



HAPCO NEWSLETTER

Serving Philadelphia's Investment & Rental Property Community

Message from the President:

Tenant Credit

As we know, credit plays a crucial role in various aspects of life, affecting housing options, employment opportunities, and financial well-being. Unfortunately, poor credit can create significant challenges for those seeking to rent apartments, obtain loans, or access essential services.

see "President's Message" on page 7

REMINDER

The Commonwealth of PA State Board of Real Estate Commission

All Brokers and Licensed Salespersons must complete the mandatory 14-hours of continuing education and pay all applicable fees by May 31, 2024.

Don't Miss Hapco's Happy Hour in May!

By Lauren Andreoli

What do you miss when you don't attend Hapco Philadelphia's FREE educational sessions?

On April 17th, HP hosted an informative session led by experienced landlord Don Beck. The event provided practical insights

see "Education" on page 8

Why Advertise with Hapco Philadelphia? see page 14

On Hapco Philadelphia's Next MUST-SEE Podcast!

Husband-Wife Rental Owners & Horseback-Riding Landlords!

By HP Board of Directors Editorial Staff

How do you juggle jobs, families, and being rental property owners?

We find out on the next episode of HP's video podcast, "Landlord Tenant World," we talk to husband-and-wife

Hapco Philadelphia members Anthony and Latisha Krupinca.

They talk about going from a young couple with a family and two jobs, to managing a portfolio of rental properties around Philadelphia.

see "Podcast" on page 11



High Tech Rental & Realty with Old School Caring

Fred Musilli & DJCRE Do It The Right Way

By HP Board of Directors Editorial Staff

"I was born to be in the rental and realty business since I was a kid in South Philly."

And Fred Musilli isn't kidding.

"When I was 11, I wrote down where I was going and what I would do with my life," remembers Musilli, Broker/Owner at DJCRE Sales, Leasing & Property Management. "I wrote I would own and manage real estate for other people. I



see "DJCRE" on page 9

Fred Musilli of DJCRE

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President Biden Announces Plan to Lower Housing Costs for Working Families

Building and preserving over 2 million new homes to lower rents and the cost of buying a home

President Biden believes housing costs are too high, and significant investments are needed to address the large shortage of affordable homes inherited from his predecessor and that has been growing for more than a decade. During his State of the Union Address, President Biden called on Congressional Republicans to end years of inaction and pass legislation to lower costs by providing a \$10,000 tax credit for first-time homebuyers and people who sell their starter homes; build and renovate more than 2 million homes; and lower rental costs. President Biden also announced new steps to lower homebuying and refinancing closing costs and crack down on corporate actions that rip off renters.



President of the United States, Joe Biden

We are starting to see some progress. More housing units are under construction right now than at any time in the last 50 years, rents have fallen over the last year in many places, and the homeownership rate is higher now than before the pandemic. But rent is still too high, and Americans who want to buy a home still have difficulty finding one they can afford. That is why President Biden has a landmark plan to build over 2 million homes, which will lower rents, make houses more affordable, and promote fair housing.

Lowering Costs of Homeownership

For many Americans, owning a home is the cornerstone of raising a family, building wealth, and joining the middle class. Too many working families feel locked out of homeownership and are unable to compete with investors for a limited supply of affordable for-sale homes. President Biden is calling on Congress to enact legislation to enable more Americans to purchase a home, including:

Mortgage Relief Credit.

President Biden is calling on Congress to pass a mortgage relief credit that would provide middle-class first-time homebuyers with an annual tax credit of \$5,000 a year for two years. This is the equivalent of reducing the mortgage rate by more than 1.5 percentage points for two years on the median home, and will help more than 3.5 million middle-class families purchase their first home over the next two years. The President's plan also calls for a new credit to unlock inventory of affordable starter homes, while helping middle-class families move up the housing ladder and empty nesters right size. Many homeowners have lower rates on their mortgages than

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Pennsylvania wants to lead a national rural revival



A street in the small historic town of Harmony, Pa. Photo: Grace David, The Center Square

By Anthony Hennen | The Center Square

An entire commission may soon be dedicated to unwinding rural Pennsylvania's population spiral.

Spurred by an October report from the Center for Rural Pennsylvania warning of a 5.8% population loss for rural counties by 2050, legislators want to create a commission to study what can be done to reverse those trends.

The Pennsylvania Rural Population Revitalization Commission would release a report every two years to direct legislators toward proactive change.

Rep. Eddie Day Pashinski, D-Wilkes Barre, argued the commission is "absolutely imperative" and takes a stand against "the acceptance of inevitability."

"This will serve as the platform for policy-makers, local officials, and subject-matter experts to collaborate on revitalization strategies for rural Pennsylvania," he said at a press conference Tuesday.

"We are demonstrating our commonwealth's commitment to the wellbeing of all its residents," Pashinski said.

Legislators spoke of the need to ensure high-quality health care, education, workforce training, and, especially, housing.

"What we really need to do, if we want all the basic ingredients for growing our rural communities: You need housing, you need health, you need industry, you need tech, and you need something for people to do as far as recreation," Rep. Dan Moul, R-Gettysburg, said. "All these things go together in my view; this is what will make rural Pennsylvania thrive and grow because we can't let it die on the vine."

They warned of a domino effect: population loss drives more population loss, making it harder to pay for essential services, making it harder to build new housing, and making it harder to sustain a hospital or a community health facility. To pull rural Pennsylvania out of that tailspin, Sen. Gene Yaw, R-Williamsport, argued that legislators don't have time to waste.

"(We can) look at it as 'we can be really scared of these population changes — or people can look at it as an opportunity,'" he said.

The lack of new housing to drive down housing prices has been a recurring issue

across Pennsylvania: urban, suburban, and rural alike. The commonwealth faces **labor shortages and permitting delays**; other states build new housing months faster on average than Pennsylvania. Historical building patterns in small towns **that encouraged density** have given way to **rules that make it harder** for developers to build less expensive homes.

Rules and regulations were a theme as a stumbling block to rural growth — for housing or otherwise.

"One of the things I heard over and over again in the hearings that we had across rural Pennsylvania: regulation," Moul said. "Regulation stops us from doing this, regulation stops us from doing that."

He gave an example of a town "that was hanging on by its fingernails" that couldn't get developers to build housing because it would require federal grants to make it sustainable but would also drive up costs that would kill the project.

Taking action soon, legislators argued, is crucial.

"We don't have time to waste," Yaw said.

HP Board Member Spotlight: Ed Golding

By Lauren Andreoli

It's always fun to highlight the successes of current members, and this month we're featuring Ed Golding, who joined Hapco Philadelphia in the 1990's. Ed was in search of a simpler process when it came to evictions and also welcomed the support and guidance that Hapco Philadelphia could provide.

He began managing properties in 1993 and continues to do so today. In 2011, he joined the Institute of Real Estate Management, became an Accredited Residential Manager, and then earned his Certified Property Manager designation in 2017. Ed's expertise covers various housing types, including residential, subsidized, and voucher. His interest in real estate sparked during college when he met a real estate appraiser while attending church one weekend. This chance encounter led Ed to research real estate careers during his senior year, and he went on to get his real estate license after graduating with a degree in Urban Studies. Ed obtained a broker's license in 1983 and established his own Century 21 franchise by 1985, focusing on the sale of residential and mixed use properties. With the establishment of Chapel Property Management, LLC in 2012, Ed now manages one to three family properties, overseeing a total of 137 units.

In recent years, like many of us, Ed has faced the challenges of navigating complex city policies and managing tenants who receive rent subsidies. Ed identifies housing affordability as a significant ongoing challenge due to rising costs for both property owners and tenants, highlighting the need for sustainable solutions in the real estate industry.

Ed emphasizes fostering positive tenant relationships by promptly responding to repair requests, keeping properties well maintained, and approaching tenants with a level of friendliness and respect that builds trust and creates a good living environment.

For those new to property management



Ed Golding. Photo Lauren Andreoli

or real estate investment, Ed advises joining associations like Hapco Philadelphia and local programs to network with industry professionals. Understanding local laws and regulations, maintaining adequate cash reserves, and transitioning to a hands-off approach by hiring reliable property managers and contractors are essential steps for success in real estate endeavors, Ed tells us.

Through his company, Chapel Property Management, Ed learned the importance of running an efficient business. He says that a small team of five can effectively run a management firm, but it's essential to scale up as the number of units increases. Ed emphasizes the need to be quick and responsive to meet the expectations of property owners looking for returns and of tenants seeking comfortable homes. By focusing on efficiency and responsiveness, aspiring landlords can build successful property management businesses that add value for everyone.

Help us spread the word, **Hapco Philadelphia** is the oldest Philadelphia area association advocating for landlords. We are looking to expand our membership, and we hope that you will tell your other landlord friends how helpful **Hapco Philadelphia** has been for you and how important it is for them to join. **Hapco Philadelphia** is a first source for information about our industry. Check out our website at www.hapcophiladelphia.com

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Cry for free speech as pro-Palestine encampment spreads to Penn

By Anthony Hennen | The Center Square

As campus protests intensify over the war between Hamas and Israel, so do the tensions between free speech and antisemitism at Pennsylvania colleges.

Last Thursday, the Penn Alumni Free Speech Alliance hosted Victoria Coates, former deputy national security advisor to former President Donald Trump, to talk about free speech and what the future holds.

Meanwhile, two blocks away, Penn students began to construct a **“Gaza Solidarity Encampment,”** copying other pro-Palestinian protesters elsewhere. Campus officials said they will **respect peaceful protest** and punish disruptive or violent actions.

Public and private universities in recent days have had pro-Palestinian encampments sprout up from **New York to Texas** to California. Public campuses must balance the enforcement of rules and order against First Amendment protections, while private universities have more leeway in restricting speech.

By evening, dozens of students gathered on Penn’s College Green and erected about 15 tents. The Ben Franklin statue at the center of the green sported a keffiyeh. About a dozen police officers stood watch and the scene remained calm as a student organizer



read off the names of professors killed in Palestine.

Signs proclaimed, “Penn says ceasefire now; protect our freedom of speech;” “Intifada, Intifada: Globalize the Intifada;” “People Power: West Philly to the West Bank;” and “Penn, stop engineering genocide.”

Off to the side, the Revolutionary Communists of America set up a table encouraging fellow communists to get organized.

“Where we find ourselves in 2024,” Coates said, the free speech climate is “just overtly poisoned. I think the events of Oct. 7 did not cause what has been revealed, but it triggered it. It was as if they were waiting for the opportunity for this very blatant, aggressive, potentially violent antisemitism out into the open.”

Coates, a Penn alumnae, noted that free speech issues have haunted the private Ivy League university since she was a student in the 1990s, but it’s become a live issue in recent months.

She said some protesters have the goal to legitimize and normalize antisemitism on campus.

The Penn Alumni Free Speech Alliance, formed last winter, advocates for the university to “adopt a public commitment to free speech” and choose a president who is committed to free speech principles.

“We want to provide a platform for free speech on campus and to model respectful discourse,” Free Speech Alliance member Alexander McCobin said, who hosted the conversation with Coates.

Beyond Middle East tensions, Penn has been criticized for its **attempts to sanction Amy Wax**, a conservative law professor. In athletics, a student swimming three years for the Penn men’s team decided to swim for the women’s team, leading to heavy scrutiny

for the school and **the administration’s instructions to other women’s team members.**

Penn’s free speech tensions aren’t unique. A **review of Pennsylvania colleges** by the Foundation for Individual Rights and Expression found 10 state schools had poor speech climates and only two earned its highest ranking.

FIRE has also **issued explanations** for students of what’s a protected form of protest and what’s unlawful conduct.

“Your college shouldn’t punish you or your student group more harshly than other groups in similar circumstances because administrators found your message upsetting, offensive, divisive, or because it drew ire, demanded extra security, or prompted counter-protest,” FIRE says.

The campus climate, Coates said, remains intolerant and illiberal.

“They want their position to be accepted and they want at least threats of violence against those who do not share their views to be acceptable,” Coates said.

Though she condemned ongoing campus protests as antisemitism, she emphasized the importance of protecting free speech and normalizing tolerance.

“I have no objection to anyone protesting for the Palestinian cause, but what they’re doing now is akin to yelling ‘fire’ in a crowded theater,” Coates said.

Violent reactions to certain opinions have become accepted, she said, and campuses will be “unlivable” if intolerance of different opinions doesn’t change.

“One group gets privileged and the other doesn’t. That has to end,” she said. “I don’t think we’re learning our lesson about First Amendment rights selectively applied.”

President's Message continued from page 1

Right now, in the Pennsylvania General Assembly, lawmakers are discussing two pieces of potential legislation that could transform the rental landscape for both landlords and tenants. They would require most landlords and utility providers to offer their tenants and customers the option of having their payments reported to credit reporting agencies. This small change could transform the financial situation for many people by helping them fix past credit problems or begin to build a strong credit history.

The first would amend the Landlord Tenant Act by requiring rental property owners to offer their tenants the option of reporting their timely rent payments to credit bureaus.

the option of having their utility payments reported to major credit reporting agencies. This modification would also benefit tenants when their payments for water, electricity, phone, internet, heating, and other utilities are consistently reported to major credit bureaus.

Importantly, this decision is entirely voluntary for tenants. Landlords will not be held liable for any outcomes once a tenant opts in to credit reporting. For tenants, this initiative can be a game-changer, providing an opportunity to boost their credit scores through consistent and timely rent payments.

You might be wondering how this benefits

process. Moreover, this initiative can be particularly beneficial for young people or those at the beginning of their financial journeys. Building a credit history early on opens doors to future financial opportunities, such as securing loans for major purchases like a home or car.

In summary, these proposed bills aim to create a win-win situation for both landlords and tenants, fostering financial responsibility and empowerment. By offering tenants the option to have their rent payments reported to credit bureaus, we are contributing to the development of strong credit profiles that benefit everyone involved.

Account Type	Start Date	End Date	Credit Limit	Reporting Agency	Reporting Status
Open 1-AsAgreed RENTAL AGREEMENT	15-Feb-2021	22-Mar-2024	\$2,250	N/A	Individual
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Rental agreements

By one count, 26 million Americans could benefit by reporting their regular payment obligations. This helps tenants improve their credit health by making sure that their on-time rent payments are recorded positively on their credit reports. The second bill requires utility providers to offer customers

landlords. For us, having tenants participate in credit reporting can serve as a valuable indicator of financial responsibility and reliability. A positive credit history can signal to landlords that a tenant is likely to fulfill their financial obligations, thereby fostering trust and enhancing the tenant screening

We encourage you to tell your state representatives to support these proposals and to stay informed as these ideas work their way through Harrisburg.

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The Hapco Philadelphia Newsletter is a medium for transmitting information to and exchanging ideas among rental housing providers who are members.

Advertising relevant to investment in and operation of properties is accepted. The advertisements help defray the cost of producing and distributing the publication. They are also a valuable resource for members, who own and manage more than 30,000 small and mid-size rental buildings in Philadelphia, by helping them identify vendors who offer goods and services relevant to their business interests.

Hapco Philadelphia reserves the right to decline advertising inconsistent with rental property acquisition, sale, maintenance, and management.

Hapco Philadelphia reserves the right to decline advertising, including cancelling of advertising contracts, with refund of any prepayments, based on conclusions reached in investigating complaints by members of unsatisfactory vendor performance or reliability.

Members having complaints about the performance or reliability of advertisers will be requested to describe their grievances in writing, on forms provided by Hapco Philadelphia. The relevant vendor will be advised of the complaint and given an opportunity to respond. The complaint and response will be reviewed by the Hapco Philadelphia Newsletter Editorial Committee and forwarded with a recommendation to the Hapco Philadelphia Board of Directors for a decision. This decision will be considered final; the complaining member and the vendor will be so notified.

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Education *continued from page 1*

for successful property management. The session covered essential topics to enhance landlords' skills in the rental market.

Don emphasized the importance of creating strong lease clauses to protect landlords' interests. Attendees learned how to draft agreements that address common issues and minimize legal risks, ensuring smoother rental experiences.

A key takeaway was Don's advice on cost-effective screening techniques. Investment owners discovered strategies for conducting thorough applicant checks, including background screenings and credit assessments to select reliable tenants and avoid financial losses.

The session also addressed common landlord mistakes and provided proactive solutions to avoid them. Attendees gained insights on property maintenance and tenant relations, learning practical ways to maximize profits while reducing risks.

Eye-opening tips were shared on presenting rental units effectively, including essential do's and don'ts for showcasing properties to attract quality tenants and secure leases promptly. Don also covered rent collection strategies and managing post-tenancy damages, providing landlords with actionable steps to improve their rental business's fi-

ancial health. During the session, attendees interacted with Don to address specific property management challenges and seek personalized advice.

In summary, the educational session offered valuable tools for landlords to enhance their property management skills. Hapco Philadelphia remains committed to supporting landlords with resources and networking opportunities to foster success in our community. Turnout was excellent, and we were pleased to see so many of you there!

Up next, we're hosting a special event: a Hapco Happy Hour Networking Event on May 15 at 6:00pm, at Sueno, located at 114 S 12th St, Philadelphia, PA 19107. This is a chance to meet, greet, and expand your network within the real estate industry. Whether you're a seasoned landlord or just starting out in property management, this event promises valuable connections and engaging conversations. Mark your calendars and don't miss out! We look forward to seeing you there for an evening of networking and camaraderie. Let's build a stronger real estate community together!

Visit hapcophiladelphia.com for more details and to RSVP.



On April 17, Hapco Philadelphia hosted a free educational session. Photo Lauren Andreoli

DJCRE *continued from page 1*

still have those notes today!"

Growing up in what is now the Marconi East section of South Philadelphia, Musilli says his factory-worker father always emphasized financial security and real estate.

"My Dad would say, 'Get an education, save your money, and buy property.' I was off to the races after that."

When he got older, Musilli says he went off to what he calls "Real Estate School" and got a job with what was then Dominick J. Cilione Real Estate Incorporated. Years later, Cilione's daughter asked him to take over the business after her father retired.

"Dominick had been my mentor and I said, 'Yes' and 20 years later, the rest is history," recalls Musilli. "I changed the website to DJCRE and our hits tripled overnight."

Musilli says he expanded DJCRE from collecting rent for 40 people, to 1,280 units and 225 rental owners.

"I quadrupled the company and added insurance and property management services and an online rental payment system," notes Musilli. "And I stayed focused on rental property owners."

That is also when Fred Musilli says he realized the importance of being a Hapco Philadelphia Member.

"My entire career I've known about and been a member of Hapco Philadelphia because of Dominick Cilione," adds Musilli. "We even carried Hapco membership applications with us to get our rental clients to join."

Musilli says he read the Hapco Philadelphia newsletter every month and learned the importance of getting involved in the industry.

"I learned about going to City Council to see how laws affecting rental owners were formed and enacted. And Hapco taught me to sit in court to understand how judges apply those rules and laws," says Musilli.

One of the biggest challenges of his rental and real estate career was navigating the COVID-19 pandemic.

"Tenant advocates made us out to be the Devil and fighting that perception was a struggle," notes Musilli. "Tenants were told if you're having a tough time, just withhold your rent check because landlords can't do anything about it."

Musilli says the information put out by Hapco Philadelphia during the pandemic was a life saver for many rental owners who were owed tens of thousands of dollars in unpaid rent.

"People think rental owners are rich and uncaring and they don't realize we're just small, Mom and Pops trying to put food on the table, just like our renters."

After the pandemic, Musilli tried to educate the young employees he hired about the importance of education, communication, team building, and comradery---much of which was lost when people had to work from home.

"And the same principle goes for the relationship between rental owners and their tenants as well," contends Musilli. "Landlords are professional people and should act that way and tenants will respect that."

When he runs across a rental owner who's not a member of Hapco Philadelphia and is trying to go it alone, he tells them a story from his past. "When the sweet little old lady tenant you've had for years passes away, and her drug dealing grandson starts squat-

ting there...that's when you need to join Hapco!"

Musilli says he still owns his father's house in South Philly. It's the same home where he wrote those notes as a kid many years ago about going into the rental and real estate business. He feels his father would be proud to see what Musilli built and the philosophy he used to get there.

"When you start to fix problems that other people won't touch, you start to build a name for yourself," Musilli said.

"I am forever grateful for my father's love and inspiration."

You can email Fred Musilli at DJCRE at fred@djcre.com.

You can also call him on his cell phone at 215-915-8888 or visit his website: www.djcre.com



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Plan to Lower Housing Costs *continued from page 3*

current rates. This “lock-in” effect makes homeowners more reluctant to sell and give up that low rate, even in circumstances where their current homes no longer fit their household needs. The President is calling on Congress to provide a one-year tax credit of up to \$10,000 to middle-class families who sell their starter home, defined as homes below the area median home price in the county, to another owner-occupant. This proposal is estimated to help nearly 3 million families.

Down Payment Assistance for First-Generation Homeowners. The President continues to call on Congress to provide up to \$25,000 in down payment assistance to first-generation homebuyers whose families haven’t benefited from the generational wealth building associated with homeownership. This proposal is estimated to help 400,000 families purchase their first home.

The President isn’t waiting for Congress to lower costs for homebuyers and homeowners. Last year, the Department of Housing and Urban Development (HUD) reduced the mortgage insurance premium for Federal Housing Administration (FHA) mortgages, saving an estimated 850,000 homebuyers and homeowners an estimated \$800 per year. And today, the President is announcing new actions to lower the closing costs associated with buying a home or refinancing a mortgage.

Lowering Closing Costs for Refinancing. The Federal Housing Finance Agency has approved policies and pilots to reduce closing costs for homeowners, including a pilot to waive the requirement for lender’s title insurance on certain refinances. This would save thousands of homeowners up to \$1500, and an average of \$750, and the lower upfront fees will unlock substantial savings for homeowners as mortgage rates continue to fall and more homeowners are able to refinance. According to independent analysis, across the market title insurance typically pays out only 3% to 5% of premiums in claims to consumers, compared to

more than 70% in other types of insurance. Homeowners can still purchase their own title insurance policies if they choose to do so.

Lowering Closing Costs for Home Mortgages. The Consumer Financial Protection Bureau will pursue rulemaking and guidance to address anticompetitive closing costs imposed by lenders on homebuyers and homeowners. These charges—which benefit the lender but not the borrower—can add thousands to the upfront costs of a mortgage. Those upfront costs cut into the amount of homebuyers’ down payments and reduce homeowners’ available equity.

In the coming months, the Department of Treasury’s Federal Insurance Office will convene a roundtable of relevant industry stakeholders, including consumer advocates and academics, in order to discuss the title insurance industry and analyze potential reforms. Building on today’s announcements, President Biden is calling on federal agencies to take all available actions to lower costs for consumers at the closing table and help more Americans access homeownership.

Lowering Costs by Building and Preserving 2 Million Homes

America needs to build more housing in order to lower rental costs and increase access to homeownership. That’s why the President is calling on Congress to pass legislation to build and renovate more than 2 million homes, which would close the housing supply gap and lower housing costs for renters and homeowners. This legislation would build on executive actions in the Biden-Harris Administration’s Housing Supply Action Plan that contributed to record housing construction last year.

Tax Credits to Build More Housing. President Biden is calling for an expansion of the Low-Income Housing Tax Credit to build or preserve 1.2 million more affordable rental units. Renters living in these properties save hundreds of dollars each month on

their rent compared with renters with similar incomes who rent in the unsubsidized market. The President is also calling for a new Neighborhood Homes Tax Credit, the first tax provision to build or renovate affordable homes for homeownership, which would lead to the construction or preservation of over 400,000 starter homes in communities throughout the country.

Innovation Fund for Housing Expansion. The President is unveiling a new \$20 billion competitive grant fund as part of his Budget to support communities across the country to build more housing and lower rents and homebuying costs. This fund would support the construction of affordable multifamily rental units; incentivize local actions to remove unnecessary barriers to housing development; pilot innovative models to increase the production of affordable and workforce rental housing; and spur the construction of new starter homes for middle-class families. According to independent analysis, this will create hundreds of thousands of units which will help lower rents and housing costs.

Increasing Banks’ Contributions Towards Building Affordable Housing. The President is proposing that each Federal Home Loan Bank double its annual contribution to the Affordable Housing Program – from 10 percent of prior year net income to 20 percent – which will raise an additional \$3.79 billion for affordable housing over the next decade and assist nearly 380,000 households. These funds will support the financing, acquisition, construction, and rehabilitation of affordable rental and for-sale homes, as well as help low- and moderate-income homeowners to purchase or rehabilitate homes.

Lowering Costs for Renters

President Biden is also taking actions to lower costs and promote housing stability for renters. The White House Blueprint for a Renters Bill of Rights lays out the key principles of a fair rental market and

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Plan to Lower Housing Costs *continued from page 10*

has already catalyzed new federal actions to make those principles a reality. Today, President Biden is announcing new steps to crack down on unfair practices that are driving up rental costs:

Fighting Rent Gouging by Corporate Landlords. The Biden-Harris Administration is taking action to combat egregious rent increases and other unfair practices that are driving up rents. Corporate landlords and private equity firms across the country have been accused of illegal information sharing, price fixing, and inflating rents. As part of the Strike Force on Unfair and Illegal Pricing announced by President Biden on Tuesday, the President is calling on federal agencies to root out and stop illegal corporate behavior that hikes prices on American families through anti-competitive, unfair, deceptive, or fraudulent business practices. In a recent filing, the Department of Justice (DOJ) made

clear its position that inflated rents caused by algorithmic use of sensitive nonpublic pricing and supply information violate antitrust laws. Earlier this month, the Federal Trade Commission and DOJ filed a joint brief further arguing that it is illegal for landlords and property managers to collude on pricing to inflate rents – including when using algorithms to do so.

Cracking Down on Rental Junk Fees. Millions of families incur burdensome costs in the rental application process and throughout the duration of their lease, from “convenience fees” simply to pay rent online to fees charged to sort mail or collect trash. These fees are often more than the actual cost of providing the service or are added onto rents to cover services that renters assume are included—or that they don’t even want. Last fall, the FTC proposed a rule that if finalized as proposed would ban mislead-

ing and hidden fees across the economy, including in housing rental agreements. Last month, HUD released a summary of banned non-rent fees within their rental assistance programs. These actions build on voluntary commitments the President announced last summer from major rental housing platforms to provide customers with the total, upfront cost on rental properties on their platform.

Expanding Housing Choice Vouchers. Over the last three years, the Administration has secured rental assistance for more than 100,000 additional households. The President is calling on Congress to further expand rental assistance to more than half of a million households, including by providing a voucher guarantee for low-income veterans and youth aging out of foster care – the first such voucher guarantees in history. Receiving a voucher would save these households hundreds of dollars in rent each month.

Podcast *continued from page 1*

You’ll discover some of their tips, tricks, and advice on how to thrive in the best industry in the world...being a rental and investment property owner.

Anthony and Latisha also talk about being members of Hapco Philadelphia’s “Media



Anthony and Latisha Krupincza.

Pool” that helps tell the stories to the world about what Hapco Philadelphia members are up against.

Also, on the next “Landlord Tenant World,” you’ll meet the horseback-and-motorcycle-riding, law-practicing rental property owner and new Hapco Philadelphia board member, Kerry Nelson!

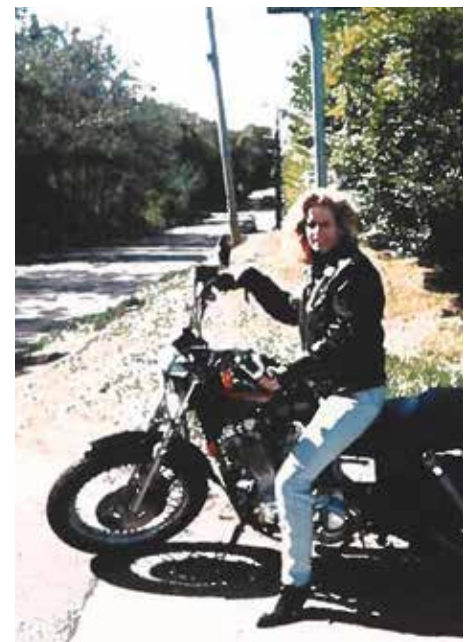
You’ll find out the pickup truck-driving farm girl from upstate New York took an unusual path to becoming a rental property owner in Philadelphia!

And you’ll hear Kerry’s vision for the future of Hapco Philadelphia and rental ownership.

The 30-minute video podcast “Landlord Tenant World” airs every month on Hapco Philadelphia’s YouTube Channel, HP website, and HP social media platforms!

You can watch the most recent episode of “Landlord Tenant World” here:

www.youtube.com/watch?v=vH3sH4U25A8 and you can see all the podcast episodes and Hapco Philadelphia videos here: www.youtube.com/@hapcovid5596



Kerry Nelson on her motorcycle!



Over the Transom

Edited by Claudia Christian

Some recent traffic on Hapco's Online Forum:

Names have been withheld to protect the innocent. Responses reflect the views of the Forum respondents and not necessarily those of Hapco Philadelphia.

HAPCO UPCOMING EVENTS

Reminder: Please register for the upcoming General Membership Meeting on June 4th, 2024, from 6:30 PM to 8:30 PM. We're thrilled to announce that the speakers will be CM Katherine Gilmore Richardson and CM Rue Landue! We eagerly anticipate your presence at the meeting!

Registration link is below.

<https://hapcophiladelphia.com/hapco-member-webinar>

Or call Hapco Philadelphia 215-684-1684.

Reminder: Hapco Happy Hour Networking Event on May 15 at 6:00pm, at Sueno, located at 114 S 12th St, Philadelphia, PA 19107. This is a chance to meet, greet, and expand your network within the real estate industry. Visit hapcophiladelphia.com for more details and to RSVP.

REFRIGERATOR ISSUE-URGENT

Post: Does someone have someone that could come out today or tomorrow to fix a refrigerator? It Needs a motor (fan)/Top is cold bottom is not. I had someone come out Tuesday and he got the part but has very

lame excuses why he can't come to put it in. My tenant is freaking out. Rightfully so.

Response: Try Dwayne at (215) 669-8124

Response: I have used Eric from Pro Appliance I find him to be very responsive I don't know if he can do same day service but might be worth a try:

OPEN JUDGEMENT TO INCLUDE DAMAGES

Post: Has anyone re-opened a judgement after the tenant has vacated to charge them for damages or do you have to initiate a completely new case? If anyone knows what the process is, I would appreciate the feedback. Depending on what is involved, I may want to do so.

I do have a new address for the former tenant -- my understanding is that getting them served is the biggest issue.

Also, if the tenant does not reside in the city of Philadelphia any longer does that change things? She is still residing in the state of PA. Thanks in advance.

Response: I'm curious about the answer here. This would be a good question on the next 'Ask the Attorney' session.

Response: Yes I agree, but I can rarely make it to those sessions. I did attend one meeting and I found it to be very informative; hopefully I can make the next session.

LEAD DUST INSPECTIONS

Post: Who are you all using for lead dust inspections? Are you paying per unit based on the size of the unit?

Response: I highly recommend Philly Lead Inspectors. My old building's units have passed every time. 267-225-5122.

Response: F&L Lead Dust Inspectors

continued on page 13

Over the Transom continued from page 12

215-200-7090 or 484-430-1114 flspectors@gmail.com

Response: I imagined that the inspector chose spots on the floor and windowsills at random. I've been using Francho's company, F&L Lead Dust Inspectors since the rule went into effect. Easy to deal with and they can coordinate with the tenant so you don't have to waste time going back and forth trying to get everyone lined up.

The price isn't based on the size of the house, it's basically the number of bedrooms as the inspectors are paying their labs by the number of samples submitted.

Response: It's hard to coordinate getting specific areas thoroughly cleaned, dried, and covered with something. Then it may be a couple of days or ? until the inspection is done.

Isn't there anyone who will do the wipe down of the areas to be inspected, let them dry, and then run the test?

Response: You can clean right up to an inspection.

Response: Not all dust is lead. We recommend our clients to clean windowsills and floors or have the tenants clean them. Just make sure the windows are closed after cleaning.

While I am aware some lead testers clean before the testing and then wipe, that is against EPA rules. They allow cleaning up to an hour before testing so dust have time to settle.

Response: What is the purpose of this test? To know what dust is settling from the air? Why does the dust need time to settle?

Response: Just a question. What happens if your property fails the inspection. Even if it passed before.

Do the tenants have to move out as it's now not suitable? Just wondering what happens.

Response: It is to measure that the property's lead levels are within the acceptable lead levels. This is done to protect kids from lead poisoning as lead dust is the biggest culprit. Renovations tend to make the levels higher if there was lead in one of the layers of paint. I have seen many landlords do entire renovations with a baby living there. This is unfortunate for the child as lead has lifelong effects for them. In terms of letting the dust settle, EPA wants a real reading. If you wipe right before testing, you are not going to get that. While if there is lead in the property, dust would go back to those areas.

Response: It really depends if a child under 7 is residing there. We recommend to our clients addressing any issues as quickly as possible when a child is residing there. If your property passed before AND your inspector did a proper visual inspection of the paint, your paint should not be too bad, but the reason why this is done every four years because paint can deteriorate over time. Landlords should really be monitoring the paint for chipping paint especially if kids under 7 reside there. The city instructs tenants to report chipping paint to landlords and if landlords ignore it to L&I. I am doing a property tomorrow where the tenants have been

giving grief to the landlord and not paying over chipping paint. Generally, tenants don't need to move, but it really depends on how bad the condition of the paint is, how high were the test results and whether a child under 7 resides there. I hope this is helpful. Also, forgot to mention if a pregnant woman resides at the property.

Response: I believe that is incorrect. My understanding is that ALL landlords must get a satisfactory lead inspection report whether or not there are any children or pregnant women going to be living in a unit.

Response: The question was whether tenants have to move or not if a unit does not pass. I responded it depends. Yes, all residential rental units built before 1978 have to be tested. There are a few exceptions to the testing such as owner occupied, commercial units, units that were tested and are certified lead free, new construction, university owned housing and HUD owned housing.

Response: Don't you love the double standard excluding university-owned housing and public housing from the lead testing rules?

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Advertising Rates and Information about the Hapco Monthly Newsletter

Claudia Christian | 215.287.5345 | cchristian@pressreview.net
The deadline for each issue is the last day of each month.

FEEDBACK NEEDED FROM HAPCO MEMBERS ON POTENTIAL NEW SERVICE

Post: Hapco Members,

We are working diligently to provide as many value added services for members of Hapco. Currently the team is working on finalizing a partnership with another "Tenant Screening" service.

The service would be an added cost paid separately to the provider, but through an account provided via the partnership which would include a discount.

We are asking if that service is something that many of our members feel they would use? Attached to this email are two views of the features of the reports the screening companies will provide. If these features are sufficient, please provide feedback on whether or not the services would be beneficial to Hapco members.

Response: Is there a feature to verify income?

Response: The standard levels of packages with the screening service don't automatically include income/employment verification but the company does do it as an added charge.

Keep in mind (and this is my opinion) I don't think income/employment verification can be included for the price of what any of these tenant screening companies charge in their package's prices. The verifications require contacting a person's employment as there are no databases that universally includes that info to download and review. And it likely takes a few days to complete.

Response: Thanks anyway but I don't think I will use it. We use Rent Spree or Zillow for background check screenings. The tenant pays for their own application

GOOD EXPERIENCE WITH A CLEANING SERVICE

Post: I just wanted to let the group know about the good experiences I've had with Jenny's Cleaning Service. Jennifer has

cleaned my last 3 Flip properties and has done a couple tenant turnovers for me. She has also patched and repaired walls, caulking and things like that for me. She always does a great job, prices are very reasonable and she's friendly and trust worthy. She lives in the Port Richmond area but will travel to most parts of Philly and the surrounding areas. Prices depend location, size of the property and what needs to be done. 215-970-6538

Response: I live in Fishtown and have a 3 unit near my house. I also have a triplex in Grad Hospital. Most of the time my tenants leave it clean and do it themselves, but there are times they get flustered with the move and all the drama and they just want to hire someone to do it. I try to give them recommendations. Certainly, close to me as that is helpful. Most important is reliability. I have tenants lined up and ready to move in before tenants move out so a quick turn is critical.

Why Advertise with Hapco Philadelphia?

As Hapco Philadelphia grows its reach and leverage within the Philadelphia rental property community, unique advertising opportunities exist for those whose products or services target property investors across the city.

If your business is in real estate, finance, lead testing, insurance, fire protection, inspections, cleaning, restoration, repair, furnishings, landscaping, security or anything rental property-related, don't miss this opportunity! Just look at all the ways you can advertise through Hapco Philadelphia:

The Hapco Newsletter you're reading right now! Last month's Hapco Newsletter was blasted to the active emails of more than five thousand landlords, real estate professionals and other stakeholders with an interest in investment property. And that doesn't even count the thousands of views we get on our website each month that offer members and non-members the opportunity to read the Hapco Newsletter for free!

The Hapco Podcast. Become a sponsor — or even a title sponsor — of the only podcast devoted to Philadelphia investment property owners and managers. Our monthly podcasts have already been viewed more than 700 times since we launched in February, and we're just getting started. This is your opportunity to have your product or service promoted — or even appear as a guest on the show!

The Hapco Handbook. When you have a real estate question, chances are the 187-page Handbook has your answer. This members-only document has been digitally opened nearly two thousand times so far this year! And the average reader spends more than eight minutes perusing it. Your ad can even be placed in a section of the Handbook that is relevant to your product or service!

The Bi-Weekly Email News Blast. We blast our news email every other week, and they were opened more than two-thousand times in April. That's a lot of eyes that could be seeing your ad!

Advertising with Hapco Philadelphia is easy and affordable, so reach out to the office at 215-84-1684 or email priya@harcophiladelphia.com for more info!

DIVERSIFIED INVESTORS GROUP

A community of like-minded investors created BY real estate entrepreneurs



Reasons to JOIN HAPCO Philadelphia

— hapco@harcophiladelphia.com —

FEATURES & BENEFITS OF MEMBERSHIP:

- NEW Fully Integrated Website
- Streamlined forms for landlord & tenant legal actions
- Searchable archive
- Continuous updates of legislative matters
- Updated news & information feeds
- Announcements & calendar events
- PA state level legislative activity & PROA
- Online store (coming soon!)
- Special "ask our lawyer" section
- Exclusive members-only online Forum
- Facebook, LinkedIn & YouTube channel
- Online monthly newsletter, including news, trends, & editorials
- Educational series, lectures & roundtables
- Affordable, Tax deductible membership dues
- General Membership Seminars featuring guest speakers from the local business community, building, industry, and elected officials
- HP-PAC to support our various interests and causes on behalf of its members
- Exclusive members-only discount at major retailers like Home Depot and Sherwin-Williams
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- Get involved! Exciting opportunities to make a difference by joining Hapco Philadelphia's wide array of committees.
- Meet-and-Greets!

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Nobody **Wants** to Evict a Tenant

HapcoPhiladelphia and its members appreciate and value their tenants and the symbiotic relationship they share. Unfortunately, sometimes that relationship breaks down, with the necessity of court intervention in order to reclaim your property. Eviction is likely a last resort.

Everyone knows that going to court is time-consuming and expensive; HapcoPhiladelphia membership benefits include access to our one-stop solution to Philadelphia Municipal Court. Exclusive members-only fee structure provides top legal professionals who will guide and advise you on how the process works, from paperwork origination, mediation, settlement negotiation and, if

necessary, actual eviction and lock-change, so you are comfortable knowing your rights as a property owner are known and respected.

Professional Services Fee Schedule

Diversion/Mediation.....\$294

Step-By-Step Method

- Municipal Court Hearing.....\$294
- Writ of Possession.....\$191
- Alias Writ (actual eviction)..... \$350
- Reschedule Eviction For Landlord/Tenant Officer \$52
- Petition Hearing *Call lawyer's office directly for payments.*

To join HapcoPhiladelphia and for more information, or to register visit at HapcoPhiladelphia.com



Serving Philadelphia's Investment & Rental Property Community

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