

Special Topics:

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Final Topics:

- Specialised Housing Markets;
- Affordable Housing
- Continuing Your Property Management Education;



Part One: Specialised Housing Markets;

Specialised Housing Markets:

- Not all property management is concerned with a particular type of housing;
- There are apartments;
- There are maisonettes;
- There are duplex,
- There are condos;
- One has to see what is in demand in the area that you have your property estate.
- What about students?
- What about disabled individuals?

Understanding the market

One of the best parts of catering to specialised housing markets is knowing that tenants will pretty much always be out there eager to get into your property;

There will always be demand for non traditional housing that appeals to specialised markets, but working in this market requires more focused approach to property management that centres around targeting the right groups of renters, equipping the units properly, and pricing them at a rate that the targeted sector can afford to pay.

Workforce Housing:

- If prices for property reach certain heights, only a few can afford to own such a property. Hence this is mitigate through the option of seeking property to rent.
- Such tenants could be a potential market for your property.



Disabled Access:

- Disabled individuals face significant challenges when trying to find a place to live, but they also have significant protections that help them get through obstacles.
- As a property manager you cannot ask a person if he or she has a disability or illness, nor can you ask to see medical records.
- You will have to provide accommodations and you will likely have to allow the person to make reasonable modification to your property (at his or her expense)
- As a property manager you cannot discriminate against disabled individuals, but you can create accommodations that makes their lives more comfortable.



Physical or mental disability:

- Mobility impairments;
- Hearing impairments;
- Visual impairments;
- Chronic alcoholism(if it is being addressed through a recovery program)
- Mental illness;
- HIV, AIDS, and AIDS- related complex or mental retardation;
- A history of such a disability or are regarded by others as through they have such a disability.

The landlord and the disabled

- As landlord, you'll need to pay particular attention to the accommodations in your unit and whether they are adequate for disabled individuals.
- Someone without disability probably wouldn't immediately notice the width of the doorway, for example but a person using a wheelchair that measurement could be critical.

Student Units

- Students housing is a particular choice for property managers whose units are located in close proximity to a college or university.
- Every autumn , a swing of new, prospective tenants converges on campus, hoping to live somewhere other than a cramped dorm.
- Sometimes they live in groups, while others live alone or in pairs.
- Either way, these renters tend to make good customers for anyone who doesn't mind a complaint call once in a while about a wild party being held at their property



STUDENTS

SEMESTER CLOSING PARTY

GO WILD!

IN THE HOUSE BEER HOUSE

1100 UNIVERSITY AVENUE

ALL BEER DRINKS 4-4, ALL SHOTS (40%) 1.00€, ALL COFFEE DRINKS 2-4
RED WINE 2.90€, ALL KISS COCKTAILS 5.00€

Students Housing:

- Nevertheless student housing presents a significant opportunity for landlords who can fetch premium rates for their properties and have the cost split between two or more families.
- Landlord and tenants have right and obligation namely:

Landlords are obliged to:

- Effective protection against the elements;
- Plumbing facilities that function properly, including hot and cold running water and sewage disposal;
- Working heating facilities;
- Properly maintained electrical wiring;
- A sanitary building and ground free from debris, filth, rodents, cockroaches, and so on;
- Adequate garbage receptacles;
- Floors, stairways, and railings that are in good repair;
- Reasonable notice (usually 24 hours) to enter your apartment unless there is an emergency.

Student tenants must:

- Keep the premises clean and undamaged;
- Dispose of garbage and trash properly,
- Use the electrical, gas, and plumbing fixtures properly and keep them as clean as their condition permits;
- Keep any person on the premises with permission from wilfully damaging the premises or the facilities.
- Use each room only for the purpose for which it was intended;
- Inform the landlord of all roommate changes

Expanding your Horizons:

- As a property manager, the world is your oyster when it comes to finding tenants.
- You can opt for the traditional catch all approach by casting a wide net for whatever bites, or you can narrow your options and set your sites on a specific group of individuals that you know would make good tenants who pay on time and take care of your properties as if they were their own.

Part 2: Affordable Housing

Affordable housing:

- It is important that you are conversant with the law regulating such activity;
- In this respect each area has its own particular exigencies hence collaboration with the local councils will also assist in having a peaceful landlord/tenant relationship;

Basic obligations:

- Do not discriminate;
- Ensure a fair treatment of the regulations imposed by authorities and adopted by the trade;
- Play by the rules:

Play by the rules:

In our increasingly litigious society, it's important that property managers follow the rules carefully when selecting, renting to, and evicting tenants.

These three junctures tend to present the most obstacles and should be entered into carefully, particularly if you see any possible sign of a problem down the road.

Using a combination of common sense, the information you're learning and the good advice that you seek will enable you to avoid any tangles with tenants and /or law over possible discriminatory practices.

Part 3: Continuing
Your property
Management
Education.

On going resources:

- Stay up to date;
- Learn your areas where you have the property in respect of laws or conditions regarding landlords and tenants;
- Join a local landlord association;
- Keep an eye on the classified ads.
- Don't get complacent about legal issues, your local rental markets or trends in land lording (such as new tenant scams) there will always be something to surprise you in this field.

Any questions?



Exam Techniques:

The
End!



The image features a white background with two large, teal-colored geometric shapes. On the left, a teal triangle points towards the center. On the right, a teal trapezoid is positioned, also pointing towards the center. The text 'The End:' is centered between these two shapes.

The End: