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CONTACT:

Jeanette Hoffman, Marathon Public Affairs

Phone: 908-418-0859, [jeanette@marathoncomms.com](mailto:jeanette@marathoncomms.com)

**NEW JERSEY APARTMENT ASSOCIATION URGES LANDLORDS TO WORK WITH THEIR  
TENANTS DURING THE COVID-19 CRISIS**

(MONROE TOWNSHIP, NJ) - Our state has been severely impacted by the COVID-19 global pandemic and the effects have been felt by every New Jerseyan and every business sector. With New Jersey residents following Governor Murphy's "stay at home" directive, the apartment industry is on the front lines providing critical housing to over a million New Jerseyans.

During this crisis, the New Jersey Apartment Association (NJAA) members are doing their best to navigate these uncharted waters. Our members are working with their residents that have been negatively impacted through illness or job loss.

"As stated by Governor Murphy, 'we are all in this together,'" said David H. Brogan, Executive Director of NJAA. "As such, when tenants who can pay rent do so, it provides the necessary revenue for landlords to not only operate and maintain those buildings, but also, it helps landlords help those tenants who are truly in need."

As we continue to deal with the effects of COVID-19, NJAA recommends that landlords take the following steps:

1. **Communicate with Residents** – Landlord to resident communication is critical during this time. Such communication allows landlords to understand which tenants are impacted by COVID-19 and take the necessary steps to work with those tenants.
2. **Work with Affected Tenants** – NJAA urges landlords to work with affected tenants who cannot pay their rent due to COVID-19. We suggest that, where appropriate, landlords provide opportunities for alternate payment schedules. Also, landlords should provide tenants with information about rental assistance programs, which can be found at [www.njaa.com](http://www.njaa.com). While there is no "one size fits all" solution given the varying financial circumstances, we urge landlords, managers and tenants to work together to find the optimal solution.
3. **Waive Late Fees** -- NJAA urges all landlords to waive late fees for tenants who have been negatively impacted by COVID-19 through loss of wages, unemployment, or illness.

NJAA members are working every day to provide quality housing and work with their tenants during this unprecedented crisis. We hope that all landlords in New Jersey will not only follow the lead of NJAA member companies, but also, follow the recommendations of the NJAA outlined above.

*The New Jersey Apartment Association (NJAA) is the premier trade association representing all facets of the multifamily housing industry, including market rate and affordable housing owners, managers and developers, as well as suppliers. NJAA's membership owns and manages over 220,000 apartments, providing quality housing to over one million New Jerseyans.*

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