

Southern Oregon Rental Owners Association



THE INSIDER



October 2011

Oregon Legislative Overview 2011

Written by Shaun Miller, ORHA Lobbyist

OCTOBER MEETING

TUESDAY OCTOBER 18

Time: 5:15 pm Screening Class (Free)
6:30 pm Dinner (optional)
7:00 pm Program

Speaker: Carlyle Stout

Topic: 2011 Landlord/Tenant Law Legislative Updates

FOR MORE INFORMATION ON, LOCATION DIRECTIONS AND REGISTRATION FORM, ETC SEE PAGE 3

VACANCY RATES:

of units - 2059

of vacancies - 95

vacancy rate - 4.6%

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First Odd-Year Session

2011 marked the first annual session since voters approved a change to the Oregon Constitution in the 2010 general election. Lawmakers convened the 76th legislative assembly on February 1st and for the first time in Oregon history had a constitutional deadline to adjourn (160 days). The legislature adjourned its odd-year session Thursday, June 30th after just 153 days (including the 3 organizational days in January), equaling the shortest regular session since 1971. With a 30-30 split in the House and a slim 16-14 democratic majority in the Senate, issues that ultimately passed were done so on a bi-partisan basis. Legislators worked remarkably well and, for the most part, managed to set aside political differences.

This spirit of compromise mirrored the work done by the *General Landlord/ Tenant Coalition*, of which Jim Straub was one representative on behalf of the Oregon Rental Housing Association. The coalition drafted and presented *Senate Bill 293 – the Landlord Tenant Omnibus Bill* to the 2011 legislature. The bill was negotiated and drafted by the coalition in 7 meetings from August through November of last year. The coalition consists of 18 active members, which includes 10 landlord representatives, 5 tenant representatives, and 3 representatives who have both perspectives (a housing authority, a local government housing program specialist, and an attorney who represents landlords as well as tenants.) There are 52 names on our email list, all of whom receive meeting notices, summaries, and drafts. Participation is open to anyone. This year, the Coalition agreed to focus on relatively minor (though valuable) issues, in recognition of the fact that the 2009 coalition bill contained complex and controversial changes.

The Landlord Tenant Omnibus Bill

ORHA Position: Support | Final Outcome: Passed Legislature, signed by the Governor
The negotiated bill consisted of eight issues:

1. Disclosure of fees, deposits and rent – Clarified when and where written disclosures of fees, deposits and rent amounts must be made to applicant/ tenant by landlord. Clarifies language of rental agreements, applicant screening charge disclosures, reservation deposit (deposit to hold) and security deposit agreements.
2. Retaliation statute fixes – Generally a landlord is prohibited from retaliating against a tenant by increasing rent, decreasing services, or threatening to terminate a tenancy after a tenant has engaged in certain protected activities (like organizing, or testifying, or complaining about repair problems, etc.) This statute is intended to protect a tenant's ability to engage in certain activities without fear of a landlord's retaliation. This fix clarifies that a landlord may still proceed against a tenant for a default in rent, even if the tenant was involved in one of those protected activities, if the tenant was in default *at the time of the service of the eviction notice*. The fix also confirms that retaliation protections extend to victims of domestic violence, sexual assault or stalking.

CONTINUED ON PAGE 5

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PRESIDENT'S MESSAGE

Laurel Adams

October brings the falling of leaves and the cooler temperatures which demand the initiation of the winterizing tasks your investment properties will need. There are the obvious list of outside duties such as making sure hoses are detached to avoid freezing faucets and the waiting for leaves to finish their final fall for gutter cleanup. But the economy has brought us opportunities that we were not in some cases prepared for.

For Ashland property owners, a new fire registration program has been instituted that mandates an inspection and special fire code requirements for multi units greater than 3 units. And of course this will be yearly and at a cost to you depending on the number of units. Other areas in the state are already doing this and the rest of our area is expected to follow. This is not going to go away.

A trip for appliance replacement parts brought the news that I was not going to like. I discovered that appliance parts costs have been raised across the board. It seems that the companies somehow got together and doubled in most cases their prices. The cost of oil for plastics is of course to blame. And to make things worse, I needed to buy a new refrigerator for my own home so I asked the appliance salesman what brand was holding up? The answer-none of them. Even the expensive ones in designer magazines in some cases don't work as well as some of the cheaper brands. He is hearing complaints all the time. And then he informed me that they are making these things to last about 5-7 years and then you just throw them away! So keep the older ones-but they aren't making replacement parts-thus forcing us to buy new ones. Some owners are now charging an extra \$15-25 a month to furnish washers/dryers. This is not a bad idea, but then if the tenant has their own, you have to store yours and it is difficult to keep bugs and critters from making these appliances their new home if stored in an outside

area and then you have to physically move them in and out.

As my new staff was folding and stuffing our monthly statements to the owners for the first time, one staff member remarked, "Boy, these owners sure don't get a lot of money after all the bills are paid. I bet most of these people can't make a mortgage payment off of this check." I should not have been surprised, but then I began to look at the check list and reminded my staff that this is why I fidget so much about the work order assignment and how

important it is to do what we can to avoid calling for outside help. Often just a conversation and a walk through on the phone on how to dislodge a stuck garbage disposal is all that is needed to save unwanted service calls.

It is all these extras that are driving our incomes down. So what do we do? Well, go back to the basics. Be proactive in your maintenance. Don't wait for the emergency, and buy the **Maintenance Manuel** that our past president Herb Neelund put together. It is brilliant! His first life as an engineer led to the discovery that much of what is norm for construction and fix-it procedures is in fact obsolete and

when the occasion arises, fix it the Herb way and save time, money and unwanted visits. His full time business as a property investor who does all his own maintenance led him to these discoveries. I recently told a contractor about one of Herb's plumbing ideas and he remarked he had just never thought about there being a choice!

So, just like the plumber said-think about our choices! If you have some helpful advice on how to save money, time and headaches, please send it to us. You can mail it to SOROA 10 Crater Lake Avenue, Suite 10, Medford OR 97504, or email it to info@soroa.net. We will be glad to publish starting next newsletter in the "Tips for the Month" to give us all the help we deserve!





October Meeting Tuesday, October 18

Time: 5:15 pm - *Tenant Screening Class (Free)*
 6:30 pm - *Dinner (optional)*
 7:00 pm - Program

Where: Twin Creeks Retirement Center
 888 Twin Creeks Crossing
 Central Point, OR 97502

Speaker: Carlyle Stout, Esquire

Topic: Update on Landlord/Tenant Law Changes for 2011

Buffet Style Dinner
(Single Entrée) Dinner is optional
\$15.00 members, \$20.00 non-members

If you choose to have dinner you **must pre-pay for the meal no later than 4:00 pm Thursday October 13**. We are required to give the facility advanced notice as to how many will be eating so they can prepare the proper amount of food. To make a reservation, use the reservation form below and either Mail to: 10 Crater Lake Ave., Ste 10, Medford OR 97504 or Fax to: 541-858-3081 or Phone: 541-842-7676 to make a reservation.

DIRECTIONS TO TWIN CREEKS RETIREMENT CENTER - 541-664-8880

Take Interstate 5 north from Medford approximately three miles, or south from Grants Pass approximately 20 miles.
 Take Central Point Exit 33.
 Turn westbound onto E. Pine Street (right turn from I-5 southbound; left turn from I-5 northbound).
 Go west on E. Pine approximately 3/4 mile, continuing through downtown Central Point; cross Front Street/Highway 99 and across the Railroad Tracks.
 Turn right at the traffic signal onto N. Haskell Street.
 Proceed just over a half mile on N. Haskell.
 Turn left at the second intersection with Twin Creeks Crossing (the first is a one-way street)
 Proceed one block along Twin Creeks Crossing to Twin Creeks Retirement, on the right.

Meeting Reservation Form

Name : _____

Name/Company Name: _____

Address: _____ Zip Code: _____ State: _____

Phone: _____ Qty: ___ Total \$: _____ Meeting/Class Date (s): _____

Send check and registration to SOROA * 10 Crater Lake Ave., Ste. 10 * Medford, OR 97504 *
 Or if paid by Master Card or Visa * Fax to 541-858-3081 * You can also come to the office to register *

Card #: _____ Exp Date: _____ Date: _____

Name on Card _____ Signature: _____

COMING OCTOBER

NOON TIME MINI SEMINARS

TUESDAY OCTOBER 25
ROBERTA CLAUDSON WILL
PRESENT:
*“HOW TO SERVE NOTICES
AND DEAL WITH ABANDONED
PROPERTY”*
Time: 12 noon - 1:00 pm

\$10 MEMBER
\$15 NON-MEMBER
PER SEMINAR

**BRING YOUR
OWN SACK
LUNCH**

- All Seminars will be held at our office location - 10 Crater Lake Ave, (the Estate Building) Medford, OR in the conference room.
- Bring your own sack-lunch.
- Price per seminar - \$10member, \$15 Non-Member
- Registration form is on page 3 of the newsletter. Fax, phone or mail your registration no later than 4:00 pm of the day before the seminar
- Mailing address for registration is 10 Crater Lake Ave., Ste 10, Medford, OR 97504. Fax number is 541-858-0851
- For more information or to register by phone call 541-842-7676. Office hours are 12-4 Monday-Friday

Oregon Legislative Overview 2011 (continued from front page)

3. Remedies- Current law provided remedies for a tenant if a landlord fails to comply with statutes regulating applicant screening charges and reservation deposits. The amount that may be recovered for a wrongful charging or failure to refund these monies was the amount of the charge or deposit plus \$100. The minor statutory damage amounts in current law were created more than 20 years ago, and no longer provide the same disincentive to a violation or a reasonable remedy for the tenant. The fix changed the remedies available to a tenant to twice the amount of any charge paid plus increased the flat damages amount to \$150.

4. Carbon monoxide- Current law required carbon monoxide detectors wherever there is a carbon monoxide source or a conduit to a source. The coalition believed that some of the language of the current law contained minor but important inconsistencies with State Fire Marshal rules on this issue. The Omnibus Bill made the legal language consistent with the Fire Marshal's language.

5. Abandoned property- Current law allowed landlords to destroy or dispose of abandoned property left behind by tenants after proper legal notification, unless the total value of the property was \$500, in which case a public sale was required. This value was set a long time ago (1995) and does not now adequately reflect the cost of storage and conducting a public sale. The Omnibus bill increased the threshold value to \$1,000 before a public sale is required.

6. Deposits in Foreclosure- If a tenant was notified that the unit was in foreclosure, current law allowed them to apply pre-paid rent and/ or security deposits to rent due prior to the date of the sale. (This protected the tenants from losing their deposits altogether.) Some landlords threatened to evict the tenant for doing this or interpreted it as a termination of tenancy. There were also questions as to what type of notice the tenant should give the landlord in order to use their pre-paid rent and/ or deposits. The Omnibus Bill required the tenant to give notice of intent to the landlord prior to the expiration of any nonpayment of rent notices. Further, if the pre-paid rent and/ or deposits were applied by landlords and then the property was removed from foreclosure, it required tenants to pay a new deposit within two months of receipt of notice of such.

7. Domestic violence early lease termination – Current law allowed adult victims of domestic violence and their minor children (or adult parent or guardian of minor children who are victims) to terminate their lease with 14 days written notice if they met certain criteria. Current law left a loophole if an adult parent wanted to leave with her minor children but had to leave an 18 year child behind still responsible to the rental agreement. The bill allows immediate family members to accompany a victim tenant who qualifies for an early termination due to safety threats caused by domestic violence, sexual assault, or stalking. This is in fact how most landlords have interpreted the current law, and the change conforms the law to common practice.

8. Housekeeping- There were three minor clarifications made in the eighth provision. Two were simply to correct instances where the wrong chapter or section had been referenced in the past. The third clarified that in the case of terminating a RV tenancy that had lasted more than one year,

60 days' notice was required, not 30 days as was implied.

House Bill 2172/31B3 Rent Control

ORHA Position: Opposed

Final Outcome: Died in committee

This was a rent control effort that went nowhere.

House Bill 2710 FED Court Fees

ORHA Position: Supported. However, ORHA originally opposed HB 2710 because of the proposed FED fee increase from \$67 to \$105.

Final Outcome: Passed legislature, signed by Governor
ORHA worked all session with the Judicial Department to make sure the courts would not suffer additional cuts. The court system needed additional fee increases to operate but ORHA was unwilling to accept the proposed 50 percent fee increase. ORHA did agree to a modest FED fee increase from \$67 to \$75 which the legislature ultimately adopted. ORHA was also successful in raising the prevailing party fee \$8 so it is \$93 (from \$85) and \$108 if case goes to trial (from \$100).

Senate Bill 507 TV Antenna Access

ORHA Position: Opposed

Final Outcome: Died in committee

This was an attempt to require, under the habitability statute, landlords of multifamily housing to provide television antenna access.

House Bill 3535 Energy Performance Standards

ORHA Position: Opposed

Final Outcome: Died in committee

An attempt to require, among other things, landlords to disclose their rental's energy efficiency to prospective tenants and buyers.

House Bill 251 B Real Estate Transfer Taxes

ORHA Position: Opposed

Final Outcome: Died in committee

Attempted to permit local governments to impose real estate transfer tax or fee

House Bill 2694 Writ of Execution by Sheriff

ORHA Position: Neutral. However, ORHA worked with the Sheriffs Association to amend the bill to require immediate notification to the plaintiff.

Allows court to extend time to execute writ for eviction upon showing of good cause by sheriff. The extension is designed for extraordinary circumstances and not to act as a judge. ORHA amended the bill to require immediate notification to the plaintiff of any extension. ORHA's local associations need to monitor this new law to make sure it is not abused.

Indiana Woman Imprisoned in Fair Housing Race Case

By Jo Becker, Education/Outreach Specialist, Fair Housing Council of Oregon

Any form of illegal housing discrimination is wrong and unacceptable but stories that involve threats and intimidation don't often make the news. Following is a story from the Indianapolis Recorder Newspaper which Brandon A. Perry authored an article entitled "Threats and intimidation," July 28, 2011.

A neighbor in this Indiana case was charged with a criminal violation of the Fair Housing Act and received prison sentence after threatening to burn down a house being toured by African Americans in a predominantly white community.

A strong message was sent to residents of Indiana recently: You don't have to put up with discrimination that involves threats or intimidation.

In U.S. District Court in Indianapolis, Sheryl Small, 48, was sentenced on felony charges of threatening to burn down a rental property being viewed by two African-American women. She was given six months in federal prison, followed by three years of supervised probation.

The sentence was announced by Joseph Hogsett, U.S. Attorney for the Southern District of Indiana, whose office served as prosecution for the case.

"This type of behavior is not only morally unacceptable, but it is also illegal," Hogsett told the Recorder in an exclusive interview. "If anyone chooses to engage in it, they will be identified, investigated and fully prosecuted."

In September, 2009, Small, who is white, shouted racist remarks at a 55-year-old African-American woman and her 25-year-old daughter as they were being shown a house by a landlord in the 700 block of Mount Street on the city's near Westside.

"Ms. Small ran out of her house and leveled racial epithets not only at the women, but also at the landlord, who is an elderly white male," Hogsett reported.

Small then threatened to burn the house down if the two black women moved into the predominantly white neighborhood.

The women and the landlord spoke to authorities about the incident. Following an investigation by the Indianapolis Metropolitan Police Department, the FBI and Civil Rights Division of the Department of Justice, Small was charged with a criminal violation of the federal Fair Housing Act.

Passed in 1968, the act prohibits individuals from threatening, intimidating, harassing or otherwise coercing other people from obtaining housing because of their race.

"It embodies the intent of Congress to eliminate housing discrimination and achieve integrated and balanced neighborhoods throughout the country," said John Trasvina, assistant secretary for Housing and Urban Development (HUD).

According to HUD, more than 2 million instances of housing discrimination occur each year, but fewer than 1 percent are reported to the agency and other authorities.

"Many people do not know that they have been victims of housing discrimination because they do not fully understand which activities are illegal under the Fair Housing Act," he said. "But if you think your rights to fair housing have been violated, help is available. Housing discrimination complaints can be filed

with us."

Trasvina explained that illegal activities include refusing to rent or sell housing, making housing unavailable, providing different housing services or facilities, falsely claiming housing is unavailable for sale and using discrimination in setting terms, conditions and privileges for sale or rental.

In court during the Small trial, attorney Betsy Biffel of the Department of Justice spoke for the prosecution.

During her court appearance, Small, who was represented by a black attorney, pleaded guilty to the charges against her. She also claimed to have apologized to the women the day after making her threats, and said she has changed her views on race relations since the incident.

Small could have received up to 14 months in prison, but was given 6 months in consideration of the guilty plea and the fact that she is the sole caregiver of her elderly father.

However, U.S. District Judge Tanya Walton Pratt, who presided over the case, gave a stern warning to Small in the event that her announcement of a change of heart was just for show.

Pratt said the sentence might not change Small's views if she is at heart a racist, but "it will show you that you must be responsible for your words and cannot make threats against people based on their race under any circumstances."

The younger African-American woman eventually moved into the rental property with her boyfriend, and ironically, the house did burn down. Police believe the fire was arson, but Small is not listed as a suspect in that incident, which is still under investigation.

Hogsett said the Small incident was the eighth case of racial discrimination involving threats of violence within the last five years to be brought to his office, which covers Central and Southern Indiana. All of the cases involved defendants who were sentenced to prison for making violent threats and violating federal civil rights laws.

The most high profile examples include three cross burnings that occurred in Muncie in 2007 and 2008 that were designed to chase minority families from various neighborhoods.

"It's unfortunate and sad that these type of incidents still occur," Hogsett said. "Our response is that we will continue to be vigilant in protecting Hoosier families and their right to live in peace, in safety, and be free from intimidation, threats and harassment."

Activist Wade Henderson said it is good that federal officials remain committed to enforcing the Fair Housing Act.

"Forty years after its passage, we've seen an erosion of housing rights in the sub-prime meltdown and the mortgage lending and housing crisis," said Henderson, president of the Leadership Conference on Civil and Human Rights. "The American dream of having a home must be reinvigorated because where you live affects so many aspects of life. Housing goes deeper than four walls - where we live can determine where our children go to school, where we work, and too often, our access to opportunity."

Contact Jo Becker at jbecker@FHCO.org or 503/453-4016.

What To Do About Tenant Damages

Robert Cain

Tenants have a responsibility to use care when they live in a property. They do not have a license to do damage. While they are not responsible for ordinary wear and tear, they are responsible for deliberate or negligent damage, no matter who did it (except the landlord, of course).

Proper care of the property by a tenant begins when he or she moves in. The rental agreement should state that the tenant is responsible for damage over and above ordinary wear and tear. It should also be on the Move-in Checklist. When we do the "Condition of Premises Report" walk through with the tenant, we can explain in detail examples of what damage is normal wear and tear and what is excessive, negligent and/or deliberate.

Working with tenants who have had problems in the past provides a special challenge in seeing that they maintain the unit appropriately. We have to make it crystal clear what their responsibilities are and what is expected of them. Spend as much time as necessary to make it clear. This subject is probably where you need to spend most of your time with a new tenant whom you know has had a problem with other landlords or who has never lived on his or her own before.

Sometimes they are simply so inexperienced that they don't know what sorts of things cause damage. Slamming doors and windows, swinging on doors, climbing up and down drain pipes, climbing lattice work are all things that cause damage, but of which some people have no idea of the cause and effect relationship. It is our job to make it clear, even at the risk of sounding nit picking.

Whatever the problem, it should not be yours, but the tenant's. If it is a repair problem, give him or her the name of someone who can do the repairs, telling him or her the handyman can work at a reasonable price. If there are crayon marks on the wall, tell the tenant that we have an account at a certain paint store to buy paint at a lower price. Make your tenant solve the problem.

Tenant Responsibilities

The laws of most states say the tenant has the following duties to his or her dwelling:

- Use as intended in a reasonable manner
- Keep clean and free of rubbish and filth
- Dispose of garbage, rubbish, ashes and debris in "a safe

and clean manner."

- Keep plumbing fixtures clean
- Use all parts in a reasonable manner
- Not remove or tamper with a functioning smoke detector, including removing batteries

Not deliberately or negligently destroy, deface, damage, impair or remove any part of the premises or knowingly permit any person to do so

Getting the Tenant to Pay

When we discover damage, such as a broken window, hole in the wall or door, garbage piled up or crayon marks on the wall, send the tenant a note. In the note, remind him or her of a tenant's responsibilities and suggest how he or she can solve the problem.

If the damage is too much for the tenant to fix on his or her own, we can do it or have it done ourselves and send the tenant a bill. In the bill specify when it must be paid and remind the tenant that any damage can be deducted from the security deposit. If the tenant cannot pay it all at once, make him or her call to arrange a payment schedule.

If none of that works, we have the final option of the 30-day Notice with Cause terminating the tenancy. That gives them 15 days to correct the problem or move in 30 days (check the specifics for your state, they vary markedly). Should the security deposit be inadequate to cover the cost of the damage, we would have to first, bill the tenant for the excess, and then, when he or she doesn't pay, obtain a judgment for the rest.

If we have done our job right at the beginning, though, the tenant will want to work out a solution with us. Some tenants have a history of not getting along with landlords, probably mostly their own doing. But on rare occasions, it is because of the attitude of landlords whom they have rented from. Regardless of the reason, doing our job right means that we have made it clear at the beginning of the tenancy that we want them for a tenant, that problems are solvable, and that they can talk to us. If we expect good results we are likely to get them.

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Robert Cain is a nationally-recognized speaker and writer on property management and real estate issues. For free visit the web site www.rentalprop.com.



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*denotes SOROA officers/directors

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 Lonny & Edna Gallagher
 Lynn Griffith
 Julian Lewis
 Monika Neri
 Peggy Reeder
 Susan & Dylan Rounds
 Janice Stevens
 LouAnn Strahan



Attorney:
 Carlyle F. Stout, III

Secretary:
 Remedy Hovermale

LAW OFFICES OF CARLYLE F. STOUT, III

REAL ESTATE LAW

Contracts of Sale
 Foreclosures
 Earnest Money Agreements
 Trust Deeds
 Promissory Notes
 Boundary Disputes
 Easements

BUSINESS LAW

Corporations
 Limited Liability
 Companies (LLC)
 Partnerships
 Sales & Purchases
 Contracts

Landlord / Tenant Law

Residential Rental Contracts & Leases
 Commercial Rental Contracts & Leases
 Mobile Home Park Contracts & Leases
 HUD/Subsidized Housing Contracts & Leases
 Eviction Notices
 Evictions / FED's
 Landlord / Tenant Disputes

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ALL CITIES PROPERTY MANAGEMENT, LLC

Our firm offers Quality Property Management including:

- Specialized handling of all phases of renting & leasing properties
- Rental location services for tenants
- Homeowners Association & Planned Unit Development representation and management
- Find a Tenant (advertise, locate, show property, screen & turn over a tenant to the property owner)
- Eviction Service for hire (file paperwork & attend court on property owner's behalf)

SOROA members receive a 20% discount for Tenant Placement Services

For more information about services and benefits provided by Allcities Property Management please call Laurel Adams 541-245-8811, fax 541-245-1108

allcities@qwestoffice.net
www.allcitiesprop.com
laurel@allcitiesprop.com

Notice!!!
National Tenant Network (NTN) Price Increase for SOROA Members
EFFECTIVE NOVEMBER 1, 2011

Old Pricing for Each Service:

National Eviction and Tenant Performance Report	\$8.50
Decision Point Report (Run with a Tenant Report)	\$19.00
National Retail Credit Report	\$8.50
Oregon & Washington Statewide Criminal Report	\$12.00
National County Criminal Report (not including surcharges)	\$15.00 per county
Nationwide Criminal Search*	\$20.00

Price Increase for Each Service:

National Eviction and Tenant Performance Report	\$8.50
Decision Point Report (Run with a Tenant Report)	\$20.00
National Retail Credit Report	\$8.50
Oregon & Washington Statewide Criminal Report	\$14.00
National County Criminal Report (not including surcharges)	\$15.00 per county
Nationwide Criminal Search*	\$20.00



**It is that easy with NTN's
DecisionPoint reports**

**NATIONAL TENANT NETWORK
 NTN-OREGON**

REDEFINING RESIDENT SCREENING

National Evictions, Credit or Credit Analysis,
 National or Local Criminal Reports
 All available from your computer 24/7,
 with results in about 15 seconds.
SOROA Members get a discount!
 Use SOROA in the Special Offer Box!

**Because resident screening
 is more than just the promise
 of a low price.**

www.NTNonline.com
 503-635-1118 or 888-989-1686

ORHA RENTAL FORMS

SOUTHERN OREGON RENTAL OWNERS ASSOCIATION

Name: _____ Date: _____

Address: _____

NOTE: NON-MEMBERS DOUBLE THE PRICE THAT IS SHOWN

Form #	Form Description	Pad of			Price	Form #	Form Description	Pad of			Price
		2	10	50				2	10	50	
1	Application to rent	\$2.00	\$5.00	\$15.00		31	Guest Registration	\$2.00	\$5.00	\$15.00	
2	Rental agreement	\$2.00	\$5.00	\$15.00		32	Addendum	\$2.00	\$5.00	\$15.00	
2A	Rental agreement	\$2.00	\$5.00	\$15.00		33	Rules	\$2.00	\$5.00	\$15.00	
2B	Lease agreement	\$2.00	\$5.00	\$15.00		33A	Rules card stock	\$2.00	\$5.00	\$15.00	
3	Pet agreement	\$2.00	\$5.00	\$15.00		34	Parking Violation	\$2.00	\$5.00	\$15.00	
4	72-hour notice	\$2.00	\$5.00	\$15.00		35	Warning notice	\$2.00	\$5.00	\$15.00	
5	30-day Termination notice	\$2.00	\$5.00	\$15.00		36/37	Someone was in/out	\$2.00	\$5.00	\$15.00	
5A	30-day w/option cause	\$2.00	\$5.00	\$15.00		38	30-Day Termination	\$2.00	\$5.00	\$15.00	
6	Pet violation	\$2.00	\$5.00	\$15.00		39	24-Hr unlawful occupant	\$2.00	\$5.00	\$15.00	
7	10-day Termination	\$2.00	\$5.00	\$15.00		40	Entry Agreement	\$2.00	\$5.00	\$15.00	
8	24-Hr Harm or damage	\$2.00	\$5.00	\$15.00		41	Annual recycling	\$2.00	\$5.00	\$15.00	
9	Check in/Check out	\$2.00	\$5.00	\$15.00		42	Appl. Screening charge	\$2.00	\$5.00	\$15.00	
10	Furnished inventory	\$2.00	\$5.00	\$15.00		43	Applicant denial	\$2.00	\$5.00	\$15.00	
11	Smoke alarm acceptance	\$2.00	\$5.00	\$15.00		44	144-Hr notice	\$2.00	\$5.00	\$15.00	
12	Final accounting	\$2.00	\$5.00	\$15.00		45	Appl. Screening guide	\$2.00	\$5.00	\$15.00	
13	Rent increase	\$2.00	\$5.00	\$15.00		46	Assistance animal	\$2.00	\$5.00	\$15.00	
14	Rent payment	\$2.00	\$5.00	\$15.00		47	Parking Agreement	\$2.00	\$5.00	\$15.00	
15	30-Day to Vacate	\$2.00	\$5.00	\$15.00		48	Prepaid rent deposit	\$2.00	\$5.00	\$15.00	
16	Confirmation of	\$2.00	\$5.00	\$15.00		49	Accounting Letter	\$2.00	\$5.00	\$15.00	
17	Maintenance request	\$2.00	\$5.00	\$15.00		50	Promissory/Installment	\$2.00	\$5.00	\$15.00	
18	24-Hr notice to enter	\$2.00	\$5.00	\$15.00		51	Lead-Based Paint	\$2.00	\$5.00	\$15.00	
19	Emergency Entry	\$2.00	\$5.00	\$15.00		52	Co-signer Agreement	\$2.00	\$5.00	\$15.00	
20	Application Verification	\$2.00	\$5.00	\$15.00		53	Reasonable Accom.	\$2.00	\$5.00	\$15.00	
21	Deposit refund	\$2.00	\$5.00	\$15.00		54	Mold Agreement	\$2.00	\$5.00	\$15.00	
22	Emergency Locations	\$2.00	\$5.00	\$15.00		57	Temporary Occupant	\$2.00	\$5.00	\$15.00	
23	Collection Report	\$2.00	\$5.00	\$15.00		58	Forclosure/Default	\$2.00	\$5.00	\$15.00	
24	Clean-up report	\$2.00	\$5.00	\$15.00		59	Add/Delete Tenant	\$2.00	\$5.00	\$15.00	
25	Abandoned property	\$2.00	\$5.00	\$15.00			Manuals/Packets/Booklets	Mbr.	Non-member	Price	
25A	Abandoned property	\$2.00	\$5.00	\$15.00		LLP	Lead Paint Pamphlet	\$0.55	\$1.10		
26	Goods left	\$2.00	\$5.00	\$15.00		LTLB	Landlord/Tenant Law Bk.	\$37.50	\$75.00		
27	Smoke-free agreement	\$2.00	\$5.00	\$15.00		FM	Forms Manual	\$32.50	\$65.00		
28	One-time late payment	\$2.00	\$5.00	\$15.00		APB	Abandoned Prop. Book	\$17.00	\$34.00		
29	One-time partial pmt.	\$2.00	\$5.00	\$15.00		FP	Forms Packet	\$11.00	\$22.00		
30	Deposit Hold	\$2.00	\$5.00	\$15.00		FSP	Forms Sample Packet	\$11.00	\$22.00		

Sub-Total Member Price _____

Non-Member Price (double) _____

Forms Total _____

Postage (min. \$5.00) _____

TOTAL _____

NOTE: Purchaser must appear on the membership list to obtain member discount

Mail or bring to 10 Crater Lake Ave., Ste. 10 Medford, OR 97504
 or Fax to 541-858-3081 Office Phone 541-842-7676
 Office Hours: M-F 12:00 - 4:00, Email: infor@soroa.net, Web address: soroa.net

SOROA 2011 ANNUAL MEMBERSHIP DUES

Associate (owns no rental properties) \$120	61 - 99 units\$165
1 to 6 Units \$70	100 plus Units.....\$195
7 to 24 Units..... \$90	Property Management Co. (under 100)\$185
25 to 40 Units \$110	Property Management Co. (over 100).....\$225
41 to 60 Units \$130	Dual Membership (regular membership +)\$60

SOROA MEMBERSHIP APPLICATION

I hereby apply for:

- Regular Membership
- Associate (no rentals)
- Property Management Co.
- Dual (regular membership, plus listing in the Insider Newsletter)

Name: _____ Company Name (if any): _____

Mailing Address: _____

City: _____ State: _____ Zip: _____ Today's Date: _____

Phone: _____ Fax: _____ Alt Phone: _____

Email: _____ Website: _____

Number of units: _____ Total Amount Enclosed: _____

How did you hear about us/referred by? _____

Please circle your preference:

Do you prefer to get your Insider Newsletter by: (circle one) Email or US Mail

Do you prefer to receive Legislative updates by Email ? (circle one) No Yes

Do you prefer to receive meeting/seminar, etc. reminders by Email? (circle one) No Yes

IF PAYING BY CREDIT CARD

Credit Card #: _____ Exp. Date: _____

Signature: _____ Billing Zip: _____

IF PAYING BY CHECK MAKE CHECK OUT TO: SOROA

Return this application and your check to SOROA * 10 Crater Lake Ave., Ste. 10, Medford, OR 97504 or
 Fax to 541-858-3081 with your credit card information or come to the office, 10 Crater Lake Ave Ste 10.
 Medford, OR. Office hours are 12:00 pm to 4:00 pm Monday thru Friday

SOROA MISSION STATEMENT

The Southern Oregon Rental Owners Association is a group of rental housing owners and managers in the Jackson and Josephine Counties who have joined together for the purposes of :

- Providing information and education to improve the knowledge of rental owners and managers
- Enhancing the reputation of "landlords" by promoting professional practices by leadership and example
- Lending our support and assistance on various community endeavors relating to public and private housing

WHAT IF I CAN'T GET TO THE OFFICE BETWEEN 12-4 TO BUY MY FORMS?



CALL, FAX OR EMAIL THE OFFICE ANYTIME WITH YOUR ORDER. WE CAN MAIL THE FORMS TO YOU, OR LEAVE YOUR ORDER AT THE FRONT DESK WHERE YOU CAN PICK THEM UP DURING NORMAL BUSINESS HOURS. WE WILL CALL YOU WITH YOUR ORDER TOTAL AND PAYMENT OPTIONS

SOROA OFFICE

10 Crater Lake Ave., Ste 10 541-842-7676 phone
 Medford, OR 97504 541-858-3081 fax
 Email: info@soroa.net www.soroa.net
 Office Hours M-F 12:00-4:00 pm

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Business Card	\$90	\$140
1/4 Page	\$180	\$275
1/2 Page	\$300	\$400
3/4 Page	\$360	\$500
Full Page	\$450	\$650

For new ads, mail copy-ready ad and payment to:

SOROA

10 Crater Lake Avenue, Suite 10

Medford, OR 97504

You may also email the ad to info@soroa.net

We can help you design your ad!

The Insider is a monthly publication for members of the Southern Oregon Rental Owners Association.

10 Crater Lake Ave., Ste. 10* Medford, OR 97504

(541) 842-7676 * (541) 858-3081 FAX

info@soroa.net * www.soroa.net

Newsletter Committee:

Linda Moore, Roberta Claudson and Shari Dallas

Publisher:

Southern Oregon Rental Owners Association

Please notify the SOROA office of any changes in your mailing address, phone number, fax number or e-mail address.

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- RENTAL VERIFICATION
- EMPLOYMENT VERIFICATION
- CRIMINAL HISTORY
- CREDIT
- EVICTION SEARCH
- THOROUGH ANALYSIS



New Member Referral Program!

Sign the card and give it to a potential member. If that person joins SOROA includes your card with their membership application, we will send YOU a \$10 SOROA Bucks you can use towards the purchase of forms, manuals, seminars and dinner meetings.

SOROA MEMBERS: Complete this card and give it to a potential member. If they join SOROA we will give YOU a \$10 SOROA Bucks Gift Certificate.

Member Name: _____

SOUTHERN OREGON RENTAL OWNERS ASSOCIATION
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Forms Available From:

10 Crater Lake Ave., Ste 10 Medford, OR 97504 541-842-7676 phone 541-858-3081 fax	Quality Property Management 317 Howard Street Medford, OR 97504 541-776-7674	Southern Oregon Credit 785 NE 7th St. Grants Pass, OR 541-479-9390
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