



# RENTAL HOUSING ALLIANCE EVENTS & CLASSES

Join RHA Oregon for our monthly dinner meeting!!!

Toija Beutler with Beutler Exchange Group

Wednesday April 20, 2022 at 6:00pm

1031 – Soup to Nuts

The Stockpot Broiler

8200 SW Scholls Ferry Rd Beaverton, OR 97008

Starting with Appetizers and finishing with Dessert... Toija will wet your appetite for 1031 tax deferred exchanges.

\$42.00 per person when registered by 4/15/22

\$52.00 per person when registered after 4/15/22

Drawing on her 20+ years and 17,000 exchanges she tells stories that will bring you up-to-date on:

## Buffet Menu

Roasted Garlic & Apple Pork Loin

Red Wine Braised Beef Brisket

Seasoned Whipped Potatoes

Chef's Market Fresh Vegetables

Classic Caesar Salad

Selection of Fresh Fruits

Fresh Baked Crusty Rolls

- Recent Changes
- Current Trends
- Fundamentals of 1031
- Reverse and Improvement Exchanges
- Dessert – 20+ scenarios illustrating the personal and business goals that can be achieved with exchanges.

Yum!

DATE	EVENT	LOCATION	TIME	INFORMATION
04/13	Board Meeting	RHA Conference Annex	4:00pm	
04/28	Mentor Round Table	Zoom	6:00pm	
05/11	Board Meeting	RHA Conference Annex	4:00pm	
05/21	Mentor Round Table	Zoom	11:00am	
05/30	RHA Oregon Office		CLOSED	Office Closed in Observance of Memorial Day Holiday

DATE	CLASSES	LOCATION	TIME	INSTRUCTORS
04/05	Online Tenant Screening Class	WebEx	11:00am	Marcia Gohman w/National Tenant Network
04/07	Online Tenant Screening Class	WebEx	7:00pm	Marcia Gohman w/National Tenant Network
04/14	Fair Housing, Assistance Animals and Reasonable Accommodations	Zoom	6:30pm	Shyle Ruder w/ Fair Housing Council of Oregon
04/21	Property Management-The Basics	Zoom	11:30am	Katie O'Neal w/Acorn Property Mgmt.
04/26	How To Build Your Real Estate Net Worth	RHA Conference Annex	6:30pm	Cliff Hockley w/Bluestone & Hockley
04/26	Online Tenant Screening Class	WebEx	7:00pm	Marcia Gohman w/National Tenant Network
04/30	Landlording 101	Monarch Hotel	9:00am	Mark Passannante w/Broer & Passannante
05/10	Online Tenant Screening Class	WebEx	11:00am	Marcia Gohman w/National Tenant Network
05/12	Online Tenant Screening Class	WebEx	7:00pm	Marcia Gohman w/National Tenant Network
05/24	Online Tenant Screening Class	WebEx	7:00pm	Marcia Gohman w/National Tenant Network
05/26	Online Tenant Screening Class	WebEx	11:00am	Marcia Gohman w/National Tenant Network

RHA Oregon is diligently putting together our 2022 education calendar.  
visit : <https://rhaoregon.org/calendar/2022-01/> For additional information

We are also diligently working on putting together future in person dinner meetings.  
visit: <https://rhaoregon.org/calendar/> For additional information



# From the desk of the Executive Director

Ron Garcia, RHA Oregon Executive Director of Public Policy



Sometimes I get asked “Why should I join the Rental Housing Alliance Oregon?” My normal reply is, “IF you are a Rental Housing Provider in Oregon, why AREN’T you already a member?!” I know it’s a sassy retort, and I have resolved to be more patient this year. Therefore I would like to share with you all the Top 10 Reasons for being a member of The Rental Housing Alliance Oregon. (Happy Spring!)

1. Rental Housing Alliance Oregon is a community of business peers who are open and available to share best practices. Landlords have many questions and “never-had-this-happen-before” experiences. One conversation with a fellow landlord can save hours of grief and potentially thousands of dollars.

2. Building and maintaining professional business and vendor relationships is critical to your success. As a small landlord, we realize that most of the time we don’t need to know about bedbugs or water restoration services or emergency electrical solutions. But when the moment occurs and the drama quickly unfolds, we would rather contact someone we know (and trust) than google someone we don’t know (and rely on a stranger’s review).

3. All careers evolve, and Rental Property Owners’ are no different. How can we formulate a growth, succession, or exit strategy? It may be the time to buy a property. It may be the time to sell a property. It may be the time to leverage your holdings, or it may be the time to find a compatible management company. These processes don’t occur overnight. They can take years to unfold. Networking and knowing professional Brokers, Managers, Exchange companies and Accountants becomes extraordinarily valuable as time goes by.

4. There are different rules in different cities nowadays. What applies in Portland is not always the same as what applies in Multnomah County, let alone Beaverton or Salem or Springfield or Enterprise! Having a website where a landlords can go for answers on confusing or conflicting reports is not only reassuring, but it’s also essential.

5. One problem that doesn’t seem like it’s going away anytime soon, is that just when we think we understand the rules, the local, county, metro or state governments change them! The RHA

Oregon Landlord Hotline is a service members can use to get their questions answered by experienced members who are “landlords helping landlords”. Additionally, many calls are answered by professional Property Managers who freely donate their time and experience to help our members. It’s another “touch point” between our membership that is not found elsewhere.

6. It is no secret that Rental Property Owners throughout the state of Oregon have seen many of their rights erode with recent legislation. Changes on evictions, rent control, screening guidelines, and even rent collection during Covid are the new normal. Having a Professional Lobbyist along with an Executive Director for public policy who are both well known in the state capital helps to keep the tides at bay during legislative sessions.

7. A question we hear often is “How can I just stay informed on what is really happening in the rental market?” RHA Oregon provides continual, relevant Training Classes, both in-person and on-video and through Zoom. The classes are taught by Industry Experts, Lawyers, Elected Officials and Community Action groups, just to name a few.

8. Rental Housing Alliance Oregon is famous for providing up-to-date rental forms written by the two most active Landlord Attorneys in the state of Oregon. Order on-line, or on the phone to be mailed out, or for next-day-pickup availability (delivered right to your car!) at the RHA Oregon office.

9. The Monthly Update Newsletter is a time-tested asset to all Rental Housing Providers. It is sent via email and available in print at the RHA Oregon office. It has excellent content, relevant advertising by seasoned Vendors, along with a Vendor Directory to use when you need services.

10. Social, charitable and family events. We have monthly Dinner Meetings featuring great speakers in fine venues around the Portland Metro area. We have the annual Starry Night Charity Auction in July where members mingle with wine and beer to bid on great items where 100% of the proceeds are donated to various causes. And we have the Summer Picnic at Oaks Park where our

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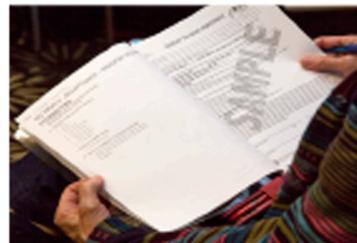
# LANDLORDING 101

All Day Class Saturday April 30, 2022  
9 - 5:00pm (includes lunch)



Spend an entire day with landlord attorney and  
co-creator of RHA Oregon's forms,  
**Mark Passannante**

You'll come away from Landlording 101 with a deeper understanding of rental housing law, how the laws work from the landlord and the tenants' perspectives, better management strategies, and a book of sample forms and notes from all of the questions you always wanted to ask an attorney, and a lot more you'd never thought of.



**COST:** \$120 Member, \$170 Non-member  
*Register by close of business Monday  
April 25th to receive an early  
registration discount of \$20*

**AT:** The Monarch Hotel  
12566 SE 93rd Ave  
Clackamas OR 97015

~ Six Continuing Education  
credits are available with  
this seminar ~



**Register by:**

Visiting: [www.rhaoregon.org](http://www.rhaoregon.org)

Emailing: [Info@rhaoregon.org](mailto:Info@rhaoregon.org)

Calling: (503)254-4723 ext. 3

To qualify for the early bird registration rate you must have your registration into the RHA office no later than 4:59pm on the listed early registration date in the advertising for the event. Deadline for refund/credit or cancellation of registration is up until 48 hours prior to the date and time of the class/seminar, up until 48 hours prior you will be refunded 100% of the cost to attend. If a registered guest/member does not cancel and/or does not show to the scheduled class/seminar then the registered guest/member will be required to pay the full amount of the class/seminar. All registrations are non-transferable. Those with prior registrations to the class/seminar will be seated first. Walk-ins will only be accommodated once the class has started and only if space is available. Registered attendees who arrive 15 minutes after the start of the class/seminar be aware that your chair may be filled. Our venues do have a limited capacity therefore at times registration to an event may close prior to the event.



# Why Work with a Licensed 1031 Exchange Advisor

by Austin Bowlin, CPA – Partner at Real Estate Transition Solutions



IRC Section 1031 is undeniably one of the most generous sections of the tax code; however, the IRS rules and timing requirements to complete a tax deferred 1031 Exchange are stringent. Navigating the 1031 process can be complex and a misstep can result in either a failed Exchange or the purchase of replacement property that is not suitable. Experienced real estate investors will tell you that having the right team in place and working with a licensed 1031 Exchange Advisor will help ensure your Exchange is successful and meets your objectives.

## The Role of a 1031 Exchange Advisor

Think of a 1031 Exchange Advisor as the team captain—and every team needs a good captain. A quality 1031 Exchange Advisor is licensed through FINRA and is highly experienced with an in-depth knowledge of the Exchange process, tax code, 1031 Exchange strategies, and replacement property options best suited to address your objectives.

As the team leader, your 1031 Advisor will consult with you to understand your objectives, develop your Exchange strategy, help you select and acquire replacement property, and guide you through critical steps of the 1031 Exchange process to ensure IRS rules are adhered to at every point. Below are some benefits of working with a licensed Exchange Advisor.

- Your 1031 Advisor will help you understand your tax liability and works with you to determine if a 1031 Exchange is suitable.
- Provides consultation and recommends 1031 strategies best suited to help meet your objectives.
- Helps you identify and acquire suitable replacement property
- Guides you through the Exchange process from start to finish to ensure all IRS rules and timing requirements are satisfied.
- Proactively communicates with your other advisors to ensure all aspects of the Exchange are addressed.

## How to Select the Right 1031 Exchange Advisor

A good 1031 Exchange advisor should not only help you find, select, and acquire qualified replacement property but should also serve as a strategic partner and assist in navigating the exchange rules, debt matching considerations, and property co-ownership issues. There are quite a few 1031 Exchange firms to choose from; however, like any industry, the level of expertise, years of experience, client focus, due diligence, and services offered vary greatly from company to company. Therefore, when selecting a 1031 Exchange firm to work with, you should only consider well-respected firms that can demonstrate the following criteria:

- Is licensed through FINRA: Before working with a 1031 Exchange Advisor, make sure they are licensed through FINRA, a self-regulatory organization under the supervision of the Securities and Exchange Commission. FINRA oversees U.S. broker-dealers and protects America's investors by ensuring the broker-dealer industry operates fairly and honestly. FINRA oversees more than 624,000 brokers across the country—and analyzes billions of daily market events.
- Is established and well-respected: The 1031 Exchange industry is a relatively small community. Word gets around quickly if 1031 firms recommend replacement properties that are not suitable for owners or do not have a firm understanding of the nuances of the tax code. Furthermore, new entrants to the industry have not had the experience navigating multiple market cycles.
- Meets with you to understand and discuss your situation to determine suitability: Developing an optimal transition strategy and selecting optimal replacement property options is a process that must be tailored to the individual client. Some 1031 Exchange Advisors may take a “choose your own adventure” approach, presenting a myriad of options with little context and analysis shared with the client. Instead, a quality 1031 Exchange Advisor will take the time to understand your financial and lifestyle objectives and

*(continued on page 6)*

invest in developing an intentional strategy to position you for success.

- Educates you on 1031 Exchanges, the process, timing, and rules: A good 1031 Exchange Advisor should always take an education-first approach and invest the time to ensure a client is familiar with the tax code and all suitable options available to them. Additionally, your Exchange advisor should provide a balanced perspective, sharing both the opportunities and risks any potential course of action presents.
- Provides strategic consultation: While the timeline following the sale of an investment property is relatively short, the exchange process need not feel rushed. Proper planning can extend the timeline and allow for appropriate strategic decisions. Additionally, some strategies, such as a refinance to extract liquidity in advance of a sale, can take a year to “season” before the sale occurs. Your 1031 Exchange Advisor should be patient and willing to work with you over several years if needed to execute a plan that’s in your best interest. Furthermore, they should be available following an exchange to address tax, ownership, and estate planning questions related to the Exchange.
- Develops a strategic and achievable 1031 transition plan to help meet your objectives: An owner’s objectives change as life happens and markets change. A transition plan should be a living, breathing strategy that can be updated as needed. Intentionality is key to an optimal exchange strategy. A good (and smart) 1031 Exchange Advisor will always develop a plan that is both strategic and achievable.
- Provides you with all suitable and available 1031 Exchange options: There are many exchange strategies and replacement property options available to investment property owners, including fee-simple real estate, net-lease properties, Delaware Statutory Trusts (DSTs), Tenant-In-Common (TIC) property, and even Real Estate Investment Trusts (REITs). A quality 1031 Exchange Advisor should provide all suitable options, be agnostic to the solution, and

only recommend those in your best interest and based on your financial and lifestyle objectives.

- Works with your other advisors (CPA, Qualified Intermediary, estate planning attorney, real estate broker, financial advisor): Your 1031 Exchange Advisor must be willing to collaborate with your other professionals to ensure that all the pieces are aligned for a successful exchange. Some 1031 Exchange firms provide these services “in-house” and are constantly trying to cross-sell their clients’ accounting, estate planning, and financial planning services. While the integrated approach may appear to streamline the process, we feel it presents a conflict of interest in the recommendations provided to an owner and should be avoided. The real estate transition and replacement property selection process is sufficiently complicated to warrant a firm specializing in this space. You would not want your general practitioner doctor performing surgery on your knee, nor should a financial professional specializing in traded securities develop your exchange strategy.
- Has a strong network of additional professionals to recommend: Competent and established 1031 Exchange firms should also have a strong network of proven, trusted professionals or firms that can be recommended to a client if needed.

If you are considering a 1031 Exchange and would like to discuss which strategy is appropriate for your situation, contact Real Estate Transition Solutions and speak to one of our licensed 1031 Exchange Advisors. Call us at 206-502-4862, email [info@re-transition.com](mailto:info@re-transition.com), or visit [www.re-transition.com/rhaor/](http://www.re-transition.com/rhaor/).

Austin Bowlin, CPA - Chief Exchange Strategist & Partner at Real Estate Transition Solutions  
As Chief Exchange Strategist, Austin leads the firm’s team of licensed 1031 Exchange advisors & analysts and provides consultation on tax liability, deferral strategies, legal entity structuring, co-ownership arrangements, 1031 replacement property options, and Delaware Statutory Trust investments.

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### About Real Estate Transition Solutions

Real Estate Transition Solutions is a consulting firm specializing in tax-deferred 1031 Exchange strategies and Delaware Statutory Trust investments. For over 26 years, we have helped investment property owners perform strategic 1031 Exchanges by developing and implementing well-planned, tax-efficient transition plans carefully designed to meet their objectives. Our team of licensed 1031 Exchange Advisors will guide you through the entire Exchange process and help you select 1031 replacement properties best suited to meet your goals. To learn more about Real Estate Transition Solutions, call 503-832-6463 or visit our website at [www.re-transition.com/rhaor/](http://www.re-transition.com/rhaor/).

### IMPORTANT INFORMATION

The information herein has been prepared for educational purposes only and does not constitute an offer to purchase or sell securitized real estate investments. Such offers are only made through the sponsor's Private Placement Memorandum (PPM), which is solely available to accredited investors and accredited entities. Case studies and examples are for illustrative purposes and not representative of future results. There are risks associated with investing in real estate properties, including, but not limited to, loss of entire investment principal, declining market values, tenant vacancies, and illiquidity. Because investor situations and objectives vary, this information is not intended to indicate suitability for any particular investor. This material is not to be interpreted as tax or legal advice. Please speak with your own tax and legal advisors for advice/guidance regarding your situation. DST 1031 properties are only available to accredited investors (generally described as having a net worth of over \$1 million dollars exclusive of primary residence) and accredited entities only. If you are unsure if you are an accredited investor and/or an accredited entity, please verify with your CPA and Attorney. Securities offered through Aurora Securities, Inc. (ASI), member FINRA/SIPC. Advisory services offered through Secure Asset Management, LLC (SAM), a registered investment advisor. ASI and SAM are affiliated companies. Real Estate Transition Solutions (RETS) is independent of ASI and SAM.



# SEEKING ANSWERS TO YOUR QUESTIONS?

RHA Oregon has made it easy for members to find answers to their most pressing property management questions.

Stop by [rhaoregon.org/oregon-landlord-tenant-forms/forms-video-resource-landlording-101/](http://rhaoregon.org/oregon-landlord-tenant-forms/forms-video-resource-landlording-101/) to access our growing library of video tutorials on how to fill out our rental forms.

Stop by [rhaoregon.org/membership/rha-covid-19-resources-webpage/](http://rhaoregon.org/membership/rha-covid-19-resources-webpage/) for all the information you need pertaining to the Covid-19 Moratorium.

Still need additional assistance? Don't worry you can submit your questions to our landlord hotline by dialing 503/254-4723 ext. 2 or email: [hotline@rhaoregon.org](mailto:hotline@rhaoregon.org).



# Rental Checklists That Can Save Property Management Headaches

by Jayson Walla, permission to reprint by Apartment Owners Association News

Acquiring a rental property is a great first step to building passive streams of income that help you increase wealth. But it's just that, a first step. At some point, you'll need to delve into the world of property management and put systems in place to ensure your investment is protected – and continually bringing in positive cash flow. In this case, a property management checklist can be an absolute key to saving you time and money on your rental property landlord journey.

So, whether you're intending to hire a property management company or looking for property management tips so you can do the job yourself, here's a property management checklist to keep your rental property affairs on track.

## Marketing

- It is crucial to present the properties correctly, mainly because you have a lot of competition in the renter market.
- A photographer may be hired to take photos of the properties. If on a budget, you can use a good camera to produce stunning pictures that will entice tenants to choose you.
- With the photos captured, marketing the properties online is much more convenient. Several sites exist where you can advertise your home to find potential residents.
- Marketing should not be online only; it should also be present in the offline world. Putting up rent signs and paying for advertisements in local publications are still viable forms of offline ads. Distributing flyers that come with the information of the units and your contact information can also help.
- Open houses are also beneficial since most people would want to see everything for themselves.

## Tenant Selection

When marketing is complete and some potential tenants want to lease, it is important to conduct the necessary background checks, employment verifications, and look

into past rental history.

Typically, the first step is to show the unit to the candidates. Let them know about the requirements, along with the restrictions on living in the home or apartment. Be sure to ask questions about employment, income, and whether or not they have pets/animals.

Reach out to the past landlords. From there, it would be easy to determine whether the landlords were satisfied with their stay and inquire what may have gone wrong.

Checking their credit history as well as their background is also vital. These pieces of information will help make an informed decision regarding whether or not these tenants have high-risk potential.

Finally, it is time to make a decision. Be sure to have a signed state-approved landlord-tenant contract for both you and the tenant to sign. After that, it is time to get connected and schedule the date of when to move into the unit.

## Tenant Orientation

- **In this part of the property management checklist, it is significant to ensure all documents are ready. Now that you've picked your tenant, it's time for you to welcome them to your property.**
- **It would be helpful to provide contact info to the local cable, internet, and utilities companies for your home. If there are any specific items in the home that need to be regularly maintained by the tenant, please go over that as well with the tenant.**
- **If needed, a pet or service/comfort animal agreement should be signed.**
- **Rental rules should be outlined, and the renter should receive a copy of the document.**
- **The tenant should also have the keys and garage door opener.**
- **The renter should also have the contact information of the landlord and emergency**

contact line.

## Tenant Maintenance

A landlord-tenant relationship is a two-way street. You need to take care of them so they will, in turn, take care of your property.

- Maintaining and improving the rental property: This, aside from filling the unit, is your first priority. This means taking a proactive approach to landscaping, driveways, kitchens, bathrooms, interiors, exteriors, etc. Repairs done early usually means less costly repairs down the road. Another added bonus is a well-maintained property can fetch a higher rental rate in the future.
- Make rules clear (from the onset): Be it rent collection, prior warnings for violations, or basis for eviction- make sure expectations are clear during the orientation. This will minimize future friction with renters.
- Document your communications and organize your files: Whether paper or electronic, document all exchanges with renters. This will make it easy for you to reference in the future. (You'll need this more often than you think.)

## Conclusion

Having a clear process in place means that a potentially arduous task can be completed with relative ease, and repair needs can be identified early on to avoid unnecessary expenditures.

Keepe is an on-demand maintenance platform for property managers and landlords looking for a network of handymen for rental property maintenance. [Keepe.com](http://Keepe.com)



**Jeffrey S. Bennett**

ATTORNEY AT LAW

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## Executive Directors Message CONTINUED FROM PAGE 3

members and families enjoy fun booths, a great bar b que meal and discounts on amusement park rides. And we have the annual Toy Drive Giveaway at our December Christmas Party.

Make 2022 the year you join to improve your CRAFT as a Rental Housing Provider. It's the least expensive professional decision you can make!

## Keep Us Informed



Moved?  
Hired or fired a manager?  
New email address or phone  
number?

Keep RHA Oregon office  
up to date with your current  
information.

Call the office with all changes:  
503-254-4723

## FIND EVICTIONS STRESSFUL?



Full FED Service  
First Appearances  
Small Claims

**503-242-2312**

[evict@landlord-solutions.com](mailto:evict@landlord-solutions.com)



# Dear Maintenance Man

by Jerry L'Ecuyer & Frank Alvarez

**Dear Maintenance Men:**

**I have an old wood fence that separates my property from the neighbors. We will be splitting the cost of replacement. My question however is how do I avoid post rot? The old fence posts rotted prematurely and caused the fence to lean.**

**Mark**

Dear Mark:

Your problem is most likely poor drainage. The posts rot away because of excessive moisture. For a long-term installation, use either redwood or pressure treated lumber. Dig your posthole at least 6 inches deeper than normal. Fill the bottom six inches of the hole with ½" sized gravel. Then set your post in place, level it and pour in another 2 or 3 inches of gravel. Fill the balance of the hole with Ready-Mix or Post-Mix concrete. Taper the top of the wet concrete at a slight angle to the post; that will help drain water away from the post. For added protection, you may want to consider waterproofing your post with Thompson's Water Seal or roofing tar. That should help keep your post healthy for much longer.

**Dear Maintenance Men:**

**We have a vacancy and are currently upgrading the units as they became vacant. We are looking for a "Special Touch" to set our rental units apart from our competition. We are doing the usual such as new paint, upgraded flooring, modern faucets etc. Any ideas will be a big help!**

**Hans**

Dear Hans:

A great way to update older and modern units is to upgrade the cabinet knobs, interior doorknobs and hinges. Typically, apartment or builder grade knobs and hinges are rather utilitarian in nature. They get the job done and that is about it, nothing fancy. That missing certain "je ne sais quoi" in a remodeled unit can be found in the choice of knobs and hinges you install. A wise choice is a lever style knob. They come in many different finishes and colors, and they not only look attractive and modern, but they are also user friendly for any disabled or older residents. The use of solid brass knobs adds a bit of weight to a door making it appear rich and sophisticated. Stainless steel knobs and pulls can make an older unit look more modern.

Check at your local home improvement center for ideas along with these brand names to look for: Westlock, Hamilton Sinkler, Schlage, Baldwin, Kwikset.

**Dear Maintenance Men:**

**I hear the term "Aging in Place" and wondered as an apartment owner, what I could do to market to this growing segment of our population? What should I do to make my property more "Aging in Place" friendly?**

**Sanford**

Dear Sanford:

Baby Boomers are 25 percent of the population and the first of the Boomers turned 65 in 2011 and the last will turn 65 in 2029. We heard on the radio the other day that 85 is now the new 75 and so on down the line. That is a large healthy aging group! They are not going to go quietly into a nursing home which means as apartment owners & managers; we need to prepare for this group. Aging in place means bigger showers with wider doors, taller toilets, grab bars and bath sinks that will accommodate wheelchairs. This does not mean turning our units into institutions; there are many stylish accommodations to fit a number of needs. For example, a grab bar capable of supporting 250 pounds does not need to look like it came out of a hospital. Grab bars come in a variety of colors and designs. Many will double as towel bars and be virtually invisible to their primary purpose unless needed. A larger shower stall also will look opulent and practical at the same time. Replace old two handle faucets in the kitchen and bathroom for single handle or touch faucets. Consider installing anti-skid flooring in the bathroom and tub/shower area. A few other items might be contrasting color edging for the counter tops along with rounded edge and corners. Replace all doorknobs with lever handles for ease of use. This is a small sample of the things you can do to stay competitive in a growing market while not making changes that younger generations would find objectionable.

*WE NEED Maintenance Questions!!! If you would like to see your maintenance question in the "Dear Maintenance Men:" column, please send in your questions to: DearMaintenanceMen@gmail.com*

**Bio:**

*If you need maintenance work or consultation for your building or project, please feel free to contact us. We are available throughout Southern California. For an appointment please call Buffalo Maintenance, Inc. at 714 956-8371  
Frank Alvarez is licensed contractor and the Operations Director and co-owner of Buffalo Maintenance, Inc. He has been involved with apartment maintenance & construction for over 30 years. Frankie is President of the Apartment Association of Orange County and a lecturer, educational instructor and Chair of the Education Committee of the AAOC. He is also Chairman of the Product Service Counsel. Frank can be reached at (714) 956-8371 Frankie@BuffaloMaintenance.com For more info please go to: www.BuffaloMaintenance.com  
Jerry L'Ecuyer is a real estate broker. He is currently a Director Emeritus and Past President of the Apartment Association of Orange County and past Chairman of the association's Education Committee. Jerry has been involved with apartments as a professional since 1988.*



FREE for RHA Oregon Members

# 1031 Exchange Webinars

## How to Plan for a Successful 1031 Exchange

Learn 8 key steps in the exchange process and how to maximize your 1031 Exchange strategy

RSVP at [re-transition.com/rhaor](https://re-transition.com/rhaor)



## Why Consider a DST Property for Your 1031 Exchange

Learn why Delaware Statutory Trust real estate is growing in popularity with Oregon landlords

RSVP at [re-transition.com/rhaor](https://re-transition.com/rhaor)

## How to Find the Right 1031 Replacement Property

Learn about replacement properties and how to select the right property to meet your objectives

RSVP at [re-transition.com/rhaor](https://re-transition.com/rhaor)



## Questions About a 1031 Exchange?

Selling your rental property? Contact Real Estate Transition Solutions at **503-832-6463** to schedule a complimentary consultation with one of our licensed 1031 Exchange Advisors.

The information herein has been prepared for educational purposes only and does not constitute an offer to purchase or sell securitized real estate investments. There are risks associated with investing in real estate properties including, but not limited to, loss of entire investment principal, declining market values, tenant vacancies, and illiquidity. Because investor situations and objectives vary, this information is not intended to indicate suitability for any particular investor. This material is not to be interpreted as tax or legal advice. Please speak with your own tax and legal advisors for advice and guidance regarding your individual situation. Real Estate Transition Solutions offers securities through Aurora Securities, Inc. (ASI), member FINRA/SIPC. Advisory services through Secure Asset Management, LLC (SAM), a Registered Investment Advisor. ASI and SAM are affiliated companies. Real Estate Transition Solutions (RETS) is independent of ASI and SAM.

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## RENTAL HOUSING ALLIANCE OREGON-VENDOR MEMBER LIST

CATEGORY	COMPANY	CONTACTS	EMAIL	PHONE
1031	Beutler Exchange Group LLC	Mark Adams	<a href="mailto:mark@beutlerexchange.com">mark@beutlerexchange.com</a>	(503)748-1031
1031	1031 Capital Solutions	Richard Gann	<a href="mailto:rick@1031capitalsolutions.com">rick@1031capitalsolutions.com</a>	(503)858-7729
1031	Peregrine Private Capital Corp.	Robert Smith	<a href="mailto:rs@peregrineprivatecapital.com">rs@peregrineprivatecapital.com</a>	(503)241-4949
1031	Real Estate Transition Solutions	Austin Bowlin	<a href="mailto:aabowlin@re-transition.com">aabowlin@re-transition.com</a>	(206)909-0037
Accounting	Balancing Point, Inc.	Sandra Landis	<a href="mailto:s.landis@balancingpt.com">s.landis@balancingpt.com</a>	(503) 659-8803
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Cleaners	Fresh Aire Office Deodorize	Ed Winkler	<a href="mailto:corporate@freshaire.com">corporate@freshaire.com</a>	(503) 624-7807
Consultant	CLEAResult-Energy Trust Oregon	Eric Falk	<a href="mailto:eric.falk@clearresult.com">eric.falk@clearresult.com</a>	(541) 954-8412
Contractor	Advanced Construction & Repair	Jordan Barkhuff	<a href="mailto:jordan@advancedconstructionpdx.com">jordan@advancedconstructionpdx.com</a>	(503) 841-1323
Contractor	Arthur Donaghey Construction LLC	Arthur Donaghey	<a href="mailto:arthurdonaghey@gmail.com">arthurdonaghey@gmail.com</a>	(541) 870-3540
Contractor	Clear Water Construction Services	Dale Hosley	<a href="mailto:daleh@cwcsnw.com">daleh@cwcsnw.com</a>	(503)974-6654
Contractor	John's Waterproofing Company	John Lombardi		1(844)261-9012
Contractor	ReNew-it LLC	Emanuel Hurtado	<a href="mailto:renewitrefinishing@gmail.com">renewitrefinishing@gmail.com</a>	(503) 320-2225
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Contractor	TRC supporting Energy Trust of Oregon	Maren McCabe	<a href="mailto:maren.mccabe@lmco.com">maren.mccabe@lmco.com</a>	(877)510-2130
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Evictions	Landlord Solutions, Inc.	Sam Johnson	<a href="mailto:sam@landlord-solutions.com">sam@landlord-solutions.com</a>	(503) 242-2312
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Flooring	Contract Furnishings Mart-Beaverton	Nicole Dehaan	<a href="mailto:Nicole.Dehaan@CFMfloors.com">Nicole.Dehaan@CFMfloors.com</a>	(503) 207-5230
Flooring	Contract Furnishings Mart-Clackamas	Patrick VonPegert	<a href="mailto:Patrick.Vonpegert@CFMfloors.com">Patrick.Vonpegert@CFMfloors.com</a>	(503) 656-5277
Flooring	Contract Furnishings Mart-Gresham	Ross Williams	<a href="mailto:Ross.Williams@CFMfloors.com">Ross.Williams@CFMfloors.com</a>	(503) 328-7260
Flooring	Contract Furnishings Mart-Hillsboro	Rebecca O'Neill	<a href="mailto:Rebecca.Oneill@CFMfloors.com">Rebecca.Oneill@CFMfloors.com</a>	(503) 716-4848
Flooring	Contract Furnishings Mart-Tigard	Jim Path	<a href="mailto:Jim.Path@CFMfloors.com">Jim.Path@CFMfloors.com</a>	(503) 542-8900
Flooring	J & B Hardwood Floors, Inc.	Darinda Cripps	<a href="mailto:rindycripps@comcast.net">rindycripps@comcast.net</a>	(503) 756-0964
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Locksmith	DBA Pacific North West Locksmith	David Bevens		(206)859-7073
Lighting	Kay L Newell LLC	Kay Newell	<a href="mailto:kay@sunlanlighting.com">kay@sunlanlighting.com</a>	(503) 281-0453

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Property Manager	Kay Properties & Investments	Dwight Kay	<a href="mailto:dwight@kpi1031.com">dwight@kpi1031.com</a>	(855) 466-5927
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# Monthly Safety Tip For Multi-Family Housing

Tualatin Valley  
Fire & Rescue

503.649.8577

## Escape Planning & Safe Exiting



**Would you know what to do if your smoke alarm went off at 2 am in the morning?**

Creating and practicing a escape plan can increase your chances of exiting quickly in the event of a fire or emergency.

It is important to include your entire family in the planning process and to then practice your plan.

### Tips to Remember for Your Escape Plan:

- ◆ Ensure your smoke alarm(s) are working.
- ◆ Plan at least two ways out of each room.
- ◆ If you are on second story, consider purchasing an escape ladder. If you do not have one, stay at the window and yell for help.
- ◆ Designate a meeting place for you and your family.
- ◆ Call 9-1-1 from a neighbor's home.
- ◆ Teach children to never hide during a fire □ they need to get out and stay out.
- ◆ Plan, practice and double check your escape plan.



### Considerations for Safe Exiting:

- ◆ Evacuating quickly and efficiently is key in the event of a fire or emergency at your complex.
- ◆ Keep hallways and traffic paths free and clear so firefighters can reach your unit quickly and not be blocked by items.

For more fire safety tips,  
visit [www.tvfr.com](http://www.tvfr.com)

