
www.VendomeRealEstateMedia.com

**Reliable Resources that Address
the Specialized Concerns of
Today’s Property Professionals**

Vendome Real Estate Media publishes a host of resources for commercial and residential real estate professionals and their attorneys — providing plain-English guidance on management, lease, and regulatory compliance matters, as well as advice and practical tools on a wide range of operational issues encountered by property owners, managers, and leasing agents. Our resources include: Online Newsletters, Books, eBooks, On-Demand Webinars, News eAlerts, and more.

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1. FAIR HOUSING

FAIR HOUSING COACH

12-Issue Newsletter | Online Access + PDF | Includes Over 5 Years of Archived Issues



FAIR HOUSING COACH is an award-winning digital training resource that can significantly reduce a multifamily property owner or manager's risk of fair housing violations and expensive fines. With each topic presented in a lesson-and-quiz format, it provides clear, plain English explanations of the law together with helpful case study examples to share with staff.

An unmatched training resource, **FAIR HOUSING COACH** provides a fast and economical way to train staff year-round and on-site, and provides important information on:

- ❖ Handling reasonable accommodation and modification requests
- ❖ Avoiding fair housing problems in advertising and social media
- ❖ Complying with the law in light of changing family structures
- ❖ Conducting criminal background checks without violating fair housing law
- ❖ AND MUCH MORE



When and How to Verify Disability After Receiving an Accommodation Request

On-Demand Webinar | 1 Hour | Recorded: Oct. 12, 2017

Any time an applicant or resident requests a reasonable accommodation, you have the right to verify that the person has a disability and has a disability-related need for requested accommodation.

But if you don't know when and how to verify the information appropriately, you run the risk of receiving discrimination complaints that can lead to costly lawsuits. Speaker Theresa L. Kitay explains the fair housing disability rules, including: who qualifies as an individual with a disability; when it is — and isn't — appropriate to seek third-party verification of an applicant's disability; what qualifications the person verifying an applicant's disability should have; and what information is considered adequate verification — and how much is "too much."



Ensuring Fair Housing Compliance When Adopting a Smoke-Free Policy

On-Demand Webinar | 1 Hour | Recorded: Feb. 2, 2017

While the benefits of going smoke-free — from improving resident and employee health to saving on maintenance costs — may be clear, implementing and enforcing a ban may trigger legal challenges under the Fair Housing Act. In this webinar, speaker Lynn N. Dover clears the air about what you can and can't do about smoking in your community under fair housing law — offering suggestions for preventing potential fair housing problems with respect to smoking policies and covering issues relating to residents' use of medical marijuana in those states that have approved its use.



Applicant Screening & Criminal Histories: Addressing Disparate Impact Liability Under the Fair Housing Act

On-Demand Webinar | 1 Hour | Recorded: June 21, 2016

According to HUD, even in the absence of intentional discrimination, a housing provider's policies or practices may have a disparate impact on individuals of a particular race, national origin, or other protected class that exposes the provider to liability. This recording focuses on the implications, under the Fair Housing Act, of screening applicants for criminal backgrounds, and in using an individual's criminal history in making rental, lease renewal, and other housing decisions, particularly in light of the newly released HUD guidance on discrimination liability.



Avoiding Legal Trouble When Renting to Immigrants & Noncitizens

On-Demand Webinar | 1 Hour | Recorded: April 6, 2017

Whether your multifamily property restricts residency to U.S. citizens or serves a large immigrant and noncitizen community, all housing providers must comply with fair housing rules banning discrimination based on national origin. Speaker Douglas D. Chasick covers: how to avoid violating HUD and fair housing rules when screening foreign-born applicants for housing; how to avoid lawsuits from applicants and residents who claim you discriminated against them on the basis of national origin; the challenges of implementing a policy restricting residency to U.S. citizens; and dealing with complaints arising from cultural differences among residents.



How to Handle Parking-Related Requests & Disputes

On-Demand Webinar | 1 Hour | Recorded: June 13, 2017

Housing providers that offer parking must grapple with two main questions: How many accessible spaces do we need, and how should we respond to disability-related parking requests? The answer to the first question can be tricky because it depends on the community's date of construction, source of funding, and state where it's located. But the answer to the second is easy: In nearly all cases, it'll be reasonable to grant the request under fair housing law. Speaker Theresa L. Kitay answers these questions in more detail, and reviews fair housing law, the primary law that governs parking at multifamily rental communities.



Assistance Animals: What Housing Providers Need to Know

On-Demand Webinar | 1 Hour | Recorded: Feb. 19, 2016

This on-demand program focuses on the legal, regulatory, and practical issues presented by resident requests for assistance animals as accommodations to disabilities under the Fair Housing Act. The legal and regulatory schemes addressing these issues are complex, and this program provides much-needed guidance to multifamily housing owners and managers for complying with their obligations to accommodate people with disabilities who require assistance animals.

2. ASSISTED & TAX CREDIT HOUSING MANAGEMENT

ASSISTED HOUSING MANAGEMENT INSIDER

12-Issue Newsletter | Online Access + PDF | Includes Over 5 Years of Archived Issues

In today's heavily regulated government-assisted housing field, savvy site owners and managers turn to **ASSISTED HOUSING MANAGEMENT INSIDER** for the guidance they need to avoid legal missteps, hasty decisions, overlooked notices, or even a poor choice of words — all in an effort to prevent costly legal problems.

Providing insightful advice on how to quickly and easily comply with even the most



complex HUD rules and requirements, **ASSISTED HOUSING MANAGEMENT INSIDER's** leading compliance experts teach you how to:

- ❖ Ensure Efficient REAC Inspections
- ❖ Navigate HUD's EIV System
- ❖ Prevent Unauthorized Move-Ins and Problem Guests
- ❖ Defend Against False Claims with Criminal Incident Reports
- ❖ AND MUCH MORE

TAX CREDIT HOUSING MANAGEMENT INSIDER

12-Issue Newsletter | Online Access + PDF | Includes Over 5 Years of Archived Issues



TAX CREDIT HOUSING MANAGEMENT INSIDER is the only online resource that shows your management team how to comply 100% with tricky IRS, HUD, and state agency rules. Get plain-English explanations of the tax credit rules, and avoid compliance mistakes that could jeopardize some — or even all — of your site's tax credits.

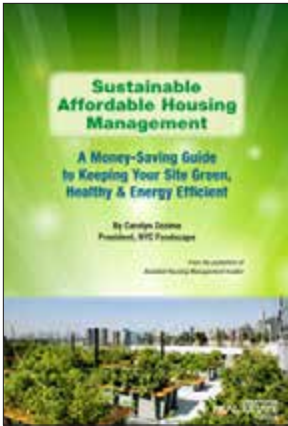
Providing useful, downloadable Model Forms, Notices, Agreements, and Lease Clauses — all ready to use as-is or easily adapted for your site's specific needs — **TAX CREDIT HOUSING MANAGEMENT INSIDER** also shows you how to:

- ❖ Certify Households under HUD Rules
- ❖ Audit-Proof Your Records
- ❖ Raise Rents When Households Go Over-Income
- ❖ Get Unauthorized Occupants on Lease or Off Site
- ❖ AND MUCH MORE

SUSTAINABLE AFFORDABLE HOUSING MANAGEMENT

Print / eBook Combo | 2016 | 304 pages | Includes Model Tools

This comprehensive sustainability guide recognizes that affordable housing is more than just a place to live. Providing high-quality affordable housing gives low-income households the opportunity to succeed and to stay healthy in their homes.



Creating a sustainability plan for “green” operations and healthy site practices can help make this happen. This guide will show you how to set goals for reducing overall energy costs, both for the site and for residents, and take steps to improve your residents’ quality of life by improving the site’s air and other health impacts.

Helping owners and managers of affordable housing sites create and implement sustainability plans for their sites, this comprehensive guide explains how to:

- ❖ Save money by reducing energy and water consumption;
- ❖ Get residents to adopt “green” practices, such as recycling and composting;
- ❖ Get incentives for sustainability initiatives, including major energy-saving improvements and retrofits; and
- ❖ Improve the health of residents.



How to Create a Successful Community Garden for Residents

On-Demand Webinar | 1 Hour | Recorded: May 23, 2017

In this one-hour webinar, speaker Carolyn Zezima provides the basics about community gardens, describes the benefits you’ll reap, and explains the steps to take to start and manage a community garden program at your property. Topics covered include: determining resident interest; identifying community partners; selecting an appropriate location; planning and designing the garden and its programs; creating a garden budget; and setting garden rules.



Green Roofs – How to Add This Value-Enhancing Amenity in Multifamily Housing

On-Demand Webinar | 1 Hour | Recorded: April 21, 2016

This one-hour recorded webinar discusses how multifamily property owners, managers, and developers can install “green roofs” to help improve water run-off, air quality, and residents’ well-being; enhance the overall value of their properties; and comply with new and ever-stricter “green” requirements that cities across the country are mandating. While local governments and utilities often offer generous incentives for installing green roofs, some cities are now requiring building owners to meet green roofing standards — or be fined.



Preventing Criminal Activity at Affordable Housing Sites

On-Demand Webinar | 1 Hour | Recorded: Dec. 7, 2016

This important program provides guidance to owners and managers of affordable housing sites on complying with laws, regulations, and lease obligations governing building and tenant security issues. The program focuses on preventing and responding to criminal activity in a way that balances the need for security with the rights of tenants. Speaker Harry Kelly, partner at Nixon Peabody LLP, provides an overview of landlords' obligations and tenants' rights, and discusses compliance with HUD's guidance on screening applicants for criminal history and complying with the Violence Against Women Act (VAWA).



Planning & Managing Multiple Subsidies — What Affordable Housing Property Owners, Managers, and Developers Need to Know

On-Demand Webinar | 1 Hour | Recorded: March 31, 2016

This recording provides property owners, managers, developers, and other affordable housing professionals with much-needed guidance through the complexities of using, managing, and staying compliant with the applicable rules and regulations. Featured topics include recent amendments to IRS Low Income Housing Credit Compliance-Monitoring Regulations and Revenue Procedure 2016-15, which clarify and revise rules for physical inspections and low-income certification review.

3. NYC APARTMENT LAW

NEW YORK APARTMENT LAW INSIDER

12-Issue Newsletter | Online Access + PDF | Includes Over 5 Years of Archived Issues



For over 30 years, **NEW YORK APARTMENT LAW INSIDER** has been the go-to resource on how to best deal with New York agencies that owners and managers regularly come in contact with, including the Division of Housing and Community Renewal, the Department of Buildings, the Department of Finance, and the Department of Housing Preservation and Development.

NEW YORK APARTMENT LAW INSIDER gives you practical, working tools to help you implement new regulatory

changes — everything from our annual rent calculation forms to get-tough action letters and model lease clauses drafted by top practitioners. It is the only authoritative resource for apartment building owners and managers, covering critical topics such as:

- ❖ Rent stabilization
- ❖ Rent control
- ❖ Building maintenance requirements
- ❖ Correction of code violations
- ❖ AND MUCH MORE

2018 NEW YORK CITY APARTMENT MANAGEMENT CHECKLIST

Book | 2018 | 800 pages | Compliance Forms



2018 NEW YORK CITY APARTMENT MANAGEMENT CHECKLIST

is the definitive source of information on the myriad of complex laws that govern the management of New York City apartment buildings. In this completely updated edition for 2018, readers will find clear and comprehensive explanations of all the pertinent rules, regulations, and requirements that owners and managers need to know to stay compliant...and profitable. Throughout the 2018 edition of the **APARTMENT MANAGEMENT CHECKLIST**, the text of laws and forms relating to each chapter have been updated to reflect changes made since the last edition.

Highlights of the 2018 Edition include:

- ❖ New chapter, **Green Building Requirements**, discusses NYC energy conservation code requirements, including energy audits and retro-commissioning measures, designed to reduce greenhouse emissions.
- ❖ New chapter, **Natural Gas Leak Detection**, covers new signs and procedures designed to promote building safety in the event of a suspected gas leak.
- ❖ **Extermination of Insects & Pests** covers a new NYC law requiring owners to collect and report data on bedbug infestations to HPD, and to follow new tenant notice requirements.
- ❖ **Heat & Hot Water** includes a significant change regarding heating requirements.
- ❖ AND MUCH MORE

NEW YORK LANDLORD V. TENANT

12-Month, 1-Week, or 24-Hour Subscription | Online Database Access + PDF | Includes 20 Years of Selected DHCR & Housing Court Decisions



NEW YORK LANDLORD V. TENANT is a total decision service for New York City apartment building owners and their attorneys — enabling users to search by: Docket, Index, ECB, or LVT number; party name; or topic, such as Major Capital Improvements, Primary Residence, Passing on Apartments, and Rent Stabilization.

Subscribers can also download the full-text decisions issued by the Division of Housing and Community Renewal (DHCR), as well as decisions by the Environmental Control Board and selected landlord-tenant housing court cases submitted by NYC attorneys. Every month, yearly subscribers receive a **LANDLORD V. TENANT** newsletter, summarizing approximately 60 of the latest, most pertinent real-life cases of landlord-tenant disputes, which are added to the database and distributed to subscribers via email as a downloadable PDF.

Helping you quickly find the information you want and spot the legal trends affecting NYC landlords, all case summaries are organized by key headings like:

- ❖ DOB Violations
- ❖ Landlord's Negligence
- ❖ Rent Overcharge
- ❖ Tenant Nuisances



How to Deal with a TPU Audit or Investigation

On-Demand Webinar | 1 Hour | Recorded: June 8, 2017

Not only does the TPU continue to audit landlords who have raised rents based on Individual Apartment Improvements, but the TPU is conducting independent investigations wherever it suspects fraudulent deregulation or tenant harassment. During this one-hour webinar, speaker Eileen O'Toole discusses: how to respond to a TPU notice — and the consequences of not responding properly; the types of penalties the TPU can order; how to contest a TPU order; and recent cases challenging the TPU.



HPD Highlights: Navigating Violations to Resolution

On-Demand Webinar | 1 Hour | Recorded: Oct. 27, 2016

Responding to HPD violations is one of the most important compliance challenges faced by NYC landlords. This one-hour recording provides critical guidance and best practices at every stage of the process — from notice of the initial complaint through out-of-court resolution and litigation. The recording features seasoned compliance and legal experts addressing these issues and discussing recent trends, including increased enforcement efforts and risk to your building and tenants.

4. COMMUNITY ASSOCIATION MANAGEMENT

COMMUNITY ASSOCIATION MANAGEMENT INSIDER

12-Issue Newsletter | Online Access + PDF | Includes Over 5 Years of Archived Issues



COMMUNITY ASSOCIATION MANAGEMENT INSIDER helps community association managers keep their co-ops, condominiums, and homeowner's associations running effectively and within budget — and all in the bounds of state, local, and federal law, as well as their governing documents.

Written in plain English, this popular newsletter offers model tools, such as letters to members, bylaws, and contractor agreements, to help ensure these communities run smoothly. With step-by-step management techniques as well as easy-to-implement solutions, **COMMUNITY ASSOCIATION MANAGEMENT INSIDER** will show you how to:

- ❖ Avoid liability and get indemnity
- ❖ Effectively and economically manage maintenance and repairs
- ❖ Get better deals from contractors
- ❖ Get the right insurance coverage
- ❖ AND MUCH MORE

5. COMMERCIAL RESOURCES

COMMERCIAL LEASE LAW INSIDER

12-Issue Newsletter | Online Access + PDF | Includes Over 5 Years of Archived Issues



COMMERCIAL LEASE LAW INSIDER provides the latest strategies for drafting and negotiating smart, owner-friendly leases using recent court rulings and real-world, expert experiences.

Written in easy-to-understand, plain English, **COMMERCIAL LEASE LAW INSIDER** offers word-for-word clauses and other ready-to-use lease language designed to help shopping center and office building owners and their attorneys negotiate the strongest, most beneficial lease possible.

Covering the latest court rulings that have an impact on the way leases are drafted, **COMMERCIAL LEASE LAW INSIDER** includes strategies to:

- ❖ Stop a tenant from paying rent late by using a tough late-fee formula
- ❖ Limit a tenant's right to audit your books and records
- ❖ Accept partial payment but collect interest if a tenant wrongly disputes its rent
- ❖ Raise rent to fair market value when a tenant sublets or assigns
- ❖ AND MUCH MORE

COMMERCIAL TENANT'S LEASE INSIDER

1-Year Newsletter | Online Access + PDF | Includes Over 5 Years of Archived Issues



COMMERCIAL TENANT'S LEASE INSIDER supplies shopping center and office building tenants and their attorneys with the information they need to get more out of their leases while paying less.

Each month, this resource gathers negotiating techniques from leading attorneys and commercial real estate professionals who always get the best lease deals.

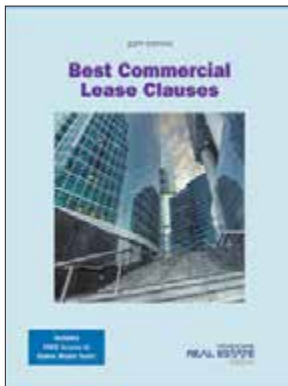
In addition to summarizing recent court rulings and providing ready-to-use Model Lease Clauses, **COMMERCIAL TENANT'S LEASE INSIDER'S** articles present strategies to help you:

- ❖ Lock in the most favorable terms for every area covered by your lease

- ❖ Negotiate a fair rent and limit rent escalations
- ❖ Use rent relief strategies to protect your business in tough economic times
- ❖ Limit your liability for activities covered in your lease
- ❖ AND MUCH MORE

BEST COMMERCIAL LEASE CLAUSES, 10TH EDITION

Book | 2018 | 600+ pages | Over 150 Online Model Tools



BEST COMMERCIAL LEASE CLAUSES provides you with an actual working tool that helps you structure safe and effective leases for a range of commercial tenants. The 10th Edition contains valuable information from some of the foremost commercial lease experts in the U.S. It gives you a wealth of authoritative guidance — including concrete suggestions on how to plug dangerous loopholes, stay within the legal boundaries, and prevent trouble before it begins. It covers every important area of leasing today — from abandonment and audits to use and work letters.

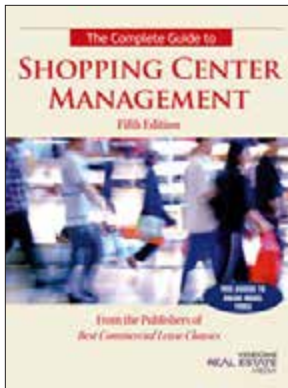
Highlights of the 10th Edition include:

- ❖ Insights for attracting advantageous tenants with unusual concessions.
- ❖ A strategy to ensure favorable rent escalation for the life of the lease.
- ❖ Tips to avoid getting stuck with the costs of enforcing an illegal exclusive.
- ❖ Clauses that make tenants responsible for paying your entire insurance cost.
- ❖ AND MUCH MORE

COMPLETE GUIDE TO SHOPPING CENTER MANAGEMENT, 5TH EDITION

Book | 2013 | 586 pages

COMPLETE GUIDE TO SHOPPING CENTER MANAGEMENT, 5TH EDITION provides common-sense suggestions and practical tools specifically designed to make your job easier. Focusing on sound day-to-day management operations of shopping centers, this must-have resource presents the most efficient and cost-effective methods of managing an operational and profitable shopping center.



The book's 26 jargon-free chapters help you:

- ❖ Attract and screen tenants effectively
- ❖ Find additional revenue sources
- ❖ Keep your shopping center out of legal trouble
- ❖ Manage your cash flow successfully
- ❖ AND MUCH MORE



Commercial Lease Law: Premises Liability & Allocation of Risk

On-Demand Webinar | 1 Hour | Recorded: Nov. 17, 2016

This on-demand webinar provides suggestions and strategies for negotiating and drafting commercial leases that appropriately address and allocate premises liability risks. Speakers Sujata Yalamanchili and Michael Reyen of the law firm Hodgson Russ LLP address the issues from both the landlord and tenant's perspectives, review court rulings in the area, and provide guidance in both negotiating and drafting the relevant lease clauses.



On-Demand CLE Recorded Programs

(Available through our co-sponsor, New York County Lawyers Association)

- **Beyond the Basics: The Top Overlooked Lease Issues**
CLE On-Demand | 2 NY Credits: 2 Skills | Co-Sponsored with NYCLA | Recorded: Nov. 2, 2017
- **Best Practices for Drafting Sublet & Assignment Clauses**
CLE On-Demand | 2 NY CLE Credits: 2 Skills | Co-Sponsored with NYCLA | Recorded: March 2, 2017
- **Best Practices for Drafting Commercial Leases at Mixed-Use Properties**
CLE On-Demand | 1.5 NY CLE Credits: 1.5 Skills | Co-Sponsored with NYCLA | Recorded: July 19, 2017
- **Best Practices in Drafting Commercial Leases**
CLE On-Demand | 2 NY CLE Credits: 2 Skills | Co-Sponsored with NYCLA | Recorded: Sept. 20, 2016

➤ **Best Practices in Drafting Leases Package [BEST VALUE]**

CLE On-Demand Package | 5.5 NY CLE Credits: 5.5 Skills| Co-Sponsored with NYCLA

Includes the following:

- ❖ Best Practices for Drafting Sublet & Assignment Clauses
- ❖ Best Practices for Drafting Commercial Leases at Mixed-Use Properties
- ❖ Best Practices in Drafting Commercial Leases



**Complimentary Resources:
eAlerts**

FREE Monthly eAlerts provide late-breaking news and critical updates to keep you on top of industry happenings.

Choose from the selections below and **SIGN UP TODAY!**

- APARTMENT LAW INSIDER**
- ASSISTED HOUSING MANAGEMENT INSIDER**
- COMMERCIAL LEASE LAW INSIDER**
- COMMUNITY ASSOCIATION MANAGEMENT INSIDER**
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- FAIR HOUSING COACH**
- TAX CREDIT HOUSING MANAGEMENT INSIDER**

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