



Early-Termination and Eviction Relief

With the exception of a blindside repair bill, (as when a furnace goes out), the most difficult experience for landlords is when the tenancy is terminated unexpectedly; either as an unforeseen 30 day move-out notice, a broken lease, or worse, an eviction. A repair bill ultimately enhances the property's value (as a new heater would). A vacancy is just *lost revenue*. *An eviction is loss revenue plus a bill and a day in court.*

Early-Termination and Eviction Relief will help Owners minimize the financial impact to all of these common scenarios for the small monthly cost of \$10 per unit. Here's how it works:

Unforeseen 30 day Move-Out Notices:

- We agree to charge only \$200 to place any tenant on a month to month basis, no matter what the rental rate is for the property. No exceptions.
- This means that there is no additional "Tenant Placement Fee", hence no additional financial risk to the Owner for renting on a month to month basis, if it's the "right thing to do" for the unit and / or tenant.

Broken Leases:

- We guarantee that we will not charge more than one "Tenant Placement Fee" per year – beginning from the actual date of the tenant's lease agreement.
- This means that if a tenant moves out within 365 days of their move-in date, whether they are terminating their lease, or through an eviction, we will re-rent the unit without any additional tenant placement fees (i.e. for free).

Eviction Protection

- We pay for 100% of the expense of any non-judicial eviction* of any tenant that we've placed in the property**.
- This means that we will "insure" the risk of our tenant placement and protect our Owners from a tenant's loss of job, medical bills, or any other unforeseen difficulties.
 - i. *The only eviction costs *not* covered are if the case goes to a jury trial. (I've only been involved in this scenario 1 time in 25 years; if it happens, we will work for a favorable Owner outcome.)
 - ii. **For tenants that we "inherit", this service is effective only after 180 days of occupancy under our management company.

Why have we adopted Early-Termination and Eviction Relief?

- The economy has changed. Rents are increasing faster than incomes, and scarcity in inventory means that many tenants "overreach" and can find themselves out of work or with difficult life changes that leave them unable to pay their bills.
- Conversely, financially stable tenants change plans for work or spousal issues, or even to buy their own home.
- Tenant-landlord laws are more complex; and the eviction process is more prone to risk than ever before.
- By paying on a per-unit /per-month basis, owners build the needed reserves to provide this level of security.

The Garcia Group has the experience and track record of maneuvering through challenging situations and simply put, we are confident in offering our resources to keep our owners better insulated from the negative impact that vacancies cause.

For this reason we welcome you to Early-Termination and Eviction Relief.