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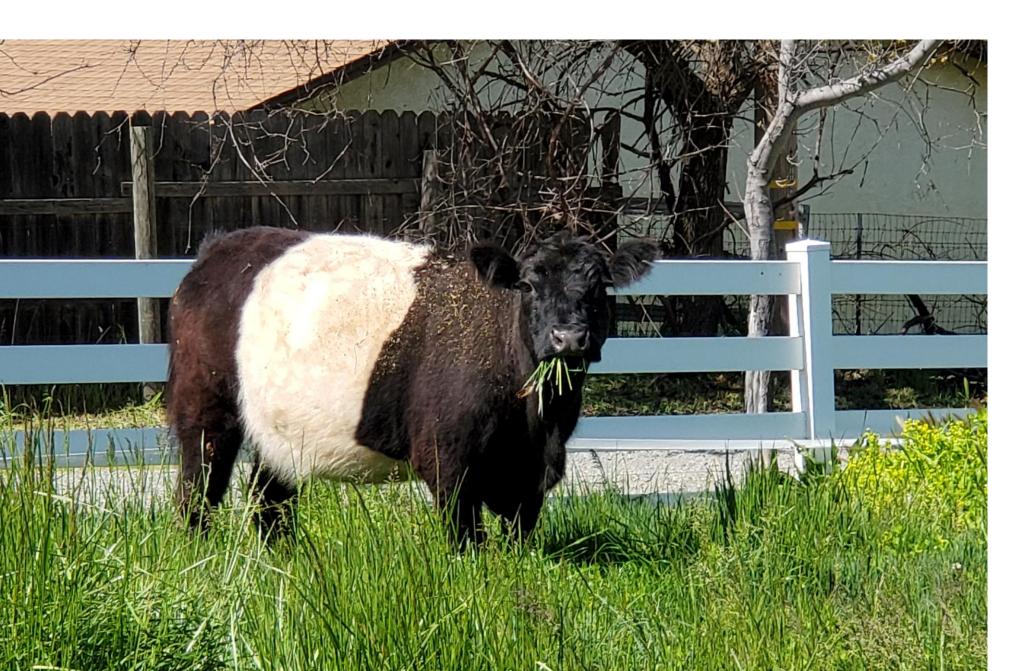
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The information provided in this presentation should not be construed as legal or tax advice. Each situation may be different therefore it is recommended that agents and their clients always seek professional Legal and/or Tax advice before making decisions. The presenter is not a Legal or Tax professional



Oreo

U-Haul

2021 was the largest exodus from CA in 75 years

People leaving Big Cities, High tax and High regulation states

Only growing cities in CA

- San Diego
- Sacramento

Rent Inflation

15-20% on average last year in CA

• \$1,500 is now \$1,800

50% over 5-years

- Roseville \$1,600 is now \$2,400
- Citrus Heights \$1,300 is now \$1,950

Stockton = 60% \$1,350 is now \$2,100!

Rent-to-Income Ratio

-Intuit



Depending on Location

USA Average 40%

Past 25 years

Average Rent Increase Was 3 to 4%

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Why?

Pandemic Bounce Back?

• Vacation Homes, Second Homes, Rentals???

Population Relocation

• Gilbert Arizona +116% in one year

Government Regulation

• Rent Control, Eviction Moratorium, Building Regulation

Landlord Attitude, Landlord Behavior

• No More Mom & Pop

Rent Control = Higher Rents



The Landlord **Business** Has Changed

Regulations Have Changed

 Requirements, Forms, Addendums, Repair Procedures, Fair Housing rules...

Consequences Have Changed

• Gov't fines, Legal Liability, Risk...

Attitudes Have Changed

• T's & O's More Corporate Minded

Eviction Moratorium



Eviction Moratorium Phase 3 "Eviction Protection" October 1, 2021 – March 31, 2022

- 1.) Landlord must apply for Rental Assistance
- 2.) Tenants apply for Rental Assistance or case may be delayed
- 3.) Landlord serves 15-day / 30-day notice to pay or vacate
- 4.) Free Legal Aid services have been funded to an extreme level (Homeless Prevention Funds)
- 5.) Motions such as quash, vacate judgement, stays of Execution, hearing postponement and more
- 6.) Courts are backed up for weeks and months
- 7.) Landlords go for months and years without rent

Getting out of the Rental Business

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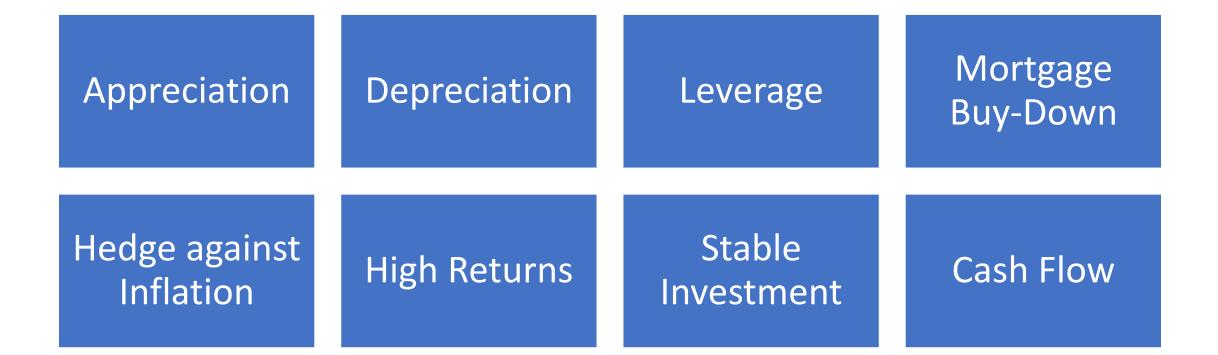
Landlords must "Stay in Business" for at least 5 years after purchase

Passed Assembly Appropriations Committee Last Week

Why Do Landlords Stay in Business?



Building Wealth with Real Estate







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