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Advocating for the rights and interests of all landlords in SA to create a balanced and fair rental environment.



LANDLORDS'

ASSOCIATION (S.A.) INC.



Our Values

We have recently updated our mission statement and values.

In collaboration with the committee, Peter Savvas has refined LASA's values to resonate more powerfully with our mission and identity. Our four pillars—**Advocacy, Support, Education, and Community**—now stand as the cornerstone of our association, reflecting who we represent and what we stand for.

To explore the complete values and learn how LASA remains dedicated to creating a balanced and fair rental environment, please visit our website landlords.org.au

General Meeting

Tuesday 7 November
Arrive 6:50 for 7pm start

Fullarton Park Community Centre
411 Fullarton Road Fullarton,
SA 5063 Parkview Room

URGENT!

The Malinauskas government is proposing sweeping changes to the Residential Tenancy Act 1995.

Here's What's at Stake:

1. Eliminating your right as a landlord to refuse pets without reason.
2. Removing your ability to take possession of your property without cause.
3. Reducing the number of periodic inspections to just four times a year
4. Granting tenants the ability to make minor modifications to your property without your consent

These proposed changes could exacerbate the rental crisis. Let's stand up for our rights!

What can you do?

It's time to RISE and FIGHT for your RIGHTS! Take IMMEDIATE ACTION: **Visit your local member, EMAIL them, or GIVE THEM A CALL!** Even if they choose to IGNORE you, TOGETHER, we can FORCE them to LISTEN!

As a private investor in a free market,

YOUR RIGHTS to manage your property risks are UNDER SEVERE THREAT!

Landlords fill the gap where GOVERNMENTS have FAILED. Why should we be PUNISHED for providing SOCIAL HOUSING? The time to ACT is NOW!"

VICE PRESIDENTS REPORT

MARCO ARNESE



I am pleased to inform you that each of you will be granted access to the members' portal on our website. Within this portal, you will have the opportunity to:

1. Offer suggestions to the committee.
2. Provide a platform for landlords to share their tenant-related experiences, which will subsequently serve as critical evidence for our submissions to the government when the need arises.
3. Utilise the TICA national tenancy database, a valuable screening tool, to aid in your tenant selection process. Please note that each member is entitled to two free searches per year, while additional reports will be available at a heavily discounted rate for members
4. Access RP-DATA reports by CoreLogic, a resource commonly employed by investors to make informed decisions regarding property investments. Each member is entitled to four free reports per year, while subsequent reports will attract a nominal administration fee.
5. Retrieve past committee and general meeting minutes as well as financial reports spanning several years.
6. Access all newsletters distributed by the association.
7. Access the Landlords Kit, a comprehensive resource for property management.

First and foremost, I would like to express my gratitude to all committee members for their invaluable assistance over the past 3 months. It is essential to acknowledge the substantial efforts that have been undertaken behind the scenes during this time.

I kindly request that you carefully read this newsletter, as it will outline forthcoming alterations in the delivery method of our newsletter and provide step-by-step instructions on how to access our website.

In addition to these developments, we have initiated an advertising campaign aimed at disseminating information about the impending government changes. This campaign is complemented by a podcast produced and shared on YouTube by Peter Savvas and myself. We envision that this platform will allow us to conduct interviews with pertinent industry stakeholders such as SACAT, CBS, government ministers, and fellow landlords.

The committee firmly believes that by providing relevant property management information and earning the trust of individuals, we are more likely to attract new members

Furthermore, we are of the opinion that focusing on individuals interested in property investment enhances our chances of converting them into association members. We hold the view that individuals who research the property market and make informed decisions possess the capability to manage their properties effectively if they so choose.

This rationale underpins our decision to offer RP-DATA, with the understanding that the committee will not provide financial advice. Instead, we are offering a tool that investors can utilise to make well-informed market decisions. At the end of the day, all landlords are investors.

In addition to these developments, I have had discussions with Andrew Kent, the president of the Australian

Landlords Association (ALA) based in Victoria. These discussions aimed to gauge the impact of government changes to the Residential Tenancy Act on landlords. As anticipated, the impact has been adverse. Mr. Kent extended an invitation for our association to join the ALA, as one of their ongoing projects seeks to legally compel the government to allocate a portion of bond money to landlord groups.

Currently, in Victoria, half of all bond money collected goes to tenancy groups, while the remainder goes to the government. From an equity standpoint, we perceive this as unjust and unfair. Consequently, the committee has resolved to join the ALA at no cost to the association, with the objective of investigating their approach to addressing this matter.

In light of this unfair bias towards tenants, I've taken the opportunity to explore cost saving measures with other affiliated organisations like the Property Owners Association of Queensland and the Property Owners Association of Australia. It would be desirable to share resources (like TICA and RP-DATA) and hence costs. This collaboration should also allow us to draw on a larger pool of experiences to further our cause. I will keep you updated on how this is progressing.

Recently, I also had the opportunity to talk to Frank Pangallo on air on the Italian Radio Station (531AM). Overall, he seems to be sympathetic towards landlords – in particular to pets - however he is of the opinion that a reason should be given to tenants to vacate a rental property. Again, on face value, this seems to be a reasonable position. However, as experienced landlords, we know how legislation is implemented and therefore how SACAT conduct themselves when dealing with problematic tenants. It is our job to show Mr. Pangallo the implications of removing the so called 'no...

VICE PRESIDENTS REPORT CONT

...eviction' clause. John Wyk and Peter Savvas have emailed him (printed in this newsletter edition) outlining our concerns on this issue.

I would stress that you too send him an email outlining your concerns on this issue.

Mr Pangallo can be emailed on pangallo.office@parliament.sa.gov.au

I would like to thank Melissa Savvas for creating our new Facebook page – (it was easier to create a new Facebook page than to revitalise our old one). I encourage members to add themselves to it, share the page, and its posts. This is how we grow our membership.

Finally, I urge you to attend our forthcoming general meeting to gain a deeper understanding of the features and capabilities of our website.

Warm regards,

Marco Arnese
Vice President



Accessing Landlords' Association (S.A) Inc. Website



Please Go to:

- landlords.org.au
- Click on 'member log in'
- Click on 'lost your password'
- Type your e-mail address
- Check your email account for the LASA reset request email, open it and click on the link
- Change your password

Have a look at the website!



Newsletter

Important update

In order to reduce costs and time in printing and sending newsletters by mail all future newsletter will be sent via e-mail.

If you still want a paper copy of the newsletter posted to your residence, you will need to contact Rodney Webb on the details below.

If you do not contact Rodney, you will automatically default to an e-mail newsletter.

Telephone: 0408 830 382

E-mail: rodney.webb@landlords.org.au

Secretary's Report

Peter Savvas

Dear Members

I would like to extend my gratitude to all of you for giving me the opportunity to serve as the Secretary of LASA. It is both an honour and a privilege to take on this role during my first term. Please bear with me for this relatively lengthy report – I promise that not all of my future reports will be this extensive!

Introduction

Allow me to introduce myself briefly. I have been a landlord for over 15 years and recently ventured into the world of residential and commercial finance. On a personal note, I am a proud husband of a strong and wonderful woman, Melissa, and father of two high-spirited boys, Max and Harvey. My motivation to join LASA stems from a deep belief that the rights and interests of landlords are of paramount importance and need strong representation and protection. I also firmly believe in striking a fair balance between the rights of landlords and the broader needs of our community.

Appreciation

I would like to express my sincere appreciation to the dedicated members of our committee for their warm welcome. In particular I must acknowledge Rodney and Patricia for their hospitality in hosting our meetings at their home, often extending well into the evening until 9.30pm. Such camaraderie and commitment within our association are truly commendable.

I would also like to take a moment to recognise our Vice President, Marco Arnese. His unwavering dedication to the association is nothing short of inspiring. Marco's diligence and tireless efforts are instrumental in driving our association forward, and I wholeheartedly support his initiatives and vision.

Future Vision

One such initiative is to actively target property investors to expand our membership base. I firmly believe



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that amplifying our voice in both the political and social spheres is essential and, given that all landlords are investors, this is an obvious demographic to garner support from. Whether landlords and investors self-manage their properties or engage a property manager, they remain subject to the proposed changes to the Residential Tenancies Act (RTA). As such, I see our advocacy services as equally applicable and necessary.

RP Data

I wholeheartedly endorse the decision to leverage RP Data as a tool to attract property investors to our association. I have used the system many times and can advocate for it as an incredibly useful tool to support decision making as an investor and landlord. In this endeavour, I will be leveraging my contacts in the real estate and finance industries to support our recruitment drive.

Podcast

I'm equally enthusiastic to collaborate with Marco on the LASA podcast. This platform holds great potential to disseminate our message and engage with key stakeholders. Having said that, our primary aim is to make this podcast valuable for our members. If you have specific topics, you'd like us to address or if you possess a compelling story or message you'd like to share as a guest, please feel free to reach out on my email below. Ultimately, our purpose is to serve your interests, so your input on the content you'd like to see is highly valued, and we are committed to producing it accordingly.

Social Media

I am pleased to announce that my wife, Melissa, will be utilising her expertise in online platforms to undoubtedly enhance our outreach and engagement with current and

potential members. She has agreed to talk to you a little more about the page and our online ambitions at our general meeting.

General Meeting

Unfortunately, I will be absent from the upcoming general meeting due to travel commitments. I will be in Peru, visiting the awe-inspiring Machu Picchu and trekking the Amazon. Nonetheless, I remain fully committed to the association's goals and objectives and am looking forward to getting back in to the mix as soon as I return.

Finally

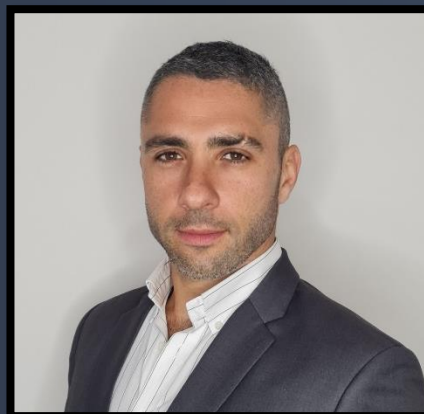
I am genuinely excited about the opportunity to work with the committee and contribute to the growth of LASA into a formidable advocacy and support group for all South Australian landlords.

Together, we can make a meaningful impact and ensure that the rights and interests of landlords are protected, and our voices are heard.

Thank you for your trust and support.

Sincerely,

Peter Savvas
Secretary
secretary@landlords.org.au
0419 898 941



Communication to Frank Pangallo

As a follow up to Marco's radio interview with Frank Pangallo, committee members emailed Mr Pangallo to express our concerns with the proposed changes to no cause evictions. Below are two of the emails sent to Frank from committee members. Thank you, John Wyk and Peter Savvas, for allowing us to publish your emails.

If you would like to listen to the show, please [click here](#)

Email to Frank Pangallo from John Wyk

Hi Frank,

I just heard a recording of your appearance on Italian radio, discussing changes to the tenancies legislation, in particular relating to no cause evictions.

I've been a private landlord for over 40 years.

I want to express my concern about the proposal to remove the grounds for ending a tenancy without providing a reason. The impact on fixed term tenancies was discussed on the program and I wholeheartedly agree with the concerns that Marco and Mario raised with you; a fixed term lease should be just that; fixed for both parties not just for the tenant. Imposing an obligation on the landlord to give one of the prescribed reasons makes it something altogether different, and will result in an adverse impact on the residential tenancies market, because it takes away the right of the landlord to manage their property.

I also have a concern about removing no cause evictions in relation to Periodic Tenancies. Currently to give notice with 'no reason' the landlord is required to give a longer period of notice – being 90 days – than when one of the prescribed reasons is provided. I presume that this acts as a disincentive to use 'no reason' notice where one of the prescribed reasons exists and gives the tenant additional time to arrange other accommodation.

There are circumstances, such as low-level harassment to neighbours, or other tenants in the group, where to give a reason will exacerbate the situation and result in 'victims' being the ones to move, and for them, all the disruption associated with moving and re-establishing at a new location. In the past one of my tenants has had the fortitude to take the offending neighbouring tenant to the Tribunal... that was after numerous police attendances and with my full support as landlord. The outcome was that the offender was given another six months by the Tribunal with the situation to be reviewed after that. In that case the victim tenant and her small child moved soon afterwards.

Another scenario that comes to mind is where the landlord can foresee financial difficulties looming and wants take pre-emptive action to prevent real financial hardship occurring. No doubt if we put our heads together we could come up with many similar situations where it is understandable that the landlord wants the tenancy to end at the end

of the lease period without having to bare all in front of the tenant and the Tribunal, if the tenant wants to dispute the reasons provided

I appreciate that it is hard to address the situation where it is alleged that the landlord is acting in a vindictive way to end a tenancy, but I would say in response, that even in those kinds of situations the landlord is still bound by the same requirements as those acting for non-vindictive reasons. Because the landlord has ill will or whatever he still can't arbitrarily evict the tenant.

Finally, a landlord will not end a tenancy where the tenant behaves reasonably, pays the rent and takes care of the property.

There are obviously other proposals which concern me, but this is probably the one I believe could potentially have the most negative impact on landlords and hence on the private residential tenancy market.

Regards,
John Wyk

Email to Frank Pangallo from Peter Savvas

Dear Mr. Pangallo,

I trust this message finds you well. My name is Peter Savvas, and I had the pleasure of listening to your recent radio discussion with Marco Arnese from the Landlords Association of South Australia. I appreciate your contribution to the program.

As a landlord with 15 years of experience, I currently manage a portfolio of five investment properties in the western suburbs of Adelaide, providing housing for 19 South Australians across these holdings. I would like to take a moment to address a point that, in my view, requires further clarification.

The term "no cause evictions" has become a focal point of discussion, and I believe it requires a more accurate representation in the context of current legislation and the proposed changes to the Residential



Tenancies Act (RTA). In the framework of a fixed-term agreement, a landlord does not "evict" a tenant but rather chooses not to renew the lease upon its mutually agreed termination. It's important to note that landlords provide a 28-day notice period to tenants in this regard.

Tenants entering into a fixed lease do so with the understanding of a predefined end date and the possibility that the landlord may decide not to extend it upon reaching that point. The term "no cause eviction" implies that a landlord can terminate a lease without reason at any stage, which is not the case. Mario made an excellent point when he said "if you've got a twelve month lease and that expires at the end of the twelve months, it has expired. That is the reason. What else do you need...?"

While I support the idea of extending the notice period from 28 days to the proposed 60 days, I must emphasise that mandating a set of reasons that landlords must provide to not renew a lease could unnecessarily complicate the process of addressing tenants who are in breach of their obligations. For instance, if a tenant is substantially behind on rent payments, persistently disruptive to neighbours, or has damaged the property, and there's only a month left on the lease, it often makes more practical sense to allow the lease to naturally expire without renewal, as opposed to initiating legal proceedings with SACAT. Note none of the above examples stated are current reasons for non-renewal.

In any public discourse, the terminology we employ holds significant weight in ensuring an accurate representation of the existing situation and proposed changes. When you encounter the term "no cause eviction," please consider that it simply signifies a landlord's decision not to renew a lease once it reaches its mutually agreed termination. As Mario said, "What else do you need?"

Thank you for your time and attention to this matter. I look forward to any further insights you may have on this topic.

Best regards,
Peter Savvas



OUR SOCIAL MEDIA IS HERE.



**WE ARE ASKING THAT ALL
MEMBERS JOIN OUR SOCIAL
MEDIA SITES**

A larger social media base gives our association more credibility and influence. When advocating for a cause or issue, having a substantial number of subscribers can demonstrate widespread support and legitimacy, making it more likely for policy makers, decision makers, and the public to take our concerns seriously!

Click on the icons above to subscribe or visit:

<https://www.youtube.com/watch?v=uzZPp6qsTI8&feature=youtu.be>

<https://www.facebook.com/profile.php?id=61552421721690>

A Big Thank You

to Melissa Savvas for her invaluable contributions in creating our new Facebook page and launching our YouTube channel.

As we progress, we are thrilled to announce that we will regularly share important articles, engaging podcasts, and foster vibrant discussion forums on these platforms. While we anticipate an improvement in production quality over time, it is vital to remember that every remarkable journey commences with a humble first step.

Presently, our social media presence may appear modest, but it's crucial that you take immediate action. We strongly urge you to click on the 'aside' icon, which will lead you to our respective social media profiles. Once you are there, it is important that you 'like,' 'subscribe,' and 'follow.'

Your active participation in these actions is not just a request; it is an absolute necessity to significantly bolster our visibility and amplify our message.

We also extend an invitation for you to introduce yourselves and commence discussions on topics that are not only of relevance but interest to you. Whether you have questions or specific areas of passion, your active participation in these discussions will enable us to create content that resonates with you. Your engagement is not just appreciated; it is the lifeblood of our community.

Are you a member? Do you have a business? **ADVERTISE WITH US!**

Advertise on our social media platforms, website, newsletter, or embed your company logos into our podcasts. Members receive very affordable options and we are happy to work with you to find an option that suits your budget and needs. Email us today and we will call you back to have a chat about how we can support you and your business!

lasa.info@landlords.org.au

