



TEXAS APARTMENT ASSOCIATION

Independent Rental Owners Committee

September 19, 2024
JW Marriott Hotel
Austin, TX



Agenda

Call to Order/Welcome

New Business

- Education for IROs
 - Webinars through locals
 - Partnership with Champions School of Real Estate
 - Education availability for non-member IROs

Old Business

- The Guide is done!
- Definition of IRO
- Reminders

Other Business

Webinars through Local Associations

October 18 at 8:30 a.m.

Evictions

presented by Bobby Rodriguez with Higier Allen & Lautin

November 12 at 6:00 p.m.

Page 1 of TAA's Residential Lease

presented by Daniel Paz, The Paz Law Firm

Partnership with Champions School of Real Estate

Champions School of Real Estate

- Provides TREC approved CE classes and instructors
- Offers the choice of virtual offerings or attending at CSRE's in-person locations, and
- Processes all course registrations.
 - Course materials are included in the price of the class.

TAA agrees to market the offerings to our members and receives 40 percent of the revenue per TAA member from the class.

- We will split our share of the revenue with local associations.
- Virtual classes held only for TAA members must have a minimum of 20 people per class.
- TAA must include in marketing materials that we receive a share of the revenue from the course.

The Guide is done!



THE FIRST 5 STEPS FOR
**NEW RENTAL
PROPERTY OWNERS**

THE IRO GUIDE

Download
and share
the Guide!



The Guide is done!

JOIN YOUR LOCAL APARTMENT ASSOCIATION

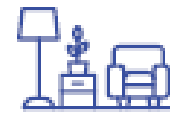
STEP 1

01



JOINING AND GETTING INVOLVED WITH YOUR LOCAL APARTMENT ASSOCIATION GIVES YOU:

- Local access to a network of other owners
- Education about important industry issues
- Supplier partners to help your business run more efficiently
- Automatic membership in the [Texas Apartment Association \(TAA\)](#) and the [National Apartment Association \(NAA\)](#)



WITH YOUR MEMBERSHIP IN TAA, YOU'LL HAVE ACCESS TO:

- [TAA Click & Lease](#), including complimentary access to TAA's lease if you have 10 or fewer units*, and
- [TAA's REDBOOK Online](#), an invaluable legal handbook that provides industry operational information and practical guidance.

**Please contact your local association for pricing if you own more than 10 units.*

Download
and share
the Guide!



TAA's definition of an IRO

Independent rental owners own rental properties and are involved in the management of their properties.

NAA's definition of an IRO

The National Apartment Association (NAA) defines an Independent Rental Owner (IRO) as an individual or individuals that are active in both the ownership and management of their properties.

What's the difference?

Independent rental owners **are an individual or individuals that are active in both the ownership** ~~rental properties and are involved in the management~~ of their properties.

Main Characteristics of IROs

- They have their own money invested in the property (with or without partners) and oversee Multifamily OR Single-Family housing.
- They are actively involved in the management of their properties.
- They self-identify based on the above criteria and not by portfolio unit count.

Considerations for IROs

- Membership is defined by experience and not by unit count. IROs may consist of less than 10 units and can exceed over 6,000 units given the size of the independent investor. Resources are provided based on all levels of experience specific for each member.

Considerations for IROs

- Smaller sized properties and portfolios generally require a unique property management style, as opposed to the management style used for properties of larger unit count.

Considerations for IROs

- IRO Education and Networking opportunities may also be beneficial for those that work for an IRO, such as property managers, managing directors and other employees or those that conduct business with IROs, such as supplier partners.

Considerations for IROs

- Self-identification is an important part of being an IRO. The NAA IRO program is built around all facets of multifamily management and encourages learning and conversation with likeminded individuals.

TAA's (current) definition of an IRO

Independent rental owners own rental properties and are involved in the management of their properties.



2025 Professional Awards

October 1

Nominations open

November 17

Peer nominations due

December 15

Applicants' forms due

March 17

Winners notified

May 7-9

TAA ONE Conference & Expo



TAA PAC

Scan here or donate online
(member log in required)

www.taa.org/advocacy/pac

THANK YOU!



SPECIAL THANKS TO OUR SPONSORS



TIER 1



TIER 2



TIER 3



TIER 4

WeDoTrash
Camp Construction Services
Yardi
Century Air Conditioning
FSI Construction

Impact Property Solutions
Blue Moon Software
CORT
CSC ServiceWorks
Sherwin-Williams



TIER 5

Smart Apartment Data
Zillow
Cweren Law Firm, PLLC
Entrata
The Guarantors
Massey Services Pest & Termite
Red Elephant
AAA Plumbers

Comm-Fit
Dixie Interiors
G5, a RealPage company
Gemstar Construction
Genesis
LeaseLock
The Liberty Group
MRI Software/MRI Apartment Data



Adjourn