



Kenosha Landlord Association

A Local Chapter of the Wisconsin Apartment Association

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Kenosha Landlord Association, Inc.
P.O. Box 1505,
Kenosha, WI 53141

www.kenoshalordassociation.org



Legislative Days 2015

To Our Members

REMINDER! NEW LOCATION

Starting April 15th, KLA will be hosting the membership meetings at the Fireside Restaurant and Lounge, 2801 30th Ave. Art Andrew at Safeway Pest Control will be our guest speaker to give a presentation on keeping your rentals free of unwanted pests.

DISCLAIMER: The Kenosha Landlord Association publishes this newsletter to create awareness of issues relating to the rental housing industry. Information is compiled from a variety of sources and the views and concerns expressed by the contributors do not necessarily reflect those of the editor or the Association. When necessary, we suggest you consult an attorney.



5 Ways to Help You Confidently Set Rents

Source: <http://www.theeducatedlandlord.com/>



The rental housing business is very local and it takes time and effort to understand a local market and all the nuances that go with it. Many variables can impact the rent you can charge for your rental unit including: location, building structure, amenities, age of unit, market conditions, etc. The subjective and local nature of many of these variables make it difficult for anyone to tell you exactly the right rent for your rental unit.

However, having said all that, there are some things you can do to help you more confidently set your rents. Below are a few ideas to help you set rents for your rental property:

1. Stay up to date on local economic and business activity in your market because economic activity is one of the key drivers of housing demand including rental housing.
2. Work with local real estate professionals – property managers, brokers, agents, appraisers, and lenders. Local experts are especially good at identifying the drivers of housing supply and demand unique to your market – jobs, local ordinances, zoning, etc.
3. Check local apartment listings using the local newspaper, apartment guides, Craigs List, and of course Rentometer (shameless plug!).
4. Check your local apartment or rental housing association for research and other information they may provide about local rent levels – past, present, and future.
5. Use “rent per square foot” whenever possible as a benchmark. This allows you to encapsulate into a single number all the subjective variables of rent and provides you a basis for comparison across different units, locations, amenities, etc.

The task of setting rents can be done more confidently with good current and historical data, as well as a thorough understanding of the local market and current market conditions.



WHY BECOME A MEMBER?

FILL OUT & MAIL IN TO BECOME A MEMBER

KENOSHA LANDLORD ASSOCIATION

WHAT IS THE KLA

The Kenosha Landlord Association was established to promote and foster a *Network of Real Estate Investors* in the areas of:

Investing, Management, Legal Issues, and Continuing Education.

GOALS

KLA's goal is to keep our members up-to-date with the most current information available to our industry, which will enable our members to provide the highest quality rental

MEMBERSHIPS INCLUDE...

- Wisconsin Apartment Association Membership
- KLA Monthly Newsletter
- Wisconsin Apt. Assoc. Newsletter
- Network with all KLA members
- Monthly Association Meetings
- Business Members Discounts
- Educational Seminars
- Political Lobbyist

Educational Topics:

- Eviction Process
- Fair Housing
- Financing Methods
- Lead Paint Issues
- Legal Issues
- State & Local Issues
- Tenant Screening

Membership Costs

\$180.00 Annual

Application

Name: _____

Business Name: _____

Address: _____

City: _____ State: _____ Zip: _____

(H) Phone: _____

(W) Phone: _____

Fax: _____

E-Mail: _____

Number of Units: _____

How did you hear about the Association? _____

Do you own a business? _____

Do you wish to advertise to our members? _____

To join, please mail application and Check to:

KLA
P.O. Box 1505
Kenosha, WI 53141

2015 Water Heater Efficiency Standards

Source: <http://www.phccweb.org/>



The U.S. Dept. of Energy's new water heater regulations go into effect April 16, 2015. It'ss be here before you know it. Are you ready? These new mandates will require higher Energy Factor (EF) ratings on virtually all residential gas, electric, oil, and all tankless gas water heaters.

2015 Energy Conservation Standards for Residential Water Heaters		
<i>Product Classes Affected by Change</i>	<i>Rated Storage Volumes/Inputs Affected by Change</i>	<i>New Energy Factor Requirements</i>
Gas-fired	≥ 20 gal and ≤ 55 gal, $\leq 75,000$ BTU/Hr.	$0.675 - (0.0015 \times V)$
	> 55 gal and ≤ 100 gal, $\leq 75,000$ BTU/Hr.	$0.8012 - (0.00078 \times V)$
Oil-fired	≤ 50 gal, $\leq 105,000$ BTU/Hr.	$0.68 - (0.0019 \times V)$
Electric	≥ 20 gal and ≤ 55 gal, ≤ 12 KW input	$0.960 - (0.0003 \times V)$
	> 55 gal and ≤ 120 gal, ≤ 12 KW input	$2.057 - (0.00113 \times V)$
Instantaneous Gas-fired	≤ 2 gal, $\leq 200,000$ BTU/Hr.	$0.82 - (0.0019 \times V)$
Instantaneous Electric *	≤ 2 gal, ≤ 12 KW input	$0.93 - (0.00132 \times V)$

* no change

Product changes will vary depending on class and volume. In some cases, changes could be minor; others could be more radical. For example, to meet the new EF standard gas water heaters > 55 gallons (75,000BTU/ Hr.) may need to be fully condensing, based on today's technology. Electric water heaters > 55 gallons (12,00 KW input) Likely will use and integrated heat pump configuration to meet the new standards.

As part of its efforts to share information and help contractors prepare for these new regulations, PHCC Corporate Partner Bradford White conducted a webinar (<http://secure.naphcc.org/video/waterheater.wmv>) explaining how the changes will affect many facets of the industry. Among the considerations:

- **Storage (Warehousing).** Do you have the proper space to store potentially taller, wider, and heavier products?
- **Transportation.** Will your current vehicles allow for proper moving and handling of taller, wider, and heavier products? Will you need more than one person to move a product?
- **Installation.** Is this a one- or two-person job? Will this be an "in and out" replacement? Does the existing space accommodate a larger size product? Have you considered venting and condensate needs?
- **On-going Maintenance.** Will additional site visits for product maintenance be required following installation?
- **Costs.** What challenges will customers have in paying for higher cost equipment? How will higher cost equipment affect wholesaler and contractor budgeting and cash flow?



Bedbugs . . . Coming Soon To A Rental Property Near You

Source: <http://justalandlord.com/>



No longer are bedbugs just a problem in foreign countries, New York City or Las Vegas. Bedbugs are alive and crawling in Wisconsin rental housing units. They have been found in single family rental homes and duplexes in addition to large multi-unit facilities. Unlike many other insects, bedbugs are not attracted to dirty living conditions or spilled food. So you may have a perfectly clean tenant with a spotless apartment unit, and they could still have bedbugs. Bedbugs are attracted to the carbon dioxide that we emit when we breathe and they dine on our blood. They are the ultimate hitchhikers and enter apartment units on furniture, clothing, suitcases and many other objects. Unfortunately, the eradication of bedbugs is difficult at best and is often quite expensive. Your best defense against bedbugs in your rental properties is to prevent them from arriving in the first place. I have worked with several landlords and property managers over the last few years on bedbug issues. Although I cannot prevent you from ever experiencing a bedbug infestation, there is some information I can provide that should be of assistance if you ever have several hundred unwanted crawling tenants move into your rental property.

First, you need to educate yourself about what is required of a landlord with regard to providing your tenants with a habitable rental unit. This includes both at the time of initial occupancy and in the middle of a lease term (such as after a tenant contacts you about a bedbug infestation in their rental unit). In the city of Milwaukee there is a local ordinance requiring a landlord to exterminate any bug infestation in their rental properties, regardless of who caused the problem. Practically speaking – and in order to protect your real estate investment – you should never allow your tenants to be in charge of the bedbug extermination process. This process should be solely your responsibility. Later, after the bedbug eradication efforts are underway, you can speak with your tenant about who is responsible for paying for the extermination costs.

Second, educate your tenants about bedbugs. Teach them about the signs of a bedbug infestation. Caution them against buying used or second hand furniture. Advise them to take basic preventative measures when they travel. Inform them to contact you immediately if they think they have bedbugs in their rental unit. And explain to them that if they do not cooperate 100% with your bedbug eradication efforts, their new co-tenants will continue to share their bed.

Third, make sure that any written rental documents you are using are up to date, do not contain any provisions that will cause them to be void in the state of Wisconsin, and address bedbug infestations and the costs of eradication.

Finally, understand the special issues that arise when prosecuting or defending against bedbug litigation. Litigation involving bedbugs can arise in many different contexts, including: tenants suing landlords for health care bills related to bedbug bites, tenants suing landlords for reimbursement of rent the tenants paid during a bedbug infestation, tenants abating rent due to a current bedbug infestation, tenants moving out and breaking their rental agreement due to a bedbug infestation, tenants suing a landlord for making (allegedly) improper deductions from their security deposit to cover the cost of bedbug eradication, landlords suing tenants for unpaid rent after the tenants have vacated due to a bedbug infestation, and landlords suing tenants in an attempt to recoup costs advanced for bedbug extermination treatments.

If you are a landlord or a property manager, the question is no longer *if* you will be confronted with bedbugs, but rather *when* you will be confronted with them. Make sure that you have taken all the necessary precautions *before* it happens so that when it does, you will be in the best possible position to respond quickly and appropriately.

Landlord/Crime Free Multi-Housing Rental Seminar

Saturday March 28th (9am-2pm)
Saturday April 4th (9am-2pm)

Location: Boys and Girls Club
1330 52nd St.
Kenosha, WI 53140

The KPD Crime Prevention Unit and the Kenosha Landlord Association designed this Seminar to help landlords make better decisions when managing their rental units.

The following topics will be discussed:

- Property Maintenance Codes
- Crime Prevention Techniques
- Applicant Screening
- Leases and Evictions
- Crime Free Lease Addendums
- Process Serving
- C.P.T.E.D. (Crime Prevention through Environmental Design)
- Fire Safety
- Waste and Disposal



To register for the seminar please call:
Crime prevention Unit at 657-3937
or e-mail: watch@kenoshapolice.com.

Coffee, soda, water, and lunch will be provided!!!!!!!!

This seminar will help landlords
and
property managers
in
the following ways:

- Satisfied tenants build stable neighborhoods
- Active management leads to less turnover
- Stabilized property values and rents
- Lower maintenance and repair costs
- Everyone is safer
- Peace of mind from spending less time on crisis control.

**Come and learn about all of the
new laws!!!!!!**



10 Inexpensive Ways to Spruce up Your Rental or Rehab

<http://www.creonline.com>



It's easy to fix up your properties if you have unlimited cash. However, you need to keep your repairs to a minimum to stay profitable. You also need to keep your properties in good shape to attract tenants or buyers. There are the basic improvements, such as carpet and paint, but these can still cost thousands of dollars. Here are some inexpensive ways to improve your properties with very little cash.

1. New switch plates

This is such a minor, yet overlooked improvement. Most rental owners and rehabbers paint a unit and leave the old, ugly switch plates. Even worse, some even paint over them. New switch plates cost about 50 cents each. You can replace the entire house with new switch plates for about \$20. For the foyer, living room and other obvious areas, spring for nice brass plates. They run about \$5 each - not much for added class.

2. New or improved doors

Another overlooked, yet cheap replacement item is doors. If you have ugly brown doors, replace them with nice white doors (you can paint them, but unless you have a spray gun it will take you three coats by hand). The basic hollow-core door is about \$20. It comes pre-primed and pre-hung. For about \$10 more, you can buy stylish six-panel doors. If you are doing a rehab, the extra \$10 per door is well worth-it. For rentals, consider at least changing the downstairs doors.

3. New door handles

In addition to changing doors, consider changing the handles. An old door handle (especially with crusted paint on it) looks drab. For about \$10, you can replace them with new brass finished handles. Replace the guest bathroom and bedroom door handles with the fancy "S" handles (about \$20 each).

4. Paint or replace trim

If the entire interior of the house does not need a paint job, consider painting the trim. New, modern custom homes typically come with beige or off-white walls and bright-white trim. Use a semi-gloss bright white on all the trim in your houses. If the floor trim is worn, cracked or just plain ugly, replace it! Home Depot carries a new foam trim that is pre-painted in several finishes and costs less than 50 cents per linear foot. Create a great first impression by adding crown molding in the entry way and living room.

5. New front door

You only get one chance to make a first impression. A cheap front door makes a house look cheap. An old front door makes a house look old. If you have nice heavy door, paint it a bold color using a high-gloss paint. If your front door is old, consider replacing it with a new, stylish door. For about \$125, you can buy a very nice door.

6. Tile foyer entry

After the front door, your next first impression is the foyer area. Most rental property foyers are graced with linoleum floors. Consider a nice 12" Mexican tile. An 8' x 8' area should cost about \$100 in materials.

7. New shower curtains

It amazes me that many landlords and sellers show properties with either no shower curtain or any ugly old shower curtain in the bathroom. Don't be cheap - drop \$40 and buy a nice new rod and fancy curtain.

8. Paint kitchen cabinets

Replacing kitchen cabinets is expensive, but painting them is cheap. If you have old 1970s style wooden cabinets in a lovely dark brown shade, paint them. Use a semi-gloss white and finish them with colorful plastic knobs. No need to paint the inside of them (unless you own a spray gun), since you are only trying to make an impression. Americans spend 99% of their time in the kitchen (when they are not watching TV). A fancy modern faucet looks great in the kitchen. They can run as much as \$150, but not to worry - most retailers (Home Depot, Home Base, etc) often run clearance sales on overstocked and discontinued models. I have found nice Delta and Price Pfister faucets for about \$60 on sale.

9. Add window shutters

If you have ugly aluminum framed windows, consider adding wooden shutters outside. They come pre-primed at most hardware retailers and are easy to install. Paint them an offset color from the outside of the house - (e.g., if the house is dark, paint the shutters white. If the house is light, paint them green, blue, etc.).

10. Add a nice mailbox

Everyone on the block has the same black mailbox. Stand out. Be bold. For about \$35 you can buy a nice colorful mailbox. For about \$60 more, you can buy a nice wooden post for it. People notice these things...and they like them!



How Landlords Can Prevent Pests in Their Property

Source: landlords.about.com/



The thought of a property filled with mice, cockroaches, bed bugs or other pests is not appealing. Tenants do not want to live in a property overrun with these vermin nor do landlords want to deal with constant extermination headaches and tenant complaints about pests. The good news is, there are steps you, the landlord, can take to help prevent pests from entering your property.

What Can Landlords Do?

Even though landlords cannot control everything their tenants do, there are certain things landlords can control. These steps can help reduce the chances of pest entering the property.

- **Exterminate Regularly:**

You should schedule regular exterminations at your property. This should be done before you ever see signs of a rodent or insect. This preventative measure is important because, by the time you actually see signs of the critters, the infestation is already much larger than you realize. Exterminating regularly will help keep your property clean and help keep small problems from exploding into large ones.

- **Seal Up Cracks and Crevices:**

Sealing cracks and crevices in your property will help keep little critters out. This should be done around the exterior of the property as well as inside the property. On the exterior of the property, make sure to check the building's foundation, as well as for gaps around pipes, vents, windows and doors. When sealing the inside of the property make sure to check basements, common areas, tenants' apartments, attics and crawl spaces. Again, check around the perimeter and near any pipes, vents, windows and doors. This can be a time consuming process, but it can help save you time and money later on. For mice prevention, you can insert a mixture of steel wool and caulk into the hole. Caulking works well to fill all other cracks and crevices.

- **Keep Common Areas Clean:**

While you cannot control how a tenant lives inside their own apartment, unless they are violating safety standards of course, you can still control the common areas of the property. You can make sure all common areas are clean and free from trash and debris. Vacuuming or sweeping once or twice a week should be sufficient.

- **Have Proper Trash Receptacles**

To help prevent pests in your property, make sure you have proper waste receptacles. These receptacles should be sturdy and have lids which should always be secured to the top. You should regularly inspect them to make sure they are free of cracks or holes. If possible, you should also place these bins away from the actual property. You do not want the smell of garbage to attract creatures near your property.

- **Remove Clutter From the Perimeter of the Property:**

In addition to keeping trash receptacles away from your property, you also want to remove any clutter around the perimeter of the property. Piles of wood, logs or compost should be moved away from the property. You should trim hedges and bushes and get rid of weeds. Keeping a clean perimeter will help reduce spots for vermin to hide in or to build nests. If pests are living close to your property, there is a greater likelihood of them getting inside your property.

- **Eliminate Standing Water Around the Property:**

If there is standing water around or inside the property, or if there are leaky pipes or faucets, you should remedy the problem immediately. Standing water is a breeding ground for insects and water also attracts cockroaches and rodents.

- **Contact Tenants If You Notice a Problem**

As the landlord, there is only so much you can do to prevent pests in your property. Your tenants have to do their part as well. If you notice trash accumulating, garbage that is not being disposed of properly or debris around the property, contact your tenant immediately. Inform them of the proper procedures for disposing of garbage. Remind them that keeping the property clean can help prevent pests from entering.



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Approved Rental Forms conforming –ACT 76 Mandatory March 1, 2014

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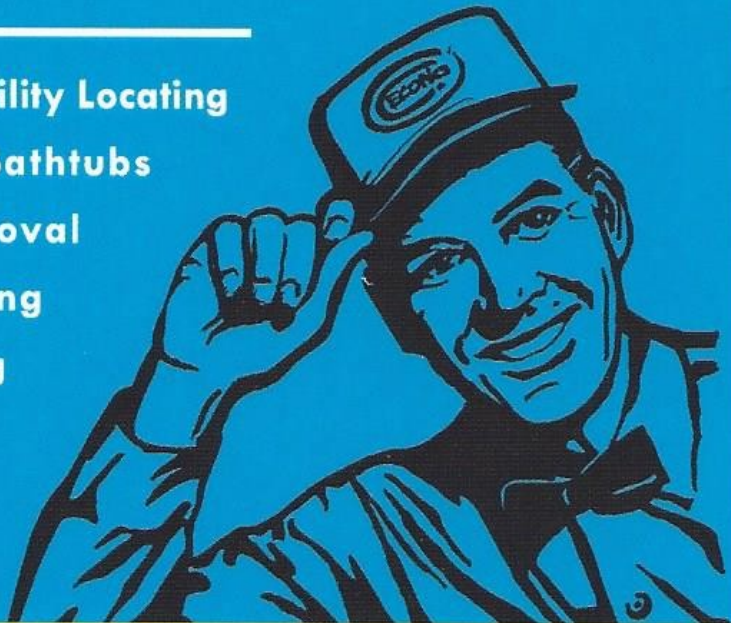


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Kenosha Landlord Association

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RETURN SERVICE REQUESTED

Next Meeting

**Fireside Restaurant
& Lounge**

2801 30th Ave.

(262) 551-0600

On our regular
3rd Wednesday of the month

April 15, 2015

6:30 p.m. networking

7:00 p.m. meeting

Appetizers & Networking at 6:30 pm Meeting at 7 pm

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Art Andrew

from

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www.kenoshalordassociation.org

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