



ILA Legislative Report

As this report is being written, the legislative session has a couple of weeks to go. However, most of the issues for landlords have been resolved. HF 518, the bill to raise the small claims jurisdictional limits from \$4000 to \$5000, has passed the legislature. HF 518 is on its way to Governor Vilsack.



Joe Kelly
ILA Lobbyist

The big issue of the year for landlords was HSB 713/SSB 3181, companion bills which would have, over a five year period, changed the classification of most residential rental property from commercial to residential. The impact of this bill is that single-family homeowners and duplexes enjoy the residential roll back, which is now about 49%. Most renters are being punished by the current tax system. The owner of the property must pass along the property tax cost. With the full commercial property tax being paid, rents get escalated higher than they should be. Landlords will have to be persistent to keep this issue alive this summer and fall as candidates are running for the legislature. When candidates send you campaign literature, write them back and point out the inequity in the current tax law.

There are a couple of issues still remaining that will be covered in next month's report. HF 2565, the real estate contract sales bill, is on the Senate unfinished business calendar. The changes in HF 2565 don't affect most landlords because you would have to sell more than three properties over the course of a year.

SF 2320 is a bill which raises court fees. Filing a small claims action would go up from \$30 to \$50. Appealing a small claims case would increase from \$50 to \$75. SF 2320 has passed out of the Ways and Means Committee.

Need to Rent ???
advertise your rental at:
www.vacancy4rent.net

Mark YOUR Calendars!!!

We are pleased to announce that the ILA Spring Seminar plans have been completed. We have a very informative evening planned for you. So, please take out your calendars and make plans to attend the ILA Spring Seminar on Tuesday May 14th, 2002 at the Downtown Holiday Inn at 1050 6th Avenue, Des Moines. Sign-in from 6:00 to 6:30 with Speakers commencing at 6:30. Evening activities will last until approximately 9:00. The main topic of the evening: Vacancies – How to Prevent Them.

DIALOGUE WITH DIRECTORS



We have several outstanding individuals who will talk to us on various aspects of property management. We are privileged to have two professionals with over 60 years of experience between them in the property management and property value professions that will be speaking to us. Clifford McClure from Carlson, McClure and Associates, Inc., will be giving his insights and perspectives. And, John B Leavengood of Leavengood & Associates will lend his knowledge and experience to the topic as well. (See brief Bio's of our speakers on page 2) We encourage you to take notes and ask lots of questions.

Also scheduled to speak is Joe Kelly, our ILA Lobbyist to the Statehouse. As you have been reading in previous ILA Newsletters and in Joe's current article, the legislature has been busy this session. Joe will be reporting to you how the session went, and what work is ahead for us in the future.

We are still working on some other details for the evening. But we know that with the people we have already scheduled, that our coffee break conversations will be very enlightened.

Be sure to give Connie a call at 515-255-0675 to pre-register. We want all our members to take this opportunity to get good advice.

This Month's April 2002 NewsBrief

- Dialogue With Directors
- ILA Legislative Report
- Prevent Home Repair Scams And Disputes
- Update Resident Information Regualy
- Plan for ILA Spring Seminar

- Breakfast Meetings are returning
- Something to say, write for ILA!

Directors: • Dennis McDonald • Dave Sollenbarger
• WebSite: www.iowalandlord.org
• Email: ilaservices@iowalandlord.org

PREVENT HOME REPAIR SCAMS AND DISPUTES

Spring is prime time for home repairs (and apartment units too!). This makes it prime time for outright scams and also for frustrating disputes. You can take action to avoid both problems.

Avoiding home repair scams

Home repair scams by "itinerant" or traveling con-artist stops at your door, gives you a hard sell and offers sensationally low prices for a service such as roofing, painting or asphaltting your driveway. The con-artist insists that you pay in advance—but then doesn't do the work, or does minimal work and never returns.

Remember, legitimate contractors very rarely solicit door-to-door. Be skeptical! The main guidelines are to check out a contractor and never pay large sums of money in advance. You can ask anyone to leave your property. Help older neighbors who might be pressured or intimidated into making payments by traveling con-artists.

Avoiding home repair disputes

Disputes with established local contractors may not be fraud, but they can be very frustrating and costly. Follow these tips to protect yourself when you hire a contractor:

- Check out the contractor before you sign a contract or pay any money. Ask if the contractor is registered with the state Department of Labor. Check local references. See if the Consumer Protection Division has any complaints.
- Get it in writing! Before any work begins, agree on a written contract detailing work to be done, responsibility for permits, costs and any other promises. Request a copy of the contractor's liability insurance certificate.
- Put start and completion dates in writing and consequences if the contractor fails to follow them (example: the contract could be nullified if the contractor doesn't start on time).
- Never pay large sums in advance! If you have to make a partial advance payment for materials, make your check out to the supplier and the contractor. Insist on a "mechanic's lien waiver" in case the contractor fails to pay others for materials or labor. Be extremely cautious of any financing offers a contractor suggests, including second mortgages. Check first with your own lender or attorney.
- Remember, in most cases you have three business days to cancel a contract signed at your home. (But contracts often contain a "liquidated damages" clause, meaning you are liable for a percentage of the contract amount if the contract is canceled after three business days.)

(Editor's Note: *This article also appeared in the July 1999 ILA NewsBrief. Although several years old, the information is as timely today as it was when we first published it. With spring upon us, many of us will be contacting contractors to work on our homes and rental properties. For the new members to ILA and those who have requested this information - we gladly republish this informative article again.*)

Source: Consumer Advisory, Iowa Attorney General's Office.



Breakfast Meetings Return !

We are planning our breakfast meeting schedule for 2002. We will announce our first breakfast meeting in May's Issue of the ILA Newsbrief. Breakfast meetings will generally be limited to the first 20 registrants so we encourage you to send in your registration form and fee to the ILA office as soon as possible.

We do encourage you to attend. We hope to have a breakfast meeting each month during the Summer.

We look forward to seeing you!

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Update Resident Information Regularly

Rental owners often fail to update information about their residents when renewing a lease or at least once a year (on the residents' anniversary date). When an individual initially applies to lease, he provides the landlord with information such as employment, occupants, pets, and emergency contacts.

The landlord should ask residents to fill out a new rental application with updated information once a year. Consider making it a condition of receiving the anniversary bonus. It is especially important to update employment information. This is helpful if a resident does not complete the term of the lease, but vacates and still owes money. If the court renders a judgment in favor of the landlord, the landlord can begin a wage garnishment proceeding against the former resident to collect the money owed.

Update the license number, model and year of a resident's vehicle. This eliminates any confusion as to the ownership of vehicles on the property. In addition, this provides a way for landlords to track residents who vacate prior to the end of their leases.

Personal contacts that residents list in case of an emergency may not be accurate a year or two later. This information is important in the event a resident leaves without properly ending his or her lease. An address or telephone number of a relative or friend may be vital in finding a former resident.

(Editor's Note: This article also appeared in the April 2000 ILA NewsBrief. Although two years old, the information is as timely today as it was when we first published it. For the new members to ILA and those who have requested this information - we republish it again.)

Source: Mr. Landlord, February 2000

Spring Seminar Speakers

Clifford T. McClure

Clifford is an insightful and informative individual who truly understands the worth of properties and the value of property management. As a Principal in the firm CARLSON, McCLURE & ASSOCIATES, Inc., he routinely is called upon for his professional assessment concerning Real Estate Appraisal. He has appraised residential, commercial, industrial, agricultural, public and special use properties, and partial takings. He has also been involved with other analysis assignments that include market / feasibility studies and consultant work.

Mr. McClure has served on the Board of Directors for the Iowa Chapter of the Appraisal Institute and has served as Secretary/Treasurer, Vice President, and President for the Des Moines Chapter for the Society of Real Estate Appraisers.

John B. Leavengood

John is a knowledgeable individual with approximately 40 years of involvement and experience in the property management profession. Currently doing business as LEAVENGOOD & ASSOCIATES, he provides property management and consulting services. John's insights stem from years of experience managing apartment communities, condominium associations, cooperatives, warehousing, office buildings, shopping centers, mobile home parks, and medical office spaces.

He has taught property management related courses in Iowa, Nebraska, North Carolina, and Illinois through several educational institutions and professional associations.

Looking For Your Experience & Expertise! . . .

The Association has many knowledgeable members who from time to time provide us with very insightful perspectives on issues that pertain to property management and landlords. We encourage those of you who have an interest in sharing information with the membership through our newsletter, to write an article for future newsletter issues. Please contact either Dave or Dennis at the ILA Office (515-255-0675) for details.



Register for ILA's
Spring Seminar

For More Information,
Call 515-255-0675
and ask for Connie.

Need to Rent ???
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Would you like to list your property on the Iowa Landlord Association Apartment Rental Search but you're not on the Internet?



**Iowa Landlord Association
Apartment Search Service
Listing Form**

Make copies of this form, fill out the form and FAX to: 515-255-0675

You can mail or fax in your listing directly to our office if this would be easier for you.

To list your property, please fill out this form and send a picture of your property to our office.

Have you a rental property you wish to sell? Advertise it on the web site! Call us for details.

Interested in banner ads on our website?

ILA Rental Property Search Listing Rates

- Listing Prices = Members - \$50/mo., Non-Members - \$100/mo.
- Pictures/Logo inclusion = \$10/submission
- Picture/Logo image preparation (if needed) = \$35/hr.
- Photography Services = \$50 trip fee; \$35/hr after 1 hour; Materials at cost; Service available in the Des Moines metro and Polk County surrounding areas; Services are on a scheduled basis; Contact information@iowalandlord.org for arrangements.

Your Company: _____
 Your Name: _____
 Your Company Address _____
 Your Phone number for contact _____
 Property Address: _____
 Property City, Zip: _____

Monthly Rent Price: \$ _____ / Month
Number of Bedrooms: Studio/Efficiency 1 2 3 4+

Type of Housing: Condos, Townhomes, or Duplexes
 Unfurnished Apartments Furnished Apartments
 Single Family Dwelling Short Term Rentals Senior Community

Utility Arrangements: None Supplied Some Paid All Paid

Accommodations and General Amenities – Please check the items associated with this property:

Air Conditioning:	<input type="checkbox"/>	Dishwasher:	<input type="checkbox"/>	Wheelchair Accessible: ..	<input type="checkbox"/>
Microwave:	<input type="checkbox"/>	Stove:	<input type="checkbox"/>	Trash Compactor:	<input type="checkbox"/>
Balcony / Patio:	<input type="checkbox"/>	Refrigerator:	<input type="checkbox"/>	Garbage Disposal:	<input type="checkbox"/>
Dining Room:	<input type="checkbox"/>	Fireplace:	<input type="checkbox"/>	Pet Friendly:	<input type="checkbox"/>
Computer High				Laundry Type:	
Speed Broadband				<input type="checkbox"/> Washer / Dryer	
Internet Accessibility: ..	<input type="checkbox"/>	Cable Ready: ...	<input type="checkbox"/>	<input type="checkbox"/> Washer / Dryer Connections	
		Garage:	<input type="checkbox"/>	<input type="checkbox"/> Laundry Facility	

Community Accommodations and Amenities

Club House:	<input type="checkbox"/>	Storage Facilities:	<input type="checkbox"/>	Gated Access:	<input type="checkbox"/>
Public Transportation: ..	<input type="checkbox"/>	Tennis Courts:	<input type="checkbox"/>	Playground:	<input type="checkbox"/>
Fitness Center:	<input type="checkbox"/>	Swimming Pool: .	<input type="checkbox"/>	Whirlpool / Spa:	<input type="checkbox"/>

Run Dates of Your Listing

Date Begin: _____ Date End: _____

Your Email Address:

Additional Information About This Rental:

**** Don't Have A F.A.X. - - Just copy and mail your form to us. ****



(HINT! For the cost of an ILA membership - Non-members can purchase their membership, save money and experience ALL the benefits of ILA membership!)

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