

## LEGISLATIVE UPDATE



"No man's life, liberty, or property are safe while the legislature is in session." Mark Twain



**Insurance costs are going up!** Insurance costs have been going up across the nation, especially in hurricane and flood prone areas. Prepare by searching for insurance options early, as several states have been losing providers, and with fewer options, prices continue to increase. Consider increasing the deductible, if you have the cash on hand. And for flood insurance, ask about discount options. Are you a veteran? Have mitigation efforts been employed? And if you are buying outside your normal area, be sure this information is truly calculated into your due diligence!

**On the other hand, rents seem to be stabilizing across the country** – markets and especially micro-markets run the spectrum of increases and decreases. Knowing the difference in rent 2-3 city blocks can represent could mean a huge difference in pricing and value of the property. Longer term leases are being employed by some savvy housing providers and requested by residents who know they are in for the long haul. While financing companies like to see those longer-term leases, be sure to look at the whole picture to determine which options are best for each property!

**HUD funding \$85M to cities to revamp local zoning laws** – more housing friendly: get involved! As part of a July roll out and update to the White House's Blue Print for Renter Rights, various departments have initiated new programs. HUD's funding of \$85M to local municipalities furthers the White House effort to expand housing supply promoted in 2022 through higher scores when applying for federal grants, expansion of Accessory Dwelling Units (ADUs) and redevelopment of commercial buildings into residential facilities. The funding will be available to local governments who can and are willing to:

- Reduce barriers to build housing, like restrictive and costly land use and zoning rules;
- Expand financing for affordable, energy efficient and resilient housing; and
- Promote commercial-to-residential conversion opportunities, particularly for affordable and zero emissions housing.

So, cities, villages and townships will likely be reviewing their zoning laws? Great. Consider this a wonderful opportunity for local investors, especially ones who invest in their own community(!) to make themselves available to stakeholder groups that will participate in the review and likely redevelopment of the zoning laws. Aside from knowing where the changes will most likely impact – knowledge of real value – the relationship development for the individual and the local REIA can be game changing. This is the ground-floor planning of the community you are investing in, how much more of a pulse of the community could you possibly obtain?

**Halloween decorations are out!** Once Labor Day passes, the scary stuff starts hitting the shelves in September and October around the country. On the streets it is no different as off-year elections bring out local candidate of every stripe for the election in November. While there are 3 states with executive branch elections, primarily local elections will dominate. Overall, there will be in excess of 5,000 local positions open – from Trustees and Councilmembers to Alderman and Mayors, and many of those will be contested races. These positions may be long term influencers or a stepping-stone to higher office – but make no mistake, they will have influence. Will you? Candidates are the most impressionable right before an election! Engage with them, because the anti-housing side will be there. The anti-property rights groups will...Will you?

[www.NationalREIA.org/advocacy](http://www.NationalREIA.org/advocacy)

## *nationalreia* NOW



### Successful Real Estate Investing is Like a Jigsaw Puzzle

Successful real estate investing is just like putting together a jigsaw puzzle. If you don't do things in the right order or try to put a piece in the wrong spot, it just doesn't work. That's why it's important to belong to a community of investors – to get moving in the right direction ... toward RESULTS!

Think about it, when you start a jigsaw puzzle, what do you do? You dump the pieces on a table, turn them over, and then start looking for the edge pieces and the most critical corner pieces. It's the corners that get you started and really give your puzzle its shape, right?

Now think about your investing business. The "corner pieces" come from a consistent, reliable, and supportive community that can provide advice, resources, education and local market insights. At your local REIA you can find those corner pieces.

At your local REIA you can find the resources to keep you from investing disasters. Ok, so maybe "disaster" is a little strong - but missing out on the profit from a perfectly good deal is never okay in my book. Learning just one little thing can help you find a great deal or even keep one of your deals from dying.

REIAs focus on education and resources that are relative and valuable. They are focused on what you need to know to thrive in today's marketplace. You need to keep up with this volatile market moment to moment and you need to be connected to a local source. Your local REIA can provide the specifics on how you can succeed as an Investor in today's marketplace. You will hear real, tested solutions to real estate investing challenges and success strategies for your local market. It doesn't matter if you are a part timer or investing full time. You will get answers that will work for you.

To look for other areas that may be great for your investing strategy, National REIA has rolled out a new technology solution, free for members, the Housing Access and Opportunity Index portal. This Data Portal provides NREIA members housing market trends, conditions, and insights to support investment decisions. [The NREIA Data Portal](#) is a collaborative effort between NREIA and Homeworthi, a national housing market data service. [There are several ways to interact with the data provided:](#)

- Want market and demographic data about a specific location? Enter the location into the address search at the top right, or zoom in to the location on the map and click on the county or neighborhood shape of interest to you.
- Trying to find locations that meet certain demographic and housing criteria, like 'Popular with Families' or 'Moderate and High Income Households' or 'High Renter Turnover Rates'? Try the "Find Me A Place" Query Tool, accessed through the menu bar on the right side of the map.
- Want to easily see one piece of data for locations around the country? Look through the data layers in the Map Legend and select the one that's right for you.
- Need investment forecasts, deeper data insights, downloadable market reports, or more evaluation and locational tools? NREIA members get discounts to Homeworthi's Pro interactive maps and their neighborhood and county market reports.

Please take advantage of this new National REIA benefit and boost your investing success!



Rebecca McLean  
NREIA Executive Director

# BENEFITS UPDATE



promote | protect | educate  
**NATIONAL REAL ESTATE INVESTORS ASSOCIATION**

A non-profit Trade Association serving the Real Estate Investing Industry for over 20 years.

**National REIA**  
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## Your Perfect Landlord Experience Starts with Approving the Right Tenant!

With Rent Perfect's smartphone app (iOS and Android) you can send application invites to prospective tenants and view credit & background reports all from the convenience of your phone. You simply send an application invite link through Rent Perfect's App to an applicant's email address. Then, the recipient completes an online application on their mobile device or computer, they pay the fee and you get instant access to their credit report

with a score and an instant criminal report. From there, Rent Perfect's Private Investigators search even deeper for eviction records (which are impossible for instant reports to get) and additional criminal records that instant reports are famous for missing.

Once a tenant is approved, you then follow a few simple steps to create a lease agreement to view & sign online and get set up to receive online rent payments. All of this starts with just an email address to the applicant. Imagine onboarding a tenant the right way in just a few hours from application to lease!

Rent Perfect offers the most accurate & thorough credit & background screening available. They make being a landlord simple by making the application and screening process easy as pie. And, the best part? The applicant can even pay for the background fee them self - making it free for you!

Through a special arrangement, members of National REIA receive a discounted 95¢ set up fee!

<https://bit.ly/3IVoFCi>



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