

PMI James River Newsletter

Summer 2025

Message From Your Property Manager



Dear Owners,

As summer hits full stride, we want to thank you for your continued trust in PMI James River. Whether you're near or far, we're here, on the ground, making sure your property is in good hands, and your investment is moving in the right direction. This season brings both opportunity and challenge—from HVAC emergencies to shifting rental market dynamics—but know we're staying proactive every step of the way. Learn more about what's happening now by reading below. Here's to a productive, peaceful, and profitable summer.

Warm regards,

The PMI James River Team

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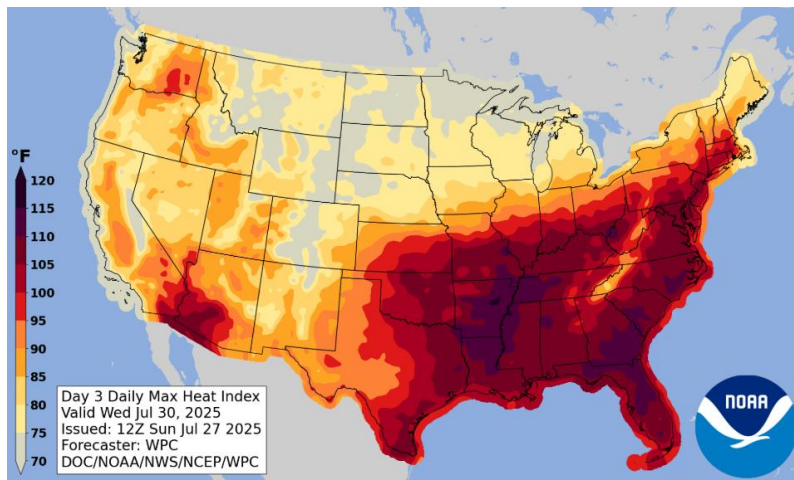
Going beyond fallible click-and-lease solutions.

Website

PMIJAMESRIVER.COM

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Upcoming Office Closures

Sept. 1: Labor Day

Repositioning Your Portfolio?

Despite being a fully licensed brokerage, PMI James River chooses not to act as buyer or seller agents. This ensures we stay laser-focused on delivering top-tier property management services. That said, we're always excited to support owners looking to expand, diversify, or reposition their portfolios, whether that means acquiring new assets or selling existing ones. If you're considering a portfolio shift of any kind, we'd be happy to connect you with trusted referral partners who understand investor needs.



Please review your experience with us. Your feedback helps us provide better services!





LEGAL UPDATES

Each year, on July 1st, Virginia's Landlord-Tenant laws are updated. We generally follow such updates throughout the legislative cycle, but there's no telling what wording will make it to the Code of Virginia until July 1st. Then, attorneys spend time figuring out how the new rules should be interpreted before advising us how to respond.

While last year saw a few notable changes, this year's updates were relatively minor. Still, there are several important takeaways for property owners and residents alike:

- **Rent & Fees Placement:** An earlier draft of the Code required ALL rent and fees to appear on page one of the lease. The final version retained 2024's language requiring rent and fees "[beginning](#)" on the first page.
- **Fee Disclosure Statement:** The mandatory disclosure was [updated](#).
- **Eviction Diversion Program:** Now available statewide, not just in select courts. [Qualifying tenants](#) can access structured repayment plans to avoid eviction.
- **Lease Termination Protections:** Tenants who are victims of stalking or human trafficking are now included in the list of individuals who may [terminate leases early](#).
- **Payment Processing Fees:** Landlords may no longer charge processing fees unless a [fee-free alternative](#) (e.g., check) is made available.

- **Non-Renewals:** Landlords must give [60 days' written notice](#) to end a lease without offering renewal.
- **Tenant Statement of Rights and Responsibilities:** [Revised](#); must be signed by both parties and attached to all leases.
- **Civil Court Timeline Extended:** Initial court dates may now be set up to [90 days](#) out (previously 60 days). Includes evictions.
- **Mold Remediation:** Mold remediation work must be performed by a nationally or internationally certified professional following industry-standard protocols. ([Subsection 81](#))
- **Government Shutdowns:** Tenants affected by any federal government shutdown, regardless of duration, are now entitled to a [60-day](#) continuance in nonpayment eviction cases.

Staying Ahead

Legal counsel has advised that if rent and fee disclosures do not start on the first page of the lease, even paid rent could be subject to challenge. We've also heard of inconsistent court interpretations of whether disclosures must appear entirely on page one or simply *begin* there. Given the uncertainty, we're not taking chances. Instead of renewing older leases that may fall short of new standards, we're proactively working with residents to sign updated lease agreements that incorporate the latest legal language, with all fee disclosures on page one. It's more effort, but it's part of our commitment to protecting your investment.

TENANT SCREENING



Tenant Screening: The Human Factor Still Matters

Key Read: [Richmond's 23% eviction rate in context](#)

At PMI James River, we believe tenant screening is one of the most critical factors protecting rental investments. While many landlords rely on automated “click-and-lease” software solutions when making leasing decisions, we take a more deliberate approach because we’ve seen what gets missed when you don’t.

What sets us apart: Click-and-lease screening tools offer ease and speed, but not depth. They routinely miss red flags; some industry experts say as much as 80% of judgements. To avoid costly placement mistakes, we go further. We layer software outcomes with manual review, applying the same scrutiny we’d use if it were our own property. Most agents won’t take that step, citing liability when a mistake is made. We don’t shy away from using judgment, but we do it right with meticulous documentation to protect all parties.

Recent Examples:

- Last week, we reviewed a strong-looking application: \$17K/mo. verified income; clean background, etc. The software gave a green light—“APPROVE.” But our manual review caught many red flags, including document fraud. Most managers would’ve listened to the software. By month two, the owner likely would’ve stopped seeing rent.
- The week prior, a prospective client asked us to evaluate a duplex—one day before closing. The tenant just moved in, placed by an experienced agent. A quick court check showed the agent missed an eviction end April. Less than a month in, the unit already showed the consequences.

Bottom Line: While we do use smart tools, we never let them make the final call. It does mean leasing sometimes takes a few extra days. But when the stakes are your \$300K+ asset and thousands in potential losses, “days on market” isn’t the metric that matters most.

About PMI James River



PMI James River is a locally owned property management company serving the Richmond Metro area. We specialize in residential rentals across the region and also manage a few select properties beyond our core service zone.

Our mission is to combine modern technology with a personal, hands-on approach. We believe innovation should enhance—not replace—great service. That’s why we’re committed to delivering both efficiency and genuine care to every owner and resident we work with.