April 24, 2020

Rapid Response Landlord Tenant Mediation Training

Kehau Costa
Executive Officer
Hawai`i Island REALTORS®
Types of "Landlords"

**Landlord**
- Homeowner
- Building Owner

**Licensed Property Manager**
- Real Estate Licensee
- RS or RB License # DCCA
- Property Management Company

"Property Manager”/ Resident Manager/
**Contact Person**
- Might live on property
- Might not be licensed
- Common with Vacation Rentals

Landlords are people too, often relying on rent as a source of income.

**Employed**
**Recently Unemployed**
**Parents**
**Grandparents**
**Seniors**
**Fixed Income**
RENTAL AGREEMENT

Lease between Landlord (or their agent) and Tenant Subject to State of Hawaii Landlord Tenant Code

COMMERCIAL LEASE

Contract between landlord and business for the rental of property. NOT subject to Landlord Tenant Code
REMEDIES FOR RESIDENTIAL LANDLORDS

Mortgage Refinance

Mortgage Forbearance
- FHA backed mortgages are eligible for forbearance FHFA
- Mortgage Relief by Servicer forbearancereport.com

FORBEARANCE IS NOT FORGIVENESS
IT IS NOT AUTOMATIC AND MUST BE APPLIED FOR

REMEDIES FOR COMMERCIAL LANDLORDS

SBA Loans
EIDL
Mortgage Forbearance

Resource:
Loan Relief and Commercial Real Estate’s Response to the COVID-19 Pandemic
CCIM
REMEDIES FOR RESIDENTIAL TENANTS

Rental Assistance Programs
Vibrant Hawaii
Landlord Negotiation

What Landlords Can Offer:
Forgiveness
Reduction
Deferment

REMEDIES FOR COMMERCIAL TENANTS (Small Business)

CARES Act - Loans
Landlord Negotiation

What Landlords Can Offer:
Termination
Forgiveness
Reduction/Modification
Forbearance
Loan

Whatever you agree to... get it in writing
COMMUNICATE

**Homeowners**
- Lender/Loan Servicer
- Tenants

**Commercial Building Owners**
- Lender/Loan Servicer
- Banker
- Small Business Development Center
- Tenants

**Residential Tenant**
- Community Foundations
- Landlords/Property Managers

**Small Business Tenant**
- Banker
- Small Business Development Center
- Landlord/Property Manager