the town they grew up in without having to pay a high mortgage.

When we started researching accessory dwelling units, we realized that there is nowhere online where you can find a list of all the cities and towns in Massachusetts that allow them. There were several lists, but they were incomplete and out of date (one list we found was 18 years out of date). Many towns have changed their ADU policies. We couldn't find a single resource that told us what we wanted to know: Which towns allow ADUs? Is owner occupancy a requirement? Are ADUs allowed by right, or by special permit? Are they allowed to be rented out, and if so, must the tenants be related to the homeowners?

## HOW WE GOT THE MASSACHUSETTS ADU ORDINANCE LIST

Necessity is the mother of invention! We have many member housing providers who might want to build an ADU, but there was no clear way to find the rules. So we made the list ourselves. We looked up zoning bylaws and read newspaper articles about proposed ordinances. When we couldn't find the answers online, we emailed planning boards, zoning boards and town clerks. We learned that some local governments either do not receive or answer our emails (those would be the handful of incomplete entries we are hoping to update as soon as possible). Our intent is to update this list as laws change.



Accessory Dwelling Units (ADUs) are being tried in many cities and towns. Some allow investors and no special permit. Derivative of Licensed 123rf.com.

## WHAT DOES THE LIST OF ADU LAWS SHOW?

The results are complicated.

Massachusetts has 351 cities and towns, many of which allow accessory dwelling units in some form. The rules vary widely. Our comprehensive ADU policy list includes all major types of restrictions. Some municipalities allow only certain kinds of units. Some cities make homeowners apply for a special permit to create any kind of ADU, others allow for construction by right (you'll still need a building permit, though). Some condition permission on whether the ADU is attached or detached. Certain town bylaws state only family members can occupy an ADU. Others state the unit cannot be rented out. Almost all zoning bylaws require that either the main unit or the ADU be permanently owner-occupied. We include links to each area's specific bylaws so you can see for


yourself. If bylaws are unclear or not available online, we provide the source where we found our information.

There are very few cities and towns in Massachusetts that allow ADUs for investors who don't owner-occupy. At publication of this article, only 14 do not specify that the property owner must live on-site. Many of those are on the Cape (or Martha's Vineyard). There may be others, but a handful of towns have not confirmed this as of this article's publication. That said, you can be an owner-occupy landlord! Many of our members are.

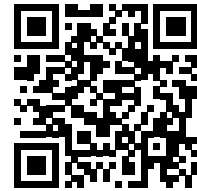
Some areas do not allow ADUs at all, but those areas are relatively few. Several have proposed ordinances seeking to change that. When researching our ADU policy list, we consulted lists that were curated some time ago. We are pleased to note that many of the municipalities that did not allow ADUs back in the

early 2000s have since changed their policies. We will keep this list updated, but if something changes in your town, please let us know. You can email us at [hello@masslandlords.net](mailto:hello@masslandlords.net) or (if reading this on our site) use our feedback widget a lower right.

## MEMBERS-ONLY ADU LAWS BY TOWN AND CITY

Our list is available at <https://masslandlords.net/laws/adus>. 

Point your camera app here to read more online



## ARTICLE YOU MAY HAVE MISSED



### Landlords in Profile: Erin Zamarro

For Erin Zamarro, real estate is about people. Her tenants in the rentals she owns. Her clients and prospective buyers and sellers she meets as a broker. Other landlords and property owners. One of her favorite aspects of being a landlord is getting to know and learning from people she encounters in her business.

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# Executive Director to Speak at Fair Housing Conference April 11

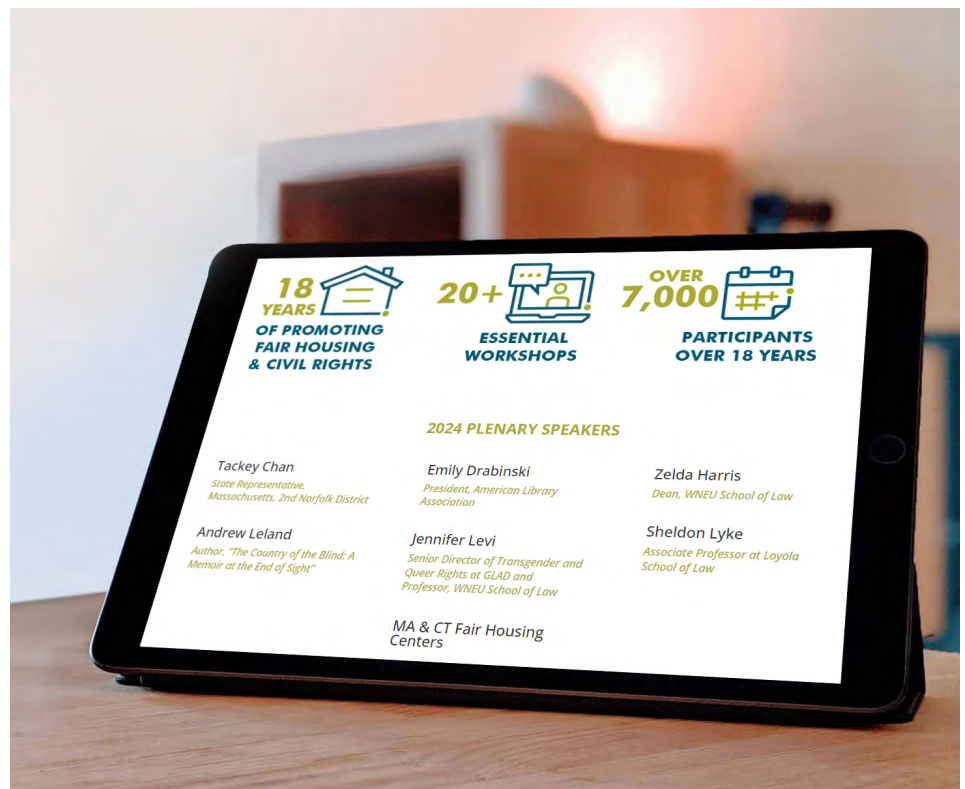
The 2024 Fair Housing and Civil Rights Conference covers housing first, homelessness, fair housing and more. Hundreds of attendees from around the country are expected.

MassLandlords Executive Director Doug Quattrochi will speak on environmental justice on Thursday, April 11, as part of the Fair Housing and Civil Rights Conference. The conference, which takes place at Western New England University in Springfield, Mass., started in 2006 with 25 attendees. It has since grown to hundreds of attendees from every corner of the United States, and a diverse panel of presenters speaking on dozens of topics.

Quattrochi will speak on the “Environmental Justice” panel. The panel discussion will be moderated by H. John Fisher, Fair Housing Manager at Way Finders. Other panelists include Samantha Hamilton, Director of Coalition Building and Community Engagement for the Public Health Agency of Western Massachusetts, and Rusty Polsgrove, Environmental Justice Organizer, Arise Springfield.

Topics open for discussion include flood risk disclosure, emissions reductions and indoor air quality. Certain southern states lead in flood risk disclosure despite Massachusetts and other states having serious flood risk for hundreds of thousands of basement units and homes.

Quattrochi’s panel runs parallel to other panels. Another session, on




The Fair Housing and Civil Rights Conference has nation-wide reach. Derivative of licensed Unsplash.

“housing first,” will discuss how people experiencing homelessness are helped by low-barrier housing. This concept does not require people to be stable or healthy before awarding them housing. It treats housing as a prerequisite to solving their financial or other health challenges. Newly housed clients receive wrap-around services.

Another panel will discuss the migrant crisis and homelessness in Massachusetts specifically. “Right to shelter” was nation-leading in Massachusetts but now has been curtailed sharply by funding.

Previously at this conference, MassLandlords has presented the results

of our eviction data. Prior key findings include mediation as a primary failure point for executions because renters agree to unsustainable payment plans. 

Point your camera app here to read more online





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# MassLandlords Files Testimony Opposed to Affordable Homes Act, Housing Bond Bill, Eviction Sealing

Our 19 pages of testimony focuses on Housing Court being already overworked and underfunded, and on the complexity involved in sealing eviction records.

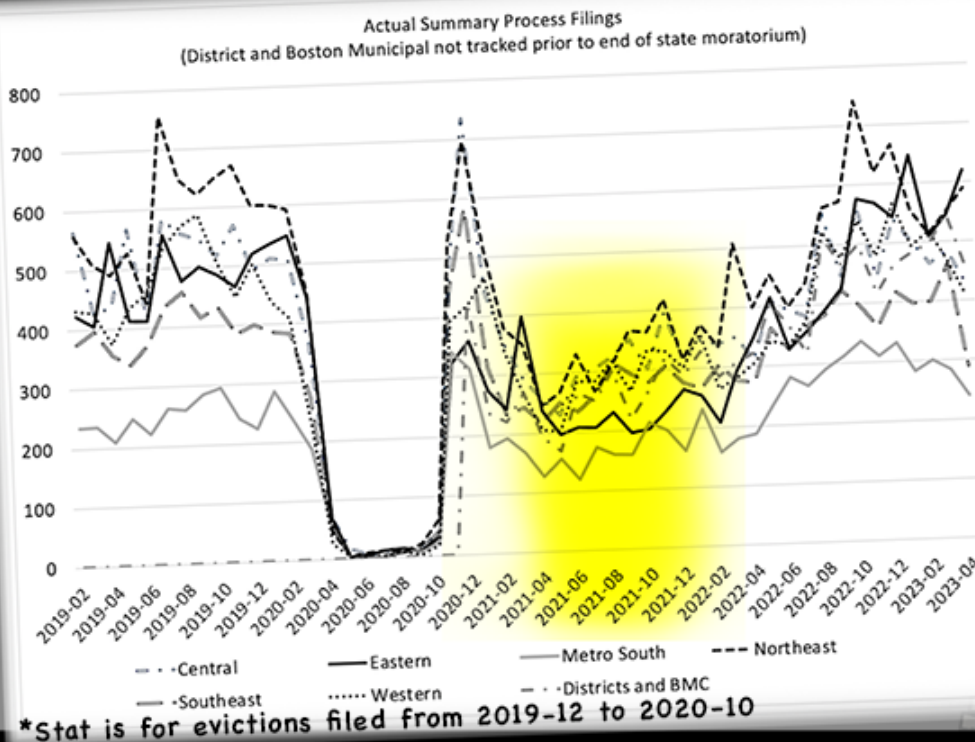
On Thursday, Jan. 18, MassLandlords filed 19 pages of testimony to the Joint

Committee on Housing in opposition to 193 H.4138, "The Affordable Homes Act." This bill was proposed by Governor Healey in October and would trigger an additional \$4 billion of spending (for context, state budget is \$55 billion). Lobbying in support of the bill has been intense to the point of being unlawful. The state has to make budget cuts elsewhere, so this bill is not certain. But

eviction sealing has been tacked onto it in an attempt to have it ride the wave of lobbyist support that may get some or all of it passed into law.

Our testimony opposed to eviction sealing was largely the same as what we filed last May against "An Act promoting housing opportunity and mobility through eviction sealing," 193 S.956 H.1690. In brief, we acknowledge a

**Eviction filings went down by half when rental assistance was properly funded.**



<https://masslandlords.net/policy/eviction-data>



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



limited amount of problem with some landlords denying applicants unfairly on the basis of court records. We detail the impact eviction sealing would have on the courts, on good renters and on landlords. And then we offer clear alternatives.

There are three instances in which a renter has a court record that should not count against them. The first is when they use rent withholding to get the attention of a slumlord who won't make repairs. The second is when they were too poor to avoid eviction but now can sustain themselves and would pass a rental application. The third is when a renter seeks to access the safety net and finds they get a better response by going to court. In all of these cases, a good landlord will learn the applicant is now qualified, but a bad one will not know enough and might wrongly deny the applicant.

Our testimony places evictions in the appropriate context: only 4% of renter

households will end up in court in a given year (2020 census: 1.1 million renter households. Eviction filings: 40,000 annually.). We then go on to explain that any time a landlord ends up in court with a renter, something has gone wrong. Every rational, well-advised landlord would prefer to offer relocation assistance than risk a bad court outcome. We also point out that even when a renter is ordered to leave, one-third to half the time they aren't physically removed: they leave on their own terms. So the number of renters who really have no place to go is much smaller than even the 4% who end up in court.

The specific proposal gives timeframes after which renters can petition to have their record sealed. This adds enormous burden to an already overstretched court. Imagine what would happen if every renter named in the past 30 years filed their petition to seal their case. The courts would be able to do nothing but

eviction sealing. We discuss how this outcome is likely because of the ease of creating a business out of eviction sealing requests (think of "ambulance chaser" attorneys on highway billboards).

We also detailed eviction case 21SP1694, a perfect example of how even a no-fault eviction can be relevant. In this case, renters who smoked in a no-smoking building managed to dodge the for-cause eviction on a question of evidence. The landlord had filed their eviction with four witnesses who all testified in court that they saw the renters smoking in the no-smoking building. Their smoking was visible from the parking lot. The judge wrote in their decision that they didn't believe the witnesses, because combustion smoke is indistinguishable from vape smoke. Wrong though that was, the landlord did not appeal. They had filed a no-fault case in parallel. This case succeeded, to the relief of the non-smoking neighbors.




## A COUPLE OF ALTERNATIVES ARE CLEAR.

First, when rental assistance was properly funded during the pandemic, eviction filings went down by one half. That's great. We need more of that.

Second, if there are landlords out there who are discriminating, then we can use the discrimination law and enforcement mechanism we already have. A new protected class could be added for eviction records requiring us to treat them on a case-by-case basis, same as we already do for criminal. That's not hard. It's not expensive.

Eviction sealing also requires journalists and researchers, like MassLandlords staff, to get court permission before using eviction data. That's not how democracies work. If we can't see and write about court cases, we have no assurance of justice.

The most disagreeable thing about this bond bill is that it offers \$4 billion of public money and not a cent to the Housing Courts. The courts received 38,863 eviction filings in 2023. Counting all the judges and mediators available to hear these cases, and assuming each case has both a judge and a mediator on it, that leaves each full-time court person at most one hour per case, with no time to read the law, do admin or take vacation. Eviction sealing would reduce court staff availability to between six and 30 minutes per person per case.

We will keep you informed. If you wish to support our policy work, please join as a member and make additional contributions via the Property Rights Supporter program. 

Point your camera app here  
to read more online



## Testimony opposed to The Affordable Homes Act aka "Housing Bond Bill" November 18, 2024

RE: **In particular, its eviction sealing provisions.**

**Prepared for**  
The Joint Committee on Housing  
General Court  
Care Of [luke.oroark@mahouse.gov](mailto:luke.oroark@mahouse.gov) and  
[christianna.golden@masenate.gov](mailto:christianna.golden@masenate.gov)  
January 18, 2024

**Prepared by**  
Douglas Quattrochi  
Executive Director  
MassLandlords, Inc.  
and team  
[hello@masslandlords.net](mailto:hello@masslandlords.net)  
774-314-1896

**Funded by**  
The (as of January 1) 2,408 members of MassLandlords, Inc.  
a 501(c)6 nonprofit trade association whose mission is  
to create better rental housing in Massachusetts.

One Broadway, Floor 14  
Cambridge, MA 02142-1187



Figure 1. Image license derivative of 123rf and cc0.

We filed 19 pages of testimony.



## 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. Fairfield Realty Trust. Allison Gray. Haddad Real Estate. Hilltop Group Holdings. Rich Merlino. Premier Choice Realty. Spring Park Properties. Stony Hill Real Estate Services.

### OWNERS CLUB

**\$50 to \$99** Erin Zamarro, Real Estate Broker. Foxworth Properties, LLC. Michael Goodman. Paul Griffin. Harbor View Realty Trust. Hilltop Realty. Brian Keaney. Mary Norcross. Jim O'Brien. PCPA LLC. Shamrock Management. Slope Properties LLC. Bob Smith. Michael Totman. Urban Lights LLC. Winsor Realty Trust. Witman Properties Inc.

### WORKING TOGETHER CLUB

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### WORKING TOGETHER CIRCLE

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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).

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# REGIONAL

## MassLandlords Upcoming events

See details under each region

### 2024 FEBRUARY

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3 Crash Course: Springfield 8:30AM-4:00PM
4	5 SWCLA 7:-00PM-9:00PM	6	7 Waltham Dinner Meeting 5:30PM-8:35pm	8 NWCLA 7:00PM-9:00PM	9	10
11	12	13 MWPOA 5:30PM-8:00PM	14	15 Virtual Meeting 5:00PM-6:40PM	16	17
18	19	20	21	22	23	24
25	26	27	28	29 Short Virtual Meeting 12:00PM-1:00PM		

### 2024 MARCH

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1	2
3	4 SWCLA 7:-00PM-9:00PM	5	6 Virtual Meeting 5:00PM-6:40PM	7 NWCLA 7:00PM-9:00PM	8	9
10	11	12 MWPOA 5:30PM-8:00PM	13 Worcester Dinner Meeting 5:30PM-8:35PM	14 Virtual Meeting, NWCLA 5:00PM-6:40PM, 7:00PM-9:00PM	15	16
17	18	19 Cambridge Dinner Meeting 5:30PM-8:35PM	20	21	22	23
24	25 Virtual Meeting 5:00PM-6:40PM	26	27	28 Short Virtual Meeting 12:00PM-1:00PM	29	30
31						



## STATEWIDE

## Statewide Virtual Meeting: Mass Save Program: Huge Energy Rebates and Incentives

THU  
02/15

During this presentation we'll pull up the Mass Save website and walk through what's available. Attendees will learn:

- How to save substantially (sometimes 100%) on whole-building insulation.
- How heat pump water heaters are now eligible for rebates even if you replace gas.
- What options there are for heat pumps.
- And more!

If you work for a Mass Save utility or contractor and would like to add yourself as a co-presenter, just reach out! This will be a low-stress website tour without many PowerPoint slides.

Attendees will leave knowing how to take advantage of business-changing rebates and incentives for the benefit of your bottom line, your renters and our shared climate.



**Chris McClellan, Supervisor | Energy Efficiency, Eversource Energy.**



**MassLandlords Executive Director Doug Quattrochi**



**Blow-in cellulose installed in this multifamily building reduced heating costs and emissions by 30% each. Mass Save paid for 90% of the cost.**

Part of this event will be presented by **Chris McClellan, Supervisor | Energy Efficiency, Eversource Energy**. Eversource is the number one energy efficiency provider in the nation according to the most recent Ceres and ACEEE utility rankings. Chris is part of the team that manages the Residential Existing Buildings portfolio in Massachusetts, covering single and multi-family housing for market rate and low-and-moderate income customers under the Mass Save® collaborative. Chris has delivered energy efficiency in the residential space as part of Mass Save since 2009, serving in a variety of roles from the field to the office.

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**



**Erin Zamarro of A.A. Zamarro Realty will moderate open Q&A time.**  
**You can volunteer for a future event.**

Open Q&A time for this event will be moderated by **Erin Zamarro**. Erin Zamarro is a real estate broker with Coldwell Banker in Worcester, operating since 2008. She is a member of MassLandlords and the National Association of Realtors. Erin frequently works with buyers and sellers of multifamily or investment properties, as well as assisting property owners with rentals. She owns 8 units in Worcester.

**Purchase your ticket 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.

**THURSDAY, FEBRUARY 15<sup>TH</sup>**

### **VIRTUAL MEETING AGENDA**

5:00 pm Open Q&A: ask any real estate related question of other attendees or our Q&A host.

5:40 pm Presentation

6:40 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: Mass Save Virtual Meeting February 15, 2024

Time: Feb 15, 2024 05:00 PM Eastern Time (US and Canada)

Join Zoom Meeting <https://us02web.zoom.us/j/81152664112>

Meeting ID: 811 5266 4112

Passcode: Will be emailed and viewable online

Dial by your location

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+1 646 876 9923 US (New York)  
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+1 669 900 6833 US (San Jose)  
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+1 564 217 2000 US

Meeting ID: 811 5266 4112

Passcode: Will be emailed and viewable online

Find your local number: <https://us02web.zoom.us/j/81152664112>

### 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 Mass Save.

**Purchase your ticket 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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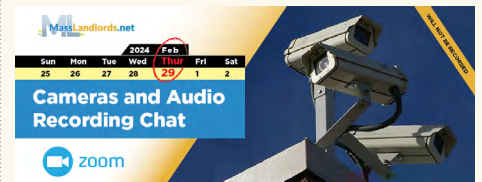
Outlook: add our entire event calendar to Outlook.

Add just this event to your calendar:

Google: add just this event to Google calendar.

## Statewide Chat: Cameras and Audio Recording Chat

THU  
02/29



No presentation today, just come and share or learn the best tips for installing and using security cameras:

- Did you know we cannot record audio, and that a sign saying we do is no help?
- Have you adopted a “power over ethernet” system?
- Was your system installed by a security company or an electrician?
- Have cameras reduced lost packages?
- Have cameras increased your workload with renter and police requests?
- Do you wish you installed your cameras sooner or not at all?
- Where can cameras be located and where not?
- How can you turn off sound recording on an Arlo, Ring or other system?
- Have you used cameras to give you property maintenance information, like lawn mowing compliance, snow clearing or meter readings?
- Anything else related!

Are you already a security camera expert? Attend and give back to the





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association by sharing how you upgraded your property.

Attendees will leave having hopefully shared, learned or both. Speaking is optional, you can come and just listen. This discussion will be moderated.



MassLandlords Executive Director Doug Quattrochi



What kind of cameras are people using? by Hustvedt - CC BY-SA 3.0 via Commons

Chat will be moderated 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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**THURSDAY, FEBRUARY 29TH****CHAT AGENDA**

12:00 pm Start

1:00 pm Chat ends

**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.

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**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.

**PRICING**

Open to the public. Membership is not required!

- Public: \$21
  - Members: No charge.
- Registration is required.  
This event will not be recorded.

Slides and handouts if any will be uploaded to [cameras and audio recording chat](#).

**This event is operated by MassLandlords, Inc. staff.**

This Chat 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**

## Northern Worcester County Landlord Association Fitchburg Dinner Meeting: Attorney Burrell & Court Proceedings

THU  
02/08

Join us for our monthly meeting, this month we will hear sponsor, Attorney Mark Burrell, explain what you need to know about current court proceedings.

Mark Burrell is a seasoned Landlord/Tenant attorney and has the unique perspective to look at your situation from the eyes of the defendant’s attorney. In addition to knowing the ins and outs of what to look for in possible glitches to your legal process and documents that may trip us up as landlords; Attorney Burrell is a great storyteller and we are sure you will be entertained at this event.

Meetings are open to the public! Zoom tickets are \$10. Zoom meeting information will be provided the day of the event. First-time in-person visitors can attend for \$20 per person to “check us out,” with dinner included. If they decide to join, the \$20 will be applied to

an NWCLA membership, or sponsorship of choice, that night. Become a member and the annual dues pay for all 10 meetings a year!

**[Public attendees can purchase your ticket in just a few clicks!](#)**

**THURSDAY, FEBRUARY 8TH****NWCLA DINNER MEETING AGENDA**

Visit [nwcla.com](http://nwcla.com) for any last-minute updates or changes.

7:00pm Dinner, Networking & Presentations

- o Networking draws from 25 towns including Fitchburg, Gardner, Leominster, Athol, Holden, Ayer, Orange, Ashburnham, Spencer, Ashby, Lunenburg, Townsend, Westminster, Princeton, Sterling, Lancaster, Shirley, Groton, Pepperell, Winchedon, Templeton, and Hubbardston.

**LOCATION**

[British American Club](#)  
1 Simonds Road  
Fitchburg, MA 01420

**FOOD**

- Dinner will be provided.

**PRICING**

Open to the public. Membership is not required!

- Public and non-NWCLA members In Person: \$20
- Public and non-NWCLA members Zoom: \$10
- NWCLA members only In Person: No charge.

This event will not be recorded.

Slides and handouts if any will be uploaded to <https://www.nwcla.com/members/meeting-recordings/>. This event will be recorded and accessible for active NWCLA members only. Please note if you are not an active NWCLA but do purchase a ticket you will not be able to access the recording.

**[Public attendees can purchase your ticket in just a few clicks!](#)**

**This event is operated by volunteers at a partner association.**



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**METROWEST  
SOUTHERN WORCESTER COUNTY**

**Southern Worcester  
County Landlord  
Association  
Southbridge Dinner  
Meeting: Alan Jesky,  
Constable**

**MON  
02/05**



Alan has been a Constable for the Town of Sturbridge, Massachusetts from the years 2000 to 2005, and have slowly obtained appointments in other Towns as well. At the present time, he is appointed as Constable in the Town of Southbridge, Massachusetts.

He also works in security and has a diverse history in the field. Currently he is an armed officer for a contract company that provides services to a private middle and high school, retail shopping plaza, large residential apartment complexes, and health care facilities. Before that he worked in Hospitals, malls, laboratories, long term care facilities, museums and more.

**MONDAY, FEBRUARY 5TH**

**SWCLA DINNER MEETING AGENDA**  
7:00pm 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](http://SWCLA.org).

**This event is operated by volunteers at a partner association.**

**BERKSHIRE COUNTY  
CENTRAL WORCESTER COUNTY  
CHARLES RIVER (GREATER WALTHAM)**

**Waltham Dinner  
Meeting Wed Feb  
7th: ADUs: What is an  
Accessory Dwelling  
Unit and Where Can  
We Build Them?**

**WED  
02/07**



This presentation will walk us through a new members-only resource: Our Massachusetts ADU table. This table is a listing of every town and city ordinance on ADUs. We'll cover:

- What is an accessory dwelling unit?
- Which towns allow some kind of ADU?
- Which towns require owner occupy vs. allow investment?
- Do I need a special permit or zoning variance?

Attendees will leave knowing about our ADU resource as a starting point for making investment decisions and helping us to create more rental housing.

Are you a city or town official who would like to share your perspective on ADUs? Contact us for how to appear at this event.



MassLandlords Executive Director Doug Quattrochi



Accessory Dwelling Units (ADUs) are being tried in many cities and towns. Some allow investors and no special permit. Derivative of Licensed 123rf.com.

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.

# Restoration



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## WATER DAMAGE

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- **Interested in Passive Real Estate eligible for 1031 Exchange tax benefits?**



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This is for informational purposes only, does not constitute individual investment advice, and should not be relied upon as tax or legal advice. Please consult the appropriate professional regarding your individual circumstance. There are material risks associated with investing in private placements, DST properties and real estate securities including illiquidity, general market conditions, interest rate risks, financing risks, potentially adverse tax consequences, general economic risks, development risks, and potential loss of the entire investment principal.

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*"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**

**Purchase your ticket 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, FEBRUARY 7TH  
DINNER MEETING AGENDA**

5:30 pm Check-in and networking. Mix and mingle but don't be shy! Introduce yourself to someone and you might make a valuable local connection.  
o Networking draws from Waltham, Newton, Weston, Watertown, Wellesley, Wellesley Hills, Lincoln, Dover, Arlington, Belmont, and the western ends of Cambridge and Boston.

6:15 pm Dinner  
6:45 pm Introductions and short business updates  
6:55 pm Presentation  
7:55 pm Presentation ends  
8:35 pm Doors close

### **LOCATION**

Chateau Ruby Room  
195 School St  
Waltham, MA 02451

### **PARKING**

Two large lots are available for the Chateau opposite the building. Entrances are on School St and

Exchange St. Please take care when crossing the road.

### **FOOD**

Plated banquet. Upon arrival, choose your meal and await service. Dietary requests may be placed at time of order.

- Cash bar.
- Garden salad.
- The Chateau's famous Italian bread and butter.
- Choice of three entrees included in the purchase price. At time of listing, these were
  - o Chicken, broccoli and ziti.
  - o Eggplant parmesan.
  - o Baked scrod.

- Mini chocolate chip cannoli.
- Coffee and tea.

\*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!

- Door:
  - o Public: \$89
  - o Members: \$50
- Early-bird, reserve seven days prior by 12pm:
  - o Public:\$79
  - o Members:\$40

This event will not be recorded.

Slides and handouts if any will be uploaded to [Accessory Dwelling Units ADUs](#).

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

**This event is operated by MassLandlords, Inc. staff.**

This Dinner 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.

Add our entire event calendar to yours:

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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.

**BOSTON, CAMBRIDGE AND  
SOMERVILLE  
GREATER SPRINGFIELD**

**Springfield Crash Course: The MassLandlords Crash Course in Landlording: The Year You Build Your Business**

WED  
02/03



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

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

- Small group session with the Executive Director, a trained presenter and experienced landlord, and the attorney.
  - A comprehensive agenda, see below.
  - Your choice of two books:
    - o *Every Landlord's Tax Deduction Guide* by NOLO,
    - o *The Good Landlord* by Peter Shapiro,
    - o *Getting to Yes* by Roger Fisher, and/or
    - o *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.

### Course Graduate Testimonials



*"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



*"Mr. Quattrocchi presented the course in a comprehensive and easy to follow step-by-step format. His PowerPoint presentation was provided to us, in a binder, as part of the course, and I took notes right on the pages. I find this part to be an effective tool because I can refer to it anytime I need to follow procedure. There's more to it, but for a fun day, I personally, recommend this course to anyone in the Real Estate landlording/investing business, beginners in this profession as well as experience professionals."* - Edwin Rivera

*"This has really been a great deal. 2 books, 8 hours 'class' time, bound notes/slides -- impressive value!"* - Dawn

*"I found this course extremely useful. It was completely professional and gave me a great new perspective."* -Nicholas

*"I'm glad there was more in depth discussion than just reading off the slides. I appreciate the opportunity for questions and practice."* -Crash Course Graduate

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

*"Great overview of being a landlord in MA"* -Crash Course Graduate



*"Covered a lot of ground concisely, but still enough time for questions and insight. Worth every penny."* -Crash Course Graduate



**MassLandlords Executive Director Doug Quattrochi**



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

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

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.

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

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

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## **SATURDAY, FEBRUARY 3RD**

### **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
  - 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
  - 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!**

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