



## Message from the President...

### It Is Here!....Philadelphia Property Owners Are Now Required to have 10-Year Life Smoke Detectors and Mandatory Lead Paint Inspections

Several new regulations have become, or will soon become, effective for rental properties in the city of Philadelphia. These two new regulations include mandatory 10-year sealed battery smoke detectors and mandatory testing for lead paint for any property pre-1978 that is being rented to person with a child under the age of six.

**10-Year Sealed Battery Smoke Detectors** – It is now required to have these new lithium battery smoke detectors with sealed 10-year life batteries in every level and every bedroom of any rental property in the city of Philadelphia. The city also recommends that as they are installed, a photo of each new smoke detector be taken and stored as proof they were installed. They are also recommending that landlords get written acknowledgement from tenants that the new smoke detectors have been installed.

Del Val will be going to each and every property we manage in Philadelphia to change out the old non-compliant smoke sectors and installing the new 10-

year life batteries as well as photograph each new one and, where possible, getting the tenant to sign an acknowledgement that the new compliant smoke detectors have been installed.

**Lead Paint Testing** - Beginning December 21, 2012, Philadelphia landlords must provide to every new tenant who have children 6 years or under who will be residing in a property built before 1978, a Lead Safe or Lead Free Certificate completed by a EPA certified lead dust sampling technician before the tenant enters into a lease. After the tenant signs receipt of the Certification, the landlord must mail a signed copy along with a copy of the dust wipe test results to the Philadelphia Department of Public Health.

There are two required tests including a visual certification and dust wipe certification.

**Visual clearance** – A EPA certified Lead Dust Sampling Technician visually inspects the property to determine that there is no evidence of deteriorated paint, paint dust or paint chips.

**Dust wipe clearance** - Dust wipe clearance means that after visually inspecting the property an EPA certified lead dust sampling technician has taken dust wipe samples, which are analyzed by a certified lab and show that the area tested is free from hazardous lead paint dust.

Del Val has personnel that are EPA certified lead dust sampling technicians and will be performing these required tests going forward. Please feel free to call us if you would like to talk through any of these issues.

Thanks,

*Mike Lautensack*

President

**Del Val Realty & Property Management**

#### INSIDE THIS ISSUE

- 1 Message from the President...
- 2 Introducing Rent Protection...
- 3 Other Services Offered by Del Val
- 3 Del Val Moves into New Office
- 4 Del Val Personnel Contact Numbers & Other Important Information



## Introducing Rent Protection



Del Val is now offering a unique and innovative product to our clients call **Rent Protection**. Rent Protection offers home owners and landlords a way to protect against non-paying tenants thus reducing financial risks associated with real estate rentals.

We can now offer Rent Protection for up to 6 months of unpaid rent and \$500 in legal costs of eviction. For example, if your tenant does not pay rent for 3 months and their monthly rent is \$1,000 you are out \$3,000. Now add \$500 for legal fees to evict and your total cost is \$3,500.

With Rent Protection you can submit a claim and get back 2 months' rent and your legal fees of \$500. Use the security deposit of \$1000 to cover the other month and you are made whole.

Landlords will now be protected as follows;

- Up to six months' of unpaid rent, or \$5,000, which is less, and
- Legal fees from eviction up to \$500.

### How it Works

For an annual fee of between \$300 and \$420 you can purchase annual Rent Protection for one property and the tenant(s) leasing that property against non-payment of rent and legal fees. We may even be able to pass this cost on to the tenant and add it into their monthly

lease payment. For example, if the advertised lease price is \$900 and you want to use Rent Protection, you could require the tenant to pay \$930 and cover most, or all, of the cost of the Rent Protection.

### What Is Covered?

Rent Protection covers our clients from tenants who default on their monthly rent payments and eviction expense for taking legal action against tenants for unpaid rent. Rent Protection will reimburse you for court cost and legal expenses incurred to remove a tenant from your rental unit.

The Rent Protection program is an easy and cost effective way to protect your rental income. Del Val makes it quick and easy to protect your properties. Everything from buying the protection, to receiving your documents, to making a claim, or amending your program is done by Del Val. And remember, the full cost is tax deductible against your rental income – saving you even more money!

### Limits on Rent Protection

One of the requirements of Rent Protection is that the tenant must be prescreened by Del Val (cannot be used on tenant(s) that we assume) and the tenant(s) can NOT have any evictions in the last five (5) years. The tenant must also have signed a Del Val lease – we cannot accept other people's lease as part of this program.

Currently we are only allowing Rent Protection on monthly rents below \$1,500 (you may purchase Rent Protect for higher rents, but understand you will be capped at \$1,500 if you submit a claim).



## Other Services Offered By Del Val ..

### Rent Collection Services

**Del Val Property** will collect your rent through our automatic online payment system or by check or money order to our Office. Once the tenant's money has cleared, we will send your money within 2 or 3 days by wire transfer so there is no waiting for mail.

Our real-time reports and online tools allow owners to review the status of all tenant balances and payment information at any time using a web browser.

The HUGE advantage of us collecting your rent is the appearances of a large professionally managed company collecting rent which will encourage tenants to pay on time. Tenants will know that they must pay on time or they will be promptly evicted.

We will also make up to two (2) phone calls per month to tenants if they have not paid on time and send weekly emails to encourage prompt payment.

\* The \$24.95 fee is for 1 - 5 units; fee is \$49.95 for 6 to 10 Units and \$79.95 for over 11 units.

**Why Do You Think 10% of Real Estate Investors Make 90% of the Money?**

**Click Here to Find Out Why!**

<http://www.private-lending-secrets.com/>

### Del Val Moves into New Office!

We are proud and excited to announce that due to our growing business, we have moved to a larger office. Our new address is 81 Lancaster Ave, Suite 218, Malvern, PA 19355.

Our office is located in the Great Valley Shopping Center and accessed by going through the white, double doors in the middle of the shopping center and taking the elevator to the 2<sup>nd</sup> FL. If you are in the neighborhood, please stop by and say Hello!

#### Welcome New Owners This Month...

- **Tom Njegovan**
- **Matt Kessler**
- **Larry Spayd**
- **Charis Giles**
- **Steven Solla**
- **Dr. Fahd Rahman**
- **Jane T. Cortino**
- **Chandra Chellapilla**
- **Albert & Suzana Harris**
- **Nipa Thakkar**
- **Anita Pavao**
- **Adrian & Rebecca Porrata**
- **CEJ Holdings LLC**
- **Jonathan Backlund**
- **Ed Peyser**

**Please feel free to refer a friend or colleague to Del Val and get 2 FREE months of Property Management Services!**



## Del Val Realty & Property Management

81 Lancaster Avenue, Suite 218  
Malvern, Pa 19355

<http://www.delvalproperty.com/>

**Mike Lautensack** – 215-695-3007 Ext 240  
[mlautensack@delvalproperty.com](mailto:mlautensack@delvalproperty.com)

**Chip Robinson** – Broker – Rent, Buy or Sell  
215-695-3007 Ext 230

**Mark Boudrie** – Business Development  
215-695-3007 Ext 280

**Jim McEachern** – Maintenance Director  
215-695-3007 Ext 270

**Terri Ulaner** – Administrative Assistant  
215-695-3007 Ext 250

**Don't forget, your referrals are  
ALWAYS welcome; please contact Mark  
at Ext. 280 with a name and number!**

**Have a Great Holiday Season!!**



## Other Important Information...

### Sense of Smell

1. Smell is the most powerful image builder of the five senses.
2. The sense of smell is the most impressionable.
3. 75% of the emotions we generate daily are affected by smell.
4. Scent is proven to make people and environments more attractive!

"Melvin Oatis, clinical supervisor of the [New York University Child Study Center](#), said, "The sense of smell is so primal, it goes into an odor part of the brain before it can all register and it's an unconscious wonderful thing that happens to you. So that sense of smell actually translates later into, 'Oh, I wasn't even hungry, but now I want popcorn.'"