



New Website  
& Magazine  
Revealed  
— Page 3

Enhancing & Promoting the Economic Vitality of Central Oregon Since 1994

## Cascade A&E Magazine Receives Prestigious Ben Westlund Advocate for the Arts Award



CASCADE A&E MAGAZINE — FEBRUARY 2021

Sisters Folk Festival (SFF) is getting ready to host its largest annual fundraiser and community arts celebration, My Own Two Hands (MOTH), taking place virtually May 10-15. Proceeds from the event support SFF's mission of strengthening community and transforming lives through music and art. Selecting this year's MOTH award winners was both challenging and humbling with nearly 80 incredible pieces of art donated by generous artists and organizations to choose from. It is with great excitement that we announce this year's My Own Two Hands awards of excellence.

### Ben Westlund Advocate for the Arts Award — Cascade A&E Magazine

Cascade A&E Magazine has been showcasing and promoting the arts and entertainment scene in Central Oregon since 1995, with a beautiful print and online magazine. The COVID-19 pandemic has impacted the creative economy in a big way, resulting in significant ad revenue loss for the publication over the past year. Despite this challenge, publisher Jeff Martin and his team have soldiered on, even as other arts-focused magazines around the state have folded under the financial strain. Sisters Folk Festival acknowledges Cascade A&E's generosity toward our organization and many others throughout their 26-year history, and we are thrilled to honor them with the 2021 Ben Westlund Advocate for the Arts Award for their dedication and ongoing contributions to Central Oregon's thriving arts community.

"The Cascade A&E team is very honored by this award," said Martin, upon receiving the notification of the honor. "Pamela Hulse Andrews, founder of Cascade Publications, is looking down with much pride and joy. She was good friends with Ben, and while

PAGE 37

## Demand for Commercial Real Estate 'Like the Oregon Trail All Over Again'

by RONNI WILDE — CBN Reporter



THE HIGH DESERT INDUSTRIAL PARK, A 127,000-SQUARE-FOOT BUILDING PARK THAT IS 50 PERCENT LEASED | COURTESY OF FRATZKE COMMERCIAL REAL ESTATE ADVISORS, INC.

There is a bumper sticker that can be seen around town with a map of Oregon and the words, "We're Full" in the middle. A couple of years ago, that sticker may have brought on a chuckle. However, a little more than a year into the pandemic and in the midst of what is perhaps the hottest real estate market in history, that sentiment aptly sums up the commercial property situation in Central Oregon.

"We are getting three to five calls a week from people in California looking for commercial space. We have to tell them we just don't have the inventory. It's another cycle in the crazy

world of real estate, and in Bend it goes up and down like a roller coaster," says Brian Fratzke, principal broker and founder of Fratzke Commercial Real Estate Advisors, Inc. "People from other areas just don't realize what a small town we actually are compared to L.A. or Houston. It's crazy times. We are not paid to say no, but we have to. We are spending a lot of time with people who are new to our area, explaining to them that we are not a big town. They get kind of mad; they think we don't want to lease to them. We do, but we just don't have the space."

As with their residential counterparts, realtors on the

PAGE 21

## Central Oregon Real Estate Spotlight — Pages 12-34

## EDCO Invites International Economist & Author as Keynote Speaker for Annual Luncheon

by KRISTINE THOMAS — CBN Feature Writer

There's something about the way Tim Harford can effortlessly weave everything from jazz to volcanic eruptions to empty boxes to craft a mesmerizing story.

Word-by-word, he figuratively grabs his audience by the hard and invites them to explore ideas, facts, history and more that appear utterly extraordinary or impossible to comprehend. Instead, he takes his audience on a journey where they effortlessly delve into unknown topics and discover answers they seek to complicated questions.

Central Oregon business and community leaders have the opportunity to witness Harford's magic connecting words when he presents "When Things Get Messy: The Productive Reactions to Destruction." He is the keynote speaker at the Economic Development for Central Oregon (EDCO) Annual Luncheon on May 6.

"I'm going to be discussing all the ways in which a



TIM HARFORD | PHOTO COURTESY OF EDCO

temporary crisis can lead to permanent, positive change," he said.

Harford is a behavioral economist, BBC radio and

PAGE 6

Bend, Oregon

[www.cascadebusnews.com](http://www.cascadebusnews.com)

PSRT STD  
US POSTAGE  
PAID  
BEND OR  
PERMIT NO 473

Cascade Business News  
404 NE Norton Avenue  
Bend, Oregon 97701  
541/388-5665





Your New SBA 504 Lending Partner

Now serving the Willamette Valley, Central, Eastern and Southern Oregon, Evan Heriot and Northwest Business Development Association (NWBDAs), are looking forward to partnering with local banks and credit unions via the SBA 504 loan program.

The SBA 504 loan program helps for-profit, healthy and expanding small businesses finance the purchase of owner-occupied commercial real estate and major equipment. It provides small businesses with long-term, low fixed interest rates and up to 90% financing. NWBDAs role as a Certified Development Company (CDC) is to work closely with the borrower and participating lender to originate, close and service the 504 loan.

NWBDA has recently expanded into Oregon to serve as SBAs local community-based Certified Development Company (CDC). Headquartered in Spokane Washington, NWBDAs been a premier lending partner for the SBA 504 loan program since 1982 serving communities in Oregon, Washington and Idaho.

Contact Evan Heriot with questions about the program or to partner with Northwest Business Development Association.



EVAN HERIOT  
Vice-President & Senior Loan Officer  
Cell: 541.228.5015  
Email: eheriot@nwbusiness.org  
Website: www.nwbusiness.org

**IT'S YOUR TURN:**  
everyone 16+ is now eligible  
to get the COVID-19 vaccine  
[www.centraloregoncovidvaccine.com](http://www.centraloregoncovidvaccine.com)

COVID-19 Vaccination Clinic  
Clínica de Vacunación de COVID-19

If you need this information in an alternate format, please email [healthservices@deschutes.org](mailto:healthservices@deschutes.org) or call 541-699-5109.

**INSIDE THIS ISSUE**

Business & Industry ..... 2

Hot News ..... 3

2021 Central Oregon  
Real Estate Review ..... 10

Property Management ..... 16

Commercial Real  
Estate Companies ..... 19

Title Companies ..... 23

Mortgage Companies..... 24

Residential Real  
Estate Companies ..... 28

Money & Investment..... 34

Who's Who ..... 35

Permits ..... 39

**CASCADE BUSINESSNEWS**

A Division of Cascade Publications Inc.

Opinions expressed by contributing writers and guest columnists do not necessarily reflect the opinions of the publisher and/or editorial board. Questions and comments about a particular article should be addressed to the individual contributor. Letters to the Editor will be accepted and possibly printed if signed by the writer. Reproduction in whole or in part is strictly prohibited without written permission.

CBN is published the first and third Wednesdays of each month.

Subscriptions are \$35 for one year (\$40 for out of tri-county).

CBN is a division of Cascade Publications Inc. which also publishes the monthly Cascade Arts & Entertainment magazine, Book of Lists, Sunriver Magazine, Premiere Builders Exchange Directory, Bend-La Pine High Schools Fall & Winter Sports Programs and the Art & Wine Auction Program. Locally owned and operated since 1994.

404 NE Norton, Bend, Oregon 97701  
541-388-5665  
[www.cascadebusnews.com](http://www.cascadebusnews.com)  
Send press releases/photos to [cbn@cascadebusnews.com](mailto:cbn@cascadebusnews.com)

**CONTRIBUTORS**

MATTHEW ERTLE..... 7

JOSH GOLDBERG ..... 8

PAT KESGARD ..... 10

GUNNAR HAUGEN ..... 12

BRUCE BARRETT..... 14

ED WETTIG ..... 34

**The Producers**

Founder..... Pamela Hulse Andrews

President/CEO..... Jeff Martin

Editor/Production Director/  
Feature Writer ....Marcee Hillman Moeggenberg

Production Artist/Design/  
Online Communications ..... Natalie Nieman

Assistant Editor/Reporter..... Ronni Wilde

Feature Writer..... Kenneth Marunowski, Ph.D.

Feature Writer..... Simon Mather

Feature Writer..... Alec Martin

Feature Writer..... Kari Mauser

Feature Writer..... Kristine Thomas

Distribution ..... David Hill

**The Editorial Board**

Steve Buettner ..... SunWest Builders

Preston Callicott ..... Effectual Inc.

Theresa Freihofer..... C.O. Community College

Katie Hartz ..... Hyphn

Neal Huston ..... Neal Huston Architects

Jim Lee ..... InvitExcellence

Ron Miller ..... The Miller Company

David Rosell.....Rosell Wealth Management

Eric Sande.....Redmond Chamber

Howard Schor ..... Business Consultant

Chris Schroeder ..... Morgan Stanley

Brian Shawver ..... Security Pros

Scott Steele ..... Steele Associates Architects

Susie Stevens ..... Consultant

Chris Telfer.....Spectrum CPA Group LLP



RECENT TRANSACTIONS

**Karen Koppel** of **NAI Cascade Commercial Real Estate Services** represented Postal Connections in their lease of 2,886 SF of retail space at Bend River Mall.

**Compass Commercial Real Estate Services** broker **Graham Dent** represented the seller, **Trail Runner II, LLC**, in the sale of 63040 Lower Meadow Drive in Bend. The 14,000 SF industrial building on 1 acre sold for \$2,550,000.

**Karen Koppel** and **Jenn Limoges** of **NAI Cascade Commercial Real Estate Services** represented the seller of the Ochoco Lumber office building on 200 SE Combs Flat Rd in Prineville. This property closed at \$750,000.

Broker **Russell Huntamer, CCIM** of **Compass Commercial Real Estate Services** represented the buyer, **Fountain Investments, LLC**, in the acquisition of 222 W Hood Avenue in Sisters. The 5,278 SF retail building on 0.21-acre sold for \$830,000.

**Jenn Limoges** of **NAI Cascade Commercial Real Estate Services** represented the buyer at 205 NW Franklin in Bend. This property is slated for a mixed-use development. The property closed at \$1,116,898.

**Compass Commercial Real Estate Services** brokers **Peter May, CCIM** and **Russell Huntamer, CCIM** represented the tenant, **Tacos El Machin**, in the lease of a 3,515 SF retail suite located at 2570 NE Twin Knolls Drive in Bend.

**Jenn Limoges** of **NAI Cascade Commercial Real Estate Services** represented the seller of 63060 Nels Anderson, formerly home to Bleu Bite Catering. Bend favorite, Bleu Bite, will be relocating to a larger production building. This property closed at \$440,000.

Brokers **Jay Lyons, SIOR, CCIM** and **Grant Schultz** of **Compass Commercial Real Estate Services** represented both the landlord, **ROS, LLC**, and the tenant, **Organized Chaos, LLC**, in the lease of a 3,100 SF retail suite located at 1230 NE 3rd Street in Bend.

**Katy Haines** of **NAI Cascade Commercial Real Estate Services** represented the seller of two residential development lots in Powell Butte. These properties sold at \$22,500/AC.

**Compass Commercial Real Estate Services** broker **Robert Raimondi, CCIM** represented the seller, **Miller Cottages, LLC**, in the sale of 51375 S Huntington Road in La Pine. Broker **Joel Thomas, CCIM** of **Compass Commercial Real Estate Services** represented the buyer, **Paulina Properties NW, LLC**. The 2,200 SF medical building sold for \$355,000.

**Walt Ramage** of **NAI Cascade Commercial Real Estate Services** represented the tenant, War Tribe Gear, high-quality MMA and Jiu Jitsu athletic wear, in leasing 4,310 SF of warehouse and distribution space at 334 SE Timber in Redmond. War Tribe relocated their headquarters to be closer to the airport for distribution.

Brokers **Peter May, CCIM** and **Russell Huntamer, CCIM** of **Compass Commercial Real Estate Services** represented the landlord, **G Group, LLC**, in the lease of a 1,713 SF retail suite located at 210 SE Century Drive in Bend.

**Walt Ramage** of **NAI Cascade Commercial Real Estate Services** represented the seller in disposing of 2.55 acres on Commerce Court in

Continued on Page 38 ▶

Sunriver Area Chamber of Commerce Launches New Website & Magazine

Every great adventure begins with gathering information. In Sunriver, the starting point is visiting the Sunriver Area Chamber of Commerce's new website or picking up the newest edition of *Sunriver Magazine*.

Continued on Page 39 ▶



Sisters Arts Association's Fourth Friday Art Stroll Returns

The Sisters Arts Association's (SAA) Fourth Friday Art Walk is returning, starting on May 28. The event is more of a "stroll" than a "walk," taking place during the galleries' regular hours, generally 10am-6pm, on the Fourth Friday of each

month, May through September. The Art Walk returns with a renewed focus on art and artists. There is no

Continued on Page 38 ▶

Redmond Chamber Business Hop Taking Place Wednesday, May 12

The Redmond Chamber of Commerce & CVB has announced that it will move forward with the spring business hop on May 12. This event is free to the public to attend, and booth spaces for exhibitors is \$60.

The Business Hop includes a

combination of some of the best elements of our Central Oregon Business Expo and our weekly Coffee Clatters in a beautiful spring setting. Chamber members will be highlighting

Continued on Page 38 ▶

Redmond Municipal Airport Welcomes Avelo Airlines & Direct Service to Burbank, California

Beginning May 13, Avelo Airlines will schedule flights to and from Burbank, California (BUR) and Redmond Municipal Airport (RDM) on Tuesdays, Thursdays and Saturdays, arriving at 9:15am and departing at 9:55am. Customers can make reservations at [aveloair.com](http://aveloair.com)

"We are pleased that Avelo Airlines has selected RDM, expanding our direct-destination offerings to 11 cities," states Redmond Mayor George Endicott. "The investments we have

Continued on Page 38 ▶



• FOR SALE •



\$1,995,000

**62988 Layton Avenue, Bend**  
Multi-tenant 6974 SF building on a prime corner lot in the North Brinson Industrial Park. Includes plans for additional mixed use building on this large 0.73 acre lot.

Contact Meg Watkins  
541.530.1620

• BUILD TO SUIT •



Build to suit opportunity on Bend's south side in front of Walmart. Four commercial retail spaces, one with drive thru. Rent determined on deal by deal basis depending on construction costs. Available fall/winter 2021.

Contact Paula Van Vleck  
541.280.7774

• FOR SALE •



\$175,000

**15746 Burgess Road, La Pine**  
Excellent location on high traffic road to Deschutes National Forest, Wickiup Reservoir, Crane Prairie and Cultus Lake Resorts! Two buildings, two gas pumps (currently inactive) and propane available for sale.

Contact Al Eastwood  
541.350.0987

• FOR LEASE •



\$1.50/SF + NNN

**357 NE Dekalb, Bend**  
3834 sq.ft. commercial building great for a bakery, small restaurant or vet/medical clinic. Formerly The Cake Lady with indoor & outdoor seating, 2nd floor living space, and 7 parking spaces.

Contact Bill Pon  
541.815.4140



Al Eastwood  
541.350.0987  
[eastwood@bendnet.com](mailto:eastwood@bendnet.com)



Paula Van Vleck  
541.280.7774  
[paulavanvleck@cbbain.com](mailto:paulavanvleck@cbbain.com)



Bill Pon  
541.815.4140  
[billpon@cbbain.com](mailto:billpon@cbbain.com)



Meg Watkins  
541.530.1620  
[meg@megwatkinsre.com](mailto:meg@megwatkinsre.com)





BEND

◆ The Bend City Council directed City staff to terminate a purchase and sale agreement with Old Mill Inn & Suites, located at 904 SE Third Street, and pursue alternative motel property options for providing temporary transitional housing for the community. The City was considering the purchase of the motel through Project Turnkey, a State-funded grant program.

The direction from Council comes near the end of a feasibility period for the purchase and sale agreement, set to expire April 9. During this period, inspections by City staff and others determined the building would not be suitable for the project.

With the termination of the agreement, Council has directed staff to begin pursuing and evaluating other hotel properties that meet the criteria for Project Turnkey.

◆ At the April 7 City Council meeting, Councilors approved the 2021 Annual Action Plan for the Community Development Block Grant. The plan includes allocating \$454,387 in federal funds to local nonprofit organizations and housing providers for housing assistance and other services to support low- and moderate-income community members in Bend.

From a pool of 13 applicants, these were selected to receive grant awards:

- Fair Housing Council of Oregon will conduct targeted education and outreach to Bend-area housing providers and case managers or housing advocates that serve low-income households.
  - Central Oregon FUSE (Frequent Users System Engagement) will offer permanent supportive housing to eight persons experiencing chronic homelessness, a coexisting condition, a high vulnerability score and a history of repeated jail and/or hospital emergency room usage who is in need of no- or low-barrier housing.
  - NeighborImpact HomeSource Counseling and Education will provide homebuyer education, home buying coaching and counseling, foreclosure mitigation, reverse mortgage counseling, fair housing education, financial education, financial coaching and counseling, rental workshops and other asset building and home ownership services for Bend households. In addition, the Mortgage Assistance program will support mortgage assistance for low- and moderate-income households struggling to make mortgage payments as a result of COVID-19.
  - Saving Grace will offer trauma-informed counseling services to over 30 survivors of domestic violence, sexual assault, stalking and human trafficking.
  - Shepherd's House will open a winter warming shelter for the potential of 70 shelter beds to an estimated 300 persons during months when overnight temperatures are below freezing.
  - Thrive Central Oregon will connect individual needs with community resources by providing vital connection to services and support for 400 community members.
  - Volunteers in Medicine will offer one year of free healthcare to ten low- or extremely low-income City of Bend adults who are not eligible for Affordable Care Act insurance.
  - Housing Works will acquire 5.5 acres of land to develop more than 200 affordable rental housing units under House Bill 4079.
- The Affordable Housing Advisory Committee made recommendations to the City Council as part of its 2021 Annual Action Plan for the Community Development Block Grant. Recommendations for the grant program are guided by the City of Bend Consolidated Plan, a com-

prehensive housing and community development strategy to support low-income commu-

nity members that was prepared with extensive public involvement.



SALEM

◆ Mayor of Sandy, Stan Pulliam, announced on April 14 the formation of an exploratory committee to consider his candidacy for the Republican nomination for Governor of Oregon in 2022.

Earlier in the day, Pulliam delivered the City of Sandy's State of the City Address, where he touted accomplishments including securing funding for a local bypass study, stabilizing police funding and saving millions on a needed wastewater treatment facility.

At 2:30pm, Pulliam walked to a podium at Meinig Memorial Park and made the announcement. "Our current governor has ruled with a cold smugness inside a bubble of the ruling elite and special interests that continue to craft backroom deals, ignore scientific evidence of lockdown effectiveness and prioritize the wish lists of her campaign contributors," said Pulliam. "Maybe it's time for a different approach. Maybe Oregon needs a mayor for Governor."

Pulliam has drawn praise and national media attention for urging small businesses to defy Governor Kate Brown's punitive lockdown rules and arbitrary metrics, opening safely under "high risk" guidelines when placed into "extreme risk" shutdown.

"We've all lost friends and family over the past year who have escaped to states with more realistic COVID lockdown metrics. Businesses that had no choice but to open as a matter of survival are now being crucified by state agency fines and administrative punishment," Pulliam continued. "Our students are drowning in isolation and underachievement, while parents are forced to juggle homeschooling with their own careers – all while teachers unions and extremist activists have controlled school boards to push for longer timelines in reopening classrooms."

Pulliam has also been critical of the City of Portland's decline into a landscape of boarded-up businesses, open drug use and skyrocketing violence.

"I look at Sandy and am still able to recognize

my home state of Oregon: Its pioneer spirit and its collaborative and supportive network of families, small businesses, faith communities and local government," Pulliam said. "Being mayor of such a place is a huge honor. It makes me wonder how our elected ruling elite continue to disappoint us with such an intrepid population of Oregonians behind them."

Pulliam plans on a listening tour of the state over the next few weeks, joining other mayors in their communities to form an inclusive vision that unifies Oregon and moves us into the future.

Pulliam concluded by saying, "In the coming weeks I'll be asking for your feedback and support on how we can heal Oregon together and bring it back to its rugged, pioneer glory of innovation, fortitude and freedom."

Mayor Pulliam was joined for the announcement by his wife, MacKensey, and their daughters Lucy and Olivia.

◆ Recently, the Oregon Senate voted to ensure that every Oregon high school student will receive one semester of civics education before they graduate. The Oregon Department of Education provides standards for civics and government education. However, without designated and focused class time, that content is often relegated in disparate fashion to other social studies courses. This bill will allow teachers to provide a robust, dedicated civics course that will ensure all students receive a strong grounding in the established civic standards. The bipartisan bill was carried by Senate Republican Leader Fred Girod (R-Stayton) and passed on a 25-3 vote.

The legislation enjoys widespread and bipartisan support from teachers and leading Oregon businesses and organizations, government officials, college and university faculty and concerned citizens nearly 600 of whom have signed onto letters calling for the passage of SB 513.

SB 513 now moves to the House of Representatives.



Creative. Cost Effective. Committed.

BLRB architects | 541.330.6506 | BLRB.com

Commercial • Housing • Hospitality • Retail

RECESSION-PROOF YOUR RETIREMENT

David ROSELL

CHECK OUT DAVID ROSELL'S NEW PODCAST ON INVESTING IN THESE UNCERTAIN TIMES

...and live the life you have always imagined

DavidRosell.com

Securities offered through ValMark Securities, Inc. Member FINRA, SIPC. 130 Springside Drive, Suite 300, Akron, OH 44333 800.765.5201 Investment Advisory Services offered through ValMark Advisers, Inc., a SEC-registered investment advisor. Rosell Wealth Management is a separate entity from ValMark Securities, Inc. and ValMark Advisers, Inc.

HYPHN

BETTER SPACES BY DESIGN

Thoughtful design and craftsmanship doesn't simply survive a 9-5, it absorbs creative energy and amplifies it.

We create solutions for your workspace that foster human-to-human interaction while reconnecting your company with its goals, culture, and community.

Call for a Consult

Katie Hartz  
Workplace Consultant  
503.226.4151  
katie.hartz@hyphn.com

www.hyphn.com



# STEELE

architecture interiors planning

CELEBRATING 25 YEARS IN 2021

## PUBLIC & PRIVATE SERVICE

- Project Management
- Site Analysis
- Site Selection
- Master Planning
- Cost Estimating
- Building Design
- Construction Administration



## FOR OVER 25 YEARS

- City Halls
- Justice, Sheriff & Police
- Public Master Plans up to 350 Acres
- Urban Mixed-Use, Housing
- Public Campuses of 300,000+ SF
- Schools, Higher Education, Medical
- Retail, Commercial, Senior
- Over 1,400 Successful Projects
- Buildings from Small to 270,000 SF



AND WE OWE IT ALL TO OUR PAST  
AND PRESENT CLIENTS,  
THANK YOU!

A bright **future** through brilliant design



EDCO  
Continued from page 1

television presenter and award-winning *Financial Times* columnist. He has written nine books, including *The Undercover Economist*. His long list of achievements includes being the only journalist to be an honorary fellow of the Royal Statistical Society, giving numerous invited lectures (including at Google) and three TED talks, which have alone been viewed nearly ten million times.

“He is able to weave stories and data together in a way that speaks to a broad audience of business leaders,” EDCO Marketing and Communications Director Elise Rossman said.

Rossman said she and her colleagues are excited for Harford’s presentation. “After a year of turbulence and businesses having to be extremely creative and pivot to stay afloat, we wanted to highlight a topic that encompasses that and the positive outcomes that arise through our shared struggles,” Rossman said.

A Worthwhile Challenge

Rossman said this year’s luncheon is an undertaking EDCO hasn’t seen in its more than 20 years of hosting its annual event.

For one, Harford is the first international keynote speaker who will be presenting from his office in the United Kingdom.

“With The Riverhouse as our base, we will have our region-wide attendees gathering across five different venues,” Rossman said. “Plus, we are streaming the event virtually so anyone that wants to attend can.”

Technology and EDCO’s multiple sponsors, supporters and partners have allowed EDCO to host an event of this magnitude, she added.

Guests can visit [edcoinfo.com/edcoevents](http://edcoinfo.com/edcoevents) to purchase either virtual or in-person tickets. Both virtual and in-person guests will be able to network and will receive lunch. In-person attendees will receive one of Harford’s books.

Live from the United Kingdom

Harford said the pandemic has caused many people to freeze or “negative panic.” As social beings, Harford said people look to each other for cues on how to behave. “If everyone is frozen, waiting to see what happens, then we freeze too,” he said.

His talk will share what happens when people unfreeze. “Just as every problem has a solution, every crisis is an opportunity,” he said.

While it may sound like a cliché, Harford shared there are some fascinating studies both in the psychology lab and in real-world situations of people finding amazing solutions that they would never have looked for if not for the crisis. “I want people to walk out of my talk with a slightly different perspective on the challenges we’re all facing, alert to the possibilities and aware of how easy it is to overlook them,” he said.

Managing several different projects at once — radio, podcasts, newspaper column, magazine features, books and speaking engagement — Harford said it’s an important part of how he works – one idea feeds another.

He was inspired to approach problems and projects from different angles after meeting science writer David Bodanis, who published a book about the history of Einstein’s equation  $E=MC^2$ .

“It was so vivid and human and made all sorts of unexpected connections,” Harford said. “I told David I’d love to write a book like that, but about economics. And he just looked at me and smiled until I figured it out for myself — you really don’t need permission, you just need to start writing.”

That was 20 years ago, he said, and the world is filled with ideas that are more interesting and challenging than ever before. “And I’m still looking for the hidden connections,” he said.

Especially ones that make great stories.

[edcoinfo.com](http://edcoinfo.com)

Free E-Headlines Sent Directly to Your Email

541-388-5665 • CBN@CascadeBusNews.com



Everything fits perfectly in this kitchen. Even two chefs.

Neil Kelly designs not only to make each home more beautiful, but also to heighten its functionality. Both owners of this home love to cook. Both are tall. And both wanted a roomy work space with higher counters that they could enjoy together. Certainly, the results are beautiful, but it’s the excitement of the hosts and their guests that tell the whole story. Whether you’re seeking to perfect your kitchen, a bath, or your whole home, Neil Kelly can help you make it yours — in every way.

SCHEDULE A VIRTUAL DESIGN CONSULTATION AT [neilkelly.com/virtual](http://neilkelly.com/virtual)



WE TAKE PRIDE IN  
BEING A CERTIFIED  
B CORPORATION

541.382.7580  
[www.neilkelly.com](http://www.neilkelly.com)

Bend Design Center  
190 NE Irving Ave  
Bend, OR 97701

Neil Kelly

OR CCB#1663 | WA L&I #NEILKCI 18702



# How to Recruit a Diverse Workforce

by MATTHEW ERTLE, Strategic-Partner — PrideStaff

Diversity represents a crucial part of a strong workplace culture. It helps you build an energetic, dynamic team. The process should permeate your entire operation. But building a diverse workforce has to start with the recruitment process.

A strong commitment to diversity can invigorate your entire organization. It not only helps you find untapped talent, it also makes it easier to land top candidates in general. For instance, one study indicated that 67 percent of candidates consider a company's attitude toward diversity an important factor in considering job offers.

Meanwhile, most companies need to do a better job when it comes to diversity. Just look at the research. For instance, data compiled by the Harvard Business Review showed that more than three quarters of respondents (78 percent) described their corporate leadership as lacking diversity.

How can you get to the cutting edge of this important issue? Here are some steps to take as you consider how to recruit a diverse workforce:

**Make Diversity an Explicit Goal**

Unfortunately, you won't reach your diversity goals by accident. If it were that easy, companies wouldn't need specific programs to achieve the balance they want. As such, make diversity an explicit goal. Take the commitment as you start your recruiting efforts. This will help you target your efforts as the process unfolds.

**Recognize Diversity in Your Client Base**

Diversity creates a significant business advantage. After all, you serve a diverse market. Having a broad range of voices in your organization lets you improve communication with your customers. Understanding this dynamic will help you prioritize diversity. It will also help you target those areas that will bolster your bottom line.

**Target Diverse Groups in Your Recruiting**

As you post your job listings, go beyond the typical high-volume websites. Sure, you should include Monster, Indeed and those other industry giants. But also seek out more niche offerings. Find websites that aim at a specific demographic. That way, on the aggregate, you end up with a more diverse group of applicants.

**Empower a Diverse Team to Oversee Hiring**

Diversity is about amplifying different voices. Apply that concept to the hiring process itself. If you want to attract a diverse group of candidates, your hiring team should include a wide variety of perspectives. This will help you attract the best applicants from every demographic group. It will also eliminate any unrecognized favoritism.



PHOTO | COURTESY OF PRIDESTAFF

**Double Check for Bias**

Most bias is unintentional. Look for subtle wording in your job descriptions that might discourage diverse candidates. At the same time, you should strive to make each posting as welcoming and inclusive as possible.

**Review Your Employer Brand**

You strive for diversity in hiring. How about the rest of your corporate communication? If it lacks the same inclusive spirit, you might discourage excellent candidates from applying.

Take a holistic approach. Use the same diversity-minded philosophy from your recruiting efforts in your everyday public relations strategy. That way, your overall reputation will improve. Your employer brand will become an exceptional tool for attracting top talent from every possible source.

**Remain Sensitive to Your Candidates During Interviews and Onboarding**

Practice the same welcoming culture at every stage of the recruiting process. Make sure your interview procedures set an inclusive tone. What's more, extend the strategy to the post-hiring realm as well. Encourage diversity into the onboarding and operational stages of development.

*pridestaff.com*

Think you can't be new  
and not new?

Cory Allen can.

Cory is anything but new to banking, but he is new to Washington Trust Bank, where we believe can't is a four-letter word. Ask Cory about the Washington Trust difference.

Learn more about us at:  
[watrust.com/CentralOregon](http://watrust.com/CentralOregon)



Cory J. Allen  
SVP, Commercial Banking  
Team Leader  
541.604.5877  
NMLS# 2130666  
[cjallen@watrust.com](mailto:cjallen@watrust.com)





# What Employers Need to Know about Oregon’s New Proposed Restrictions on Non-Compete Agreements

by JOSH GOLDBERG — Barran Liebman LLP

In a growing national trend, Oregon is poised to take action in the 2021 Legislative Session to further restrict the use of non-compete agreements. Employers should be aware of how Senate Bill 169 (“SB 169”) may affect their non-compete agreements. With these forthcoming changes in Oregon, now is as good a time as ever for employers to review their practices and freshen up on the rules, so they can make informed hiring decisions and avoid breaching an enforceable non-compete agreement.

**Timing:** Good planning goes a long way to ensure a non-compete agreement is enforceable because an employer can only lawfully enter into a non-compete agreement at discrete times during the course of employment. An employer must provide notice in a written job offer that the employee will be required to sign a non-compete agreement as a condition of employment and the notice must be provided at least two weeks before the first day of employment. It is a best practice to provide a written job offer together with the non-compete agreement and require the employee to sign the agreement two weeks before the start of employment.

The only other time an employer can provide an employee a non-compete agreement is on a “bona fide advancement.” To qualify, the advancement needs to entail more than a raise, more generous benefits or new job title because it must represent a material increase of responsibility, perhaps with new or different reporting relationships. Ideally, an employer should provide a written job offer and non-compete agreement at the same time, and require their employees to sign both on the same day. Employers should take care to abide by these timelines, as courts tend to give employers little leeway.

**Targeting the Right Employees:** Ordinarily, only employees who meet duty and salary tests can be bound by a non-compete agreement. Among the proposed changes in SB 169 is a slight increase in the salary test that would be pegged to the Consumer Price Index. (Currently, the salary test changes based on Census data, which is not regularly released.) Under SB 169, only executive, professional or administrative employees earning at least \$100,533 in salary and commissions in the last year of their employment can be subject to an enforceable non-compete agreement. Other employees can be subject to a non-compete agreement too, but only if the employer provides additional compensation while the restriction is in effect.

Employers may be surprised that some salespeople may not be subject to a non-compete agreement, as they often work with some of the most sensitive, confidential information and represent the biggest risks of unfair competition. In these cases, employers should consider a non-solicitation agreement (instead of or in addition to a non-compete agreement) because they prohibit former employees from poaching an employer’s customers and are exempt from these statutory requirements. Caution, however, should be taken when drafting a non-



solicitation agreement to avoid raising suspicion that it is simply a non-compete agreement in disguise.

**Scope of the Restrictions:** Notably, SB 169 reduces the time during which a non-compete agreement could be enforced from 18 to 12 months. Current non-compete agreements that last longer than 12 months are still enforceable, as the proposed legislation applies prospectively only. In any case, Oregon courts will not invalidate a lawful non-compete agreement that restricts a former employer from working for a competitor for 18 or 24 months, but will instead shorten it to the maximum duration under the statute.

Nothing in SB 169 changes how a court assesses geographic restrictions. Employers should remain wary of broader geographic restrictions than are reasonably necessary. When faced with broad restrictions, a court may elect to void the entire agreement rather than partially enforce it.

**Reminders of Obligations:** It has always been a best practice to provide departing employees an executed copy of their non-compete agreement to remind them of their on-going obligations and make a written demand for return of any company property and documents remaining in their possession. It is now a requirement for employers to provide an employee with a copy of their signed non-compete agreement within 30 days of separation.

**Severance Agreements:** Employers should beware that boilerplate severance agreements can render an otherwise valid non-compete agreement completely unenforceable. Often, they contain what attorneys call an “integration clause” that provides that the severance agreement amends and replaces all prior contracts between the parties, including enforceable non-compete agreements. It is best to seek the advice of your favorite employment attorney when preparing a severance agreement to avoid inadvertently losing out on a valuable restrictive covenant.

**The Takeaway:** Despite increasingly vocal opposition to non-compete agreements (such as President Biden’s notable campaign proposal calling to eliminate all but a select few non-compete agreements), courts continue to enforce lawful, reasonable non-compete agreements. For those unfamiliar with it, Oregon’s peculiar statutory restrictions on non-compete agreements may appear very technical and SB 169 does little to dispel those impressions. Nonetheless, both employers who rely on non-compete agreements, and those that may hire individuals who signed non-compete agreements, should be aware of the common pitfalls to enforcement actions and Oregon’s new proposed restrictions so they can make informed decisions.

*Josh Goldberg is an employment law attorney at Barran Liebman LLP, where he frequently advises on and litigates non-compete, non-solicitation and non-disclosure agreements. Contact him at 503-276-2107 or [jgoldberg@barran.com](mailto:jgoldberg@barran.com)*

## Know Its Value, Chart Your Course

Business valuations for legal and  
tax issues, transition and  
succession planning.



CAPSTONE  
VALUATIONS

A DIVISION OF CAPSTONE CERTIFIED PUBLIC ACCOUNTANTS, LLC

Direct: (541) 797-0630

Mobile: (303) 994-6919

[www.capstonevaluations.com](http://www.capstonevaluations.com)

PRIDESTAFF®

Leading the way

One of the best and most  
reviewed Employers in Bend.

★★★★★  
4.8 STARS ON GOOGLE  
OVER 150 REVIEWS

PrideStaff Bend LOCALLY OWNED

541.797.6941

[bend@pridestaff.com](mailto:bend@pridestaff.com)

[pridestaffbend.com](http://pridestaffbend.com)



Our Mission: Consistently provide client experiences  
focused on what they value most.



# STEELE Associates Architects Celebrates 25th Anniversary

## CBN Staff Report

**W**e asked Scott Steele, AIA, NCARB, LEED AP, founder and president of Bend-based STEELE Associates Architects, to reflect on the most memorable aspects of his firm's quarter-century of design, and what the future holds.

**To what do you attribute STEELE's longevity and success in architecture?** We are very creative and hardworking, and this leads to excellent design and enduring client relationships. We never take our clients and their projects for granted, and we are always striving to learn, grow and improve in every way. In addition to being a passionate and creative design firm with a focus on sustainability, we have built a strong reputation for our document quality, for meeting budgets and schedules and for delivering a high level of service with both clients and contractors. Contractors and trades often tell us they appreciate our thorough drawings and our responsiveness during construction. STEELE has always held contractors and trades in high regard for their skill and expertise, and we know that without them, our client's projects will not transform from paper into beautiful buildings. Longevity as an architecture firm ultimately ties to building lasting relationships of mutual respect and camaraderie, repeatedly providing creative design solutions and high-level service from design inception through construction and being a proactive team member along with the client and contractor.

**What have you learned or discovered over your 25-year history that you did not anticipate?** The sheer number of great projects we have designed and the sense of fulfillment one gets from realizing what an incredibly positive impact our buildings have had on people, communities and the economy. For instance, the Deschutes County Fair & Expo Center put Central Oregon on the map for national events, is an economic boon to our local economy and brings joy to young and old at fair time; Madras City Hall/Police Station and Sisters City Hall continue to serve their communities with beautiful contextual facilities; The U.S. Forest Service Facilities we have designed help protect and manage the forests for all; and our local schools and higher-education facilities



Scott Steele

will provide excellent education environments for generations to come. We have designed hundreds of buildings and spaces for businesses and developers, and it is always uplifting to hear them tell us how our designs have helped their business and productivity by providing aesthetically pleasing, efficient and comfortable environments in which



BLACK DIAMOND MIXED-USE LOFTS



USFS SISTERS RANGER DISTRICT | RENDERINGS COURTESY OF STEELE ASSOCIATES ARCHITECTS

to work. We are also very pleased with how Franklin Crossing, 919 Bond (the building Zydeco is in), St. Clair Place, 1051 Bond (the building Brother Jon's is in) and the remodel and addition of the Deschutes County Justice Center ushered in an urban renaissance and repaired and enhanced significant areas of undeveloped and blighted areas of Downtown Bend, making it much more vibrant and attractive. I was born on "Hospital Hill" in Downtown Bend, and, as a kid, never would have guessed I would someday be so involved in shaping the built environment of Bend and Central Oregon.

**What does the current design market look like for STEELE?** We have been fortunate, and the last five years have been very robust with continued growth and expansion into new markets and geographic areas. The Central Oregon market, as always, is strong for us, and we continue designing great local projects for our long-term repeat clients and developers. Our reputation has also brought many new clients to us, and we are enjoying building those relationships as well. Many locals do not realize that we design far beyond Central Oregon and have had projects on the Oregon coast, Salem, Forest Grove, Sweet Home, Condon, Crescent, North Lake, Vale, Klamath Falls, California, Washington, Montana, Idaho, Colorado, Arizona and Utah. We design a broad variety of public and private project types and have teams that specialize in commercial/retail, mixed-use, multi-family, medical, education, public/civic, senior care/housing, industrial, tech/research, utility campuses, residential, interiors and master planning.

**How are you planning for the future of STEELE Associates Architects?** We are elevating key leaders in the firm who have the passion, integrity and skill to make

Continued on Page 38 ►

Think you can't be new  
and not new?

# Audrey Belden can.

Audrey is anything but new to banking, but he is new to Washington Trust Bank, where we believe can't is a four-letter word. Ask Audrey about the Washington Trust difference.

Learn more about us at:  
[watrust.com/CentralOregon](http://watrust.com/CentralOregon)



**Audrey Belden**  
AVP, Credit Analyst  
541.316.9986  
[abelden@watrust.com](mailto:abelden@watrust.com)





# Eminent Domain & Your Commercial Property

by **PAT KESGARD, CCIM, Partner, Broker — Compass Commercial Real Estate Services**

Central Oregon is one of the country’s most desirable places for relocating. The demand for real estate, the significant increase of in-migration and the constraints of city barriers have created challenges in redirecting roadways. These challenges have prompted government entities to use Eminent Domain practices to reroute streets.

**DEVELOPMENT & GROWTH**

Residential inventory is extremely low, which consequentially, places home prices at an all-time high. Commercial real estate is seeing similar trends in supply and demand.

Oregon’s commercial and residential development regulations are unique in that all development must be within the “artificial ring” boundary around each city. The Deschutes River, Hwy. 97 and the BNSF Railroad in Bend act as barriers causing significant limitations on the development of roadways. Similar limitations affect streets in other parts of the region as well.

Central Oregon municipalities are experiencing several situations where they need help with building badly needed roads. The Oregon Department of Transportation (ODOT) negotiates with property owners over land-use needs for these roads. This negotiation could be as small as needing a few feet of land to widen streets or needing several acres of land and demolishing existing buildings to reroute streets.

Notably, ODOT intends to reroute Hwy. 97 in the north end of Bend. This new route will start at Empire Boulevard, turn east to parallel the railroad tracks and reconnect just north of Cooley Road. Land-acquisition circumstances like this one may mean the end of your business if you can’t relocate.

**THIS IS WHERE EMINENT DOMAIN COMES INTO PLAY**

Eminent Domain becomes the legal pathway for governmental agencies to acquire the land they need to build these necessary roads. This process of taking can be complicated. But, you do have rights as a property owner.

The acquiring agency often has its own in-house appraisers, as is the case with ODOT. They will produce an appraisal and submit an offer to you. The taking entity may have several buckets of funds, and it is critical to understand how you can benefit from each one.

Remember, this is a negotiation. Because you would receive an offer for your land and buildings, you need to hire the right professionals to represent you.

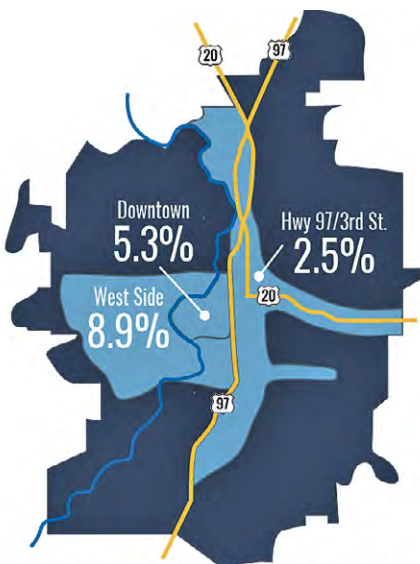
**HIRING THE RIGHT PROFESSIONALS**

Depending on how complicated your property is, it may take five or six professionals to get you the appropriate valuation for your property. This team may consist of an experienced Eminent Domain attorney, an Eminent Domain appraiser, a building contractor, a CPA, a 1031/1033 tax deferral accommodator and a commercial real estate broker.

Without professional guidance, you could miss out on potential tax write-offs or make an uninformed decision. If you find yourself in this situation, contact one of our experienced commercial real estate brokers to help guide you.

[compasscommercial.com](http://compasscommercial.com)

**Bend OFFICE Market**  
↓ 6.66 percent Vacancy  
↑ 29,554 sq. ft. Absorption



**OFFICE VACANCY RATES** (Change since last quarter)  
■ Increased ■ Decreased ■ No Change

Compass Commercial surveyed 218 office buildings totaling over 2.72 million square feet for the first quarter office report of 2021. 29,554 sq. ft. was leased during the quarter and the vacancy rate dropped from 7.41 percent in Q4 '20 to 6.66 percent in Q1 '21. There is now 180,950 sq. ft. available for lease down from 202,417 sq. ft. in Q4.

All three submarkets recorded positive absorption in the period, a hopeful sign of improving conditions.

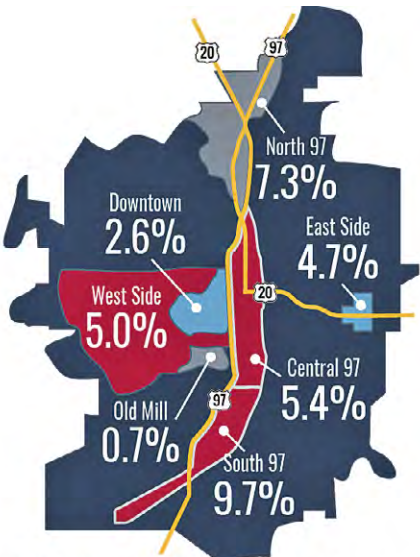
**Downtown:** This submarket leased 1,537 SF, lowering the vacancy rate from 5.70 percent in Q4 to 5.28 percent in the first quarter. Three buildings recorded a decrease in occupancy and three increased occupancy in the quarter. There is currently 24,936 sq. ft. of

available office space in the downtown area compared to 27,954 sq. ft. in Q4.

Hwy. 97/3rd St: 11,332 sq. ft. was leased in this submarket with eight buildings adding occupancy and three losing occupancy. The vacancy rate fell from 4.16 percent to 2.53 percent as a result.

**West Side:** This submarket recorded positive net absorption of 16,685 sq. ft. and the vacancy rate fell from 9.37 percent to 8.86 percent. Fourteen buildings reported positive net absorption and four reported available square footage. Currently there is 138,895 sq. ft. of leasable space on the west side, down from 146,012 sq. ft. in Q4.

**Bend RETAIL Market**  
↑ 5.98 percent Vacancy  
↓ -943 sq. ft. Absorption



**RETAIL VACANCY RATES** (Change since last quarter)  
■ Increased ■ Decreased ■ No Change

Continued on Next Page ►

## Stronger Together.

# A BIG MOMENT



PayneWest Insurance begins the next chapter in our history as we join Marsh & McLennan Agency (MMA) as its Northwest region hub. For our clients it means the same great local team—but now powered by MMA to offer more solutions, more specialized knowledge and more resources to invest in our people and technology. PayneWest Insurance and Marsh & McLennan Agency—stronger together in the moments that matter. **Call us today at (541) 306-2080.**

     [PayneWest.com/Bend](http://PayneWest.com/Bend)



A Marsh & McLennan Agency LLC company



Eminent Domain  
*Continued from previous page*

Compass Commercial surveyed 259 retail buildings totaling over 4.51 million square feet for the first quarter of 2021. The citywide vacancy rate rose slightly for the fifth quarter in a row from 5.81 percent at the end of Q4 '20 to 5.98 percent at the end of Q1 '21. An increase of 943 sq. ft. of vacancy was recorded. Two of the seven retail submarkets recorded a decrease in occupancy, three showed an increase and two remained the same during the quarter. 269,346 sq. ft. of retail space is now available city-wide, up from 261,827 sq. ft. in Q4.

**South 97:** 2,875 sq. ft. of leasable space became available in Q1. Two buildings lost occupancy and two gained in Q1, and the submarket finished at 9.74 percent vacancy, up from 9.27 percent in the previous quarter. The largest vacancy of 11,480 sq. ft. took place when Xcel Fitness closed its doors at Reed Lane Plaza.

**Central 97:** This submarket also saw 6,503 sq. ft. become available with two new vacancies and two new leases signed in Q4. As a result, the vacancy rate moved from 4.37 percent in Q4 to 5.35 percent in Q1.

**North 97:** This submarket was unchanged in the quarter and remains at 7.26 percent vacancy with 87,120 sq. ft. available.

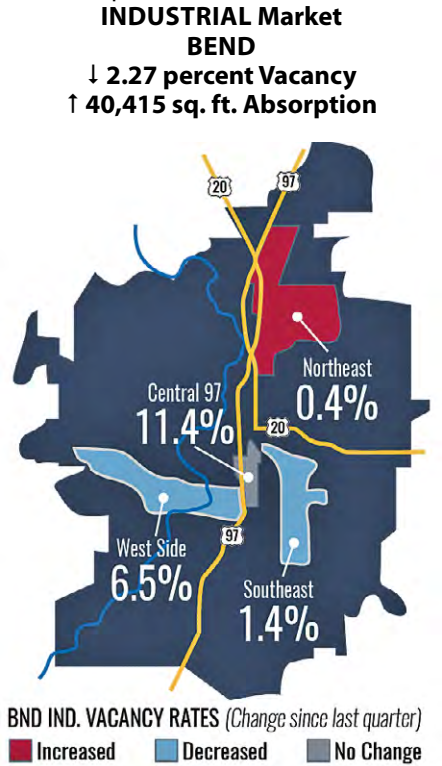
**East Side:** This submarket leased 1,140 sq. ft. of space in Q1, lowering the vacancy rate from 4.91 percent in Q4 to 4.71 percent in Q1. One building gained occupancy and one lost occupancy. There is now 27,238 sq. ft. available.

**West Side:** 3,820 sq. ft. was leased in

the quarter, but the vacancy rate rose to 4.93 percent from 4.47 percent in Q4 due to the addition of the new Grove retail center in NW Crossing, adding 6,576 sq. ft. to the survey. Two buildings showed an increase in occupancy on the west side with 26,877 sq. ft. now available, up from 24,121 sq. ft. in Q4.

**Old Mill District:** This submarket remained unchanged in Q1 with 1,940 sq. ft. available and a 0.73 percent vacancy rate.

**Downtown:** 3,475 sq. ft. was leased in the quarter. Currently, there is 11,161 sq. ft. available, down from 14,636 sq. ft. in Q4. Two buildings recorded positive absorption and two were negative. The vacancy rate is now 2.57 percent, down from 3.37 percent.



Compass Commercial surveyed 319 buildings for the first quarter of 2021 industrial report totaling 4.60 million square feet. The industrial market leased 40,415 sq. ft. of industrial space in Q1 and the vacancy rate fell from 2.35 percent in Q4 '20 to 2.27 percent in Q1 '21. There is now just 104,035 sq. ft. of industrial space available for lease in Bend, compared to 108,105 sq. ft. in Q4. This represents under an eight months' supply at current leasing absorption rates.

Two submarkets recorded positive net absorption in Q1 '21, one gained available space and one remained the same.

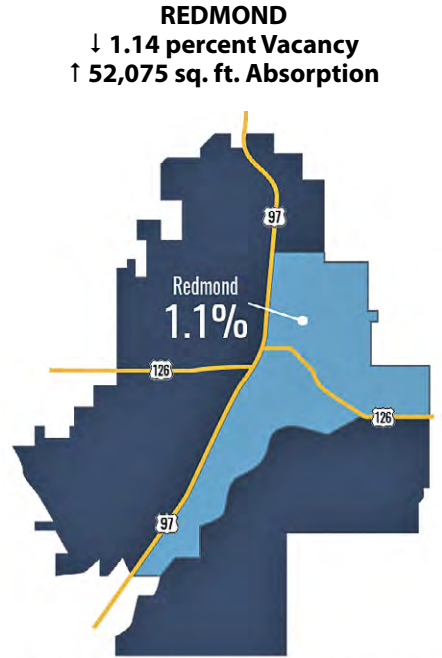
**Southeast:** This submarket recorded 35,601 sq. ft. of positive net absorption and the vacancy rate is now just 1.37 percent, down from 3.49 percent in Q4. Nine buildings added occupancy and two added a vacancy in the quarter in the 143-building submarket. There is now 23,167 sq. ft. available for lease, compared with 58,768 sq. ft. in Q4.

**Northeast:** 2,118 sq. ft. of available space was recorded with just one building losing occupancy at the Deschutes Business Center. The vacancy rate now stands at 0.36 percent, up from 0.26 percent in Q4 with just 7,618 sq. ft. available in the 2.1 million sq. ft. submarket.

**Central:** This submarket saw no change in absorption in Q1. However, the vacancy rate is now at 11.40 percent, due to a correction from Q4's survey with 53,591 sq. ft. available in the 38-building central submarket.

**West Side:** This submarket leased 6,932 sq. ft. at The Quad at Skyline Ridge in Q1. This resulted in a 6.49 percent vacancy rate, down from 9.73 percent in the fourth quarter of 2020. There is now

19,659 sq. ft. of leasable space in the 303,106 sq. ft. submarket.



Of the 88 buildings surveyed, an impressive 52,075 square feet was leased in the first quarter of 2021. The vacancy rate fell precipitously as a result from 4.27 percent to just 1.14 percent. This represents the second lowest vacancy rate since we began surveying the Redmond industrial market in 1995. The lowest rate was at 0.63 percent in Q3 2000 with less than 400,000 sq. ft. on the entire market, compared with today's 1,663,927 sq. ft. of total leasable space. There is now only 19,000 sq. ft. available, representing a one-month supply at current lease-up levels. Six buildings gained occupancy and one lost occupancy in Q1.

Think you can't be new  
and not new?  
**Mike Groza can.**

Mike is anything but new to banking, but he is new to Washington Trust Bank, where we believe can't is a four-letter word. Ask Mike about the Washington Trust difference.

Learn more about us at:  
[watrust.com/CentralOregon](http://watrust.com/CentralOregon)



**Mike Groza**  
VP, Relationship Manager  
Commercial Banking  
541.316.9631  
NMLS# 2130658  
[mgroza@watrust.com](mailto:mgroza@watrust.com)





# Real News in the Definition of Real Property for Purposes of Section 1031 Exchanges

by GUNNAR HAUGEN, Senior Manager — Kernutt Stokes

Most real estate investors are familiar with section 1031 exchanges, and by now, most of these investors have also been informed that the Tax Cuts and Jobs Act, passed at the end of 2017, limited the application of that section to exchanges of “real property.” Although this change continues to allow real estate investors to benefit from tax deferral through section 1031, it puts more pressure on identifying exactly what type of property qualifies as real property for purposes of that section. Only property that qualifies as real property for that purpose continues to enjoy the benefit of section 1031.



Perhaps somewhat surprisingly, the U.S. income tax has no single definition of real property. Instead, the tax code and regulations will vary the definition of real property from rule-to-rule. Although there are significant similarities in these definitions, enough variation exists to create some doubt regarding how real estate investors should interpret the term “real property” in the context of section 1031. At the end of 2020, the U.S. Treasury helped address some of this uncertainty by issuing regulations that provide taxpayers with guidance regarding the definition of real property for purposes of section 1031.

Generally, these new regulations define real property in a common-sense way as land and improvements to land, unsevered natural products of land, water and air space over land and certain intangible interests in real property. Although in many cases a given property will clearly fall within (or without) these categories, this is not always the case, especially when dealing with potential improvements to land (e.g., structural components of buildings) or intangible-type assets that may qualify as real property. Due to the uncertainty that may arise regarding improvements to land and intangible-type assets, this article focuses on these two categories.

With respect to these categories, the new regulations generally grant real estate investors two methods for qualifying property as real property — one based on the definition of real property under state or local law and a second based on the specific definition of real property in the new regulations.

The rule related to the state or local law definition of real property is straightforward. It provides that property classified as real property under state or local law on the date it is transferred in an exchange is real property for purposes of section 1031. There are, however, two limitations on this rule that are worth noting. First, in applying this rule, the relevant state or local law is the law of the

jurisdiction in which the property is located. Thus, inconsistent definitions of real property across jurisdictions may create inconsistent treatment of property for purposes of section 1031. Second, certain categories of intangible-type assets cannot qualify as real property regardless of their classification under state or local law. This includes most stocks, bonds, notes, securities, other evidence of indebtedness, partnership interests, beneficial interests in trusts and certain rights in legal actions.

If a real estate investor cannot qualify a property as real property using state or local law, the investor may still qualify the property as real property using the specific rules contained in the new regulations. With respect to potential improvements to land, applying these rules requires a two-step process. The first step is to identify each “distinct asset” that is subject to the exchange. The second step is to determine whether each distinct asset qualifies as real property. Although the regulations provide a detailed series of rules for making that determination, a distinct asset will generally qualify as an improvement to land (and therefore as real property) if it is a standard building or an asset that is permanently or indefinitely affixed to such a building or the underlying land.

Similarly, the new regulations also allow an intangible-type asset to qualify as real property for purposes of section 1031 even if the asset is not treated as real property under state or local law. Under this rule, an intangible asset may generally qualify as real property if (i) the asset derives its value from real property or an interest in real property and (ii) the asset is inseparable from that real property or interest in real property. Therefore, assets such as options to acquire real property and land development rights are generally treated as real property for purposes of section 1031 regardless of their state or local law characterization. Furthermore, although a license or permit to operate a business is not real property, a license, permit or other similar right that is solely for the use, enjoyment or occupation of land or an inherently permanent structure may qualify as real property.

In summary, these new section 1031 regulations provide real estate investors with a framework for classifying property as real property using either (i) state or local law definitions or (ii) the specific definitions provided in the regulations. This framework may be particularly useful when dealing with certain improvements to land or intangible-type assets. If the investor can qualify the property as real property using this framework, the investor’s exchange of that property may continue to enjoy the benefits of section 1031.

kernuttstokes.com



**pinnacle**  
architecture, inc.

ENHANCING LIVES AND COMMUNITIES



Canyon Edge Affordable Housing | Redmond, Oregon

HOUSING | HEALTH | SENIOR LIVING | CIVIC | COMMERCIAL

PinnacleArchitecture.com | 541.388.9897

**We Protect, You Prosper!**

**Our Security Services:**

- ✓ Nightly Mobile Business Patrols
- ✓ Burglary Alarm First Response
- ✓ Posted Officers at your Location
- ✓ Construction Watch Team



OREGON DPST # 858

**Your Total Assurances:**

- ✓ Protecting \$1 Billion Locally
- ✓ Proof-of-Work Accountability
- ✓ The Most Local References
- ✓ Huge Patrol Coverage 6PM-6AM
- ✓ All-Wheel Drive Vehicles
- ✓ 27 Years of Business Excellence



**Security PROS**  
INCORPORATED  
★ Certified Security Professionals ★  
1994 Celebrating 27 Years 2021

**541-330-0404**  
**541-548-1992**

**securityprosbend.com**

**FREE**  
*E*-Headlines



**Sent Directly to Your Email**

To Receive,  
Send Your Email to:  
**CBN@CascadeBusNews.com**



**CASCADE**  
**BUSINESS NEWS**



# SE Elbow: The Next Big Thing

by KATY HAINES, Principal Broker — NAI Cascade Commercial Real Estate

This week will see the second reading to adopt the Southeast Area Plan (SEAP), a comprehensive plan for 479 acres where 27th Street becomes Knott Rd., now known as the SE Elbow, in SE Bend. The Southeast Area Plan was initiated in the fall of 2018 and brought together property owners, area residents and other stakeholders to create a plan and implement land use regulations and funding strategies (per the SEAPAC Executive Summary).

The plan will automatically adopt 30 days after the public reading on April 21, pending a lack of public appeal. After such time, developers, some with land in contract already, can apply for annexation into the city. The April 9 City Council meeting amended the current plan to revise the zoning to encourage denser housing



and allocating approximately 34 more acres to residential versus employment uses.

House Bill 2001 may also add to upcoming residential development as it requires Oregon's medium sized cities to allow denser housing in single family residential zones.

The current plan includes:

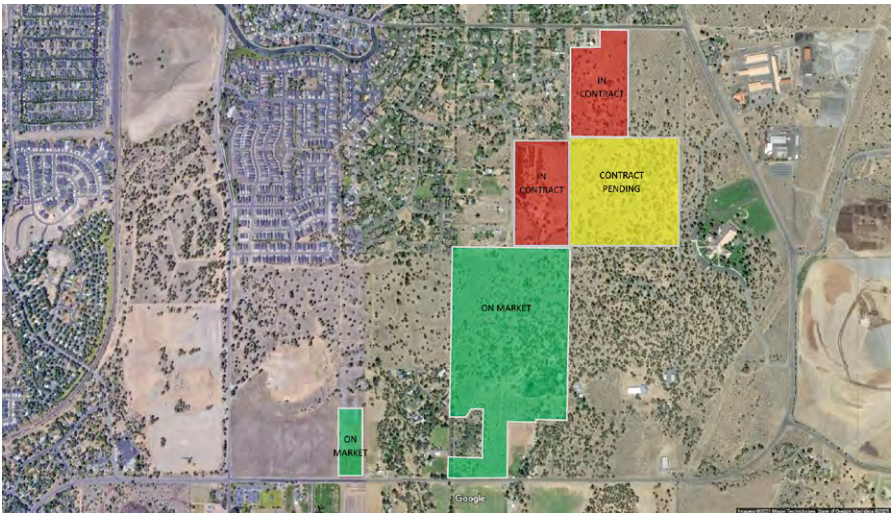
- 321 acres of employment use (ME & IL zoning)
- Ten acres of high density residential for apartments (RH zoning)
- 35 acres of medium density residential which can include, duplexes, triplexes and fourplexes (RM zoning)
- 105 acres of standard residential for single family homes (RS zoning)

ME zoning can include residential in a mixed-use development when the ground floor is retail/office with residential above.

With all this activity and SEAP adoption on the horizon, real

estate in the area is in high demand: the only RH land (ten acres) is already in contract along with seven acres of the RM land. Lake Oswego based developer North Peak Development has the 17 acres in contract and has had preapproval meetings with the City of Bend proposing 264 units of Garden style multifamily and 100 townhomes in the Western portion of the most NE corner of the Elbow. Mark Taylor, acquisitions director for North Peak Development, said, "The SE Elbow project appealed to North Peak Development because of the significant housing demand that Bend currently faces. Due to its high-density zoning, this project appeals to the regions need for work force housing."

With Ferguson Rd. frontage and 27th St. exposure, SEAPAC member, property



SE ELBOW | GRAPHICS COURTESY OF NAI CASCADE COMMERCIAL REAL ESTATE

owner and commercial real estate broker, Jeff Reed, would like to see the remaining acreage of that parcel (zoned CG) as a grocery store as the SE Elbow is by all standards, a food desert.

The increase in population and services will be supported by continued development of Avion Water and the SE Sewer connector along Murphy. There are also plans for two more collector streets: North South connecting Ferguson and Knott and East West connecting 15th to 27th just south of Ferguson with a roundabout where these two collectors meet as well as where they connect to the existing roads.

Caldera High School in the area will open this fall with an anticipated daily occupancy of 3,500 students and staff when at capacity in the 2023-2024 school year. The area has plans for a new middle school and new elementary school as well.

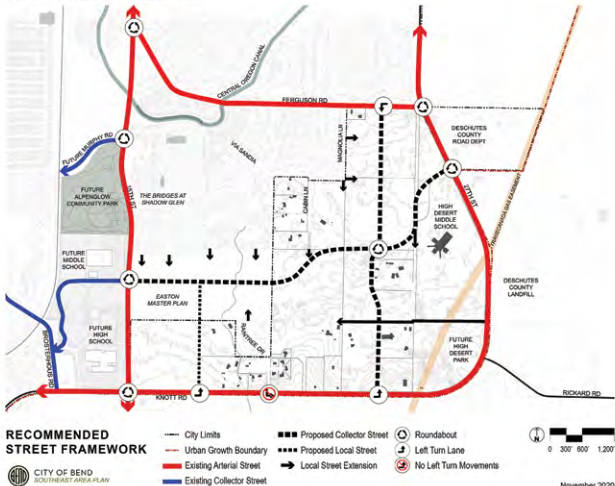
As Bend continues to experience the "Zoom Boom," houses can't be built fast enough. Out-of-area developers looking to get out of urban markets experiencing volatility due to COVID-19 and political unrest, are capitalizing in Central Oregon and the SE Elbow will be "the next big thing."

NAICascade.com

Southeast Area Plan

SUMMARY REPORT

Figure 24. Southeast Area Plan Street Framework



RECOMMENDED STREET FRAMEWORK

CITY OF BEND SOUTHEAST AREA PLAN | 76

TRANSPORTATION PLAN

Think you can't be new and not new?

# Paul MacMillan can.

Paul is anything but new to banking, but he is new to Washington Trust Bank, where we believe can't is a four-letter word. Ask Paul about the Washington Trust difference.

Learn more about us at:  
[watrust.com/CentralOregon](http://watrust.com/CentralOregon)



**Paul MacMillan**  
VP, Relationship Manager  
Commercial Banking  
541.527.2490  
NMLS# 2130660  
[pmacmillan@watrust.com](mailto:pmacmillan@watrust.com)





# Central Oregon Commercial Real Estate Responds to the Pandemic

by **BRUCE BARRETT**, Certified **SCORE** Mentor — **SCORE** Central oregon

**A** Fourth-quarter 2020 National Association of Realtors, Commercial Real Estate Trends & Outlook Report indicates the continuing impact of the pandemic on the volume of transactions and on commercial business practices. The impact of the pandemic is still evolving but the survey results are providing an indication of where changes are heading. In the office sector, 62 percent of respondents reported an increase in companies moving to smaller offices, and 58 percent of respondents reported an increase in short-term leases of two years or less. In the retail properties market, 52 percent reported they are seeing more vacant malls being repurposed for other uses, such as mixed-use, industrial use, hospitals or as churches.



REALTORS reported a decline in sales and leasing transactions, except for industrial properties, clearly the strongest leg of the commercial sector. The land market has also been a strong sector, especially sales of land for recreational use, as the pandemic has curtailed leisure activities in the urban areas.

Locally, Central Oregon continues to rise in national visibility as a popular destination for those who are leaving big cities amid the COVID-19 pandemic and the growing ability to work remotely from anywhere.

Local commercial real estate professionals and economic development managers point to the limited amount of developable land as the next big issue affecting new businesses coming to the area and locals needing to expand. The City of Bend is counting on the 500-acre Juniper Ridge industrial park as a major part of their answer to the shortage, and that property will be more viable as utilities and roads are developed into the area. Phase II of the

North Interceptor Sewer Line Project began last June. The City of Redmond is considering a rezone of their Desert Rise Industrial Park from light industrial to heavy industrial zoning and have other industrial land projects underway including a 945-acre “large lot” industrial park that was recently annexed into the City.

Another part of the solution for the increased demand is to build more industrial and commercial buildings. Industrial building vacancy in Bend and Redmond is three to four percent. Economic Development managers in Bend and Redmond are working with developers to create more options. Currently, between the two cities, there are ten industrial projects planned or being built. Redmond recently announced a major business recruitment bringing 150 jobs on a 46-acre campus located at Ninth and Antler.

As the nation recovers from the pandemic, an article in the February 8, 2021 issue of *Forbes* magazine predicts, “In 2021, we will see a K-shaped recovery that favors certain industries and economic groups. Under this scenario, we see companies like Amazon, Google, The Home Depot and Walmart benefit while mom and pop shops, local restaurants and other service-based professions lag. Tech fortune will reach all-time highs while lower-income, blue-collar workers will suffer the most. This inequality will be especially pronounced in commercial real estate.” Expect to see continued impact in our region on national chain retail, restaurants and event venues with continued competition for available industrial and certain commercial space due to the desirability of Central Oregon for relocation.

*Bruce Barrett is a commercial real estate broker with Windermere Commercial and a Certified SCORE Mentor. He can be reached at [barrettrealestate@gmail.com](mailto:barrettrealestate@gmail.com).*

[centraloregon.score.org](http://centraloregon.score.org)

Free E-Headlines Sent Directly to Your Email

541-388-5665 • CBN@CascadeBusNews.com

YOUR INVESTMENT

OUR MISSION

To treat your home as if it were ours.

With 17 years of meticulous property management in Bend, we promise to manage your home with the utmost care.

Susan Carrington

541.797.0484

[benddutchpropertymanagement.com](http://benddutchpropertymanagement.com)

BendDutch

Property Management, Inc.

Agents Licensed in Oregon.

Voted

“FAVORITE GOLF COURSE”

in Central Oregon

Purchase a River’s Edge Golf Pass for just \$59

and receive up to 38% off regular green fees!

Golf Pass also includes participation in River’s Edge Club events, as well as pro shop and golf lesson discounts.

Annual unlimited play memberships

starting at \$1450

Golf Digest “Best Places to Play” rated ★★★★★

[RiversEdgeGolfBend.com](http://RiversEdgeGolfBend.com)

400 Pro Shop Drive, Bend, OR 97703 | 541-389-2828



# Duke Warner Real Estate Market Trend Report

With spring in full swing in Central Oregon, the real estate market remains in extremely high demand even as new listings in Bend have increased by over 55 percent just since last month. The real estate trends continue to escalate due to many homebuyer’s abilities for remote working and where many are able to upscale their lifestyle as compared to urban metropolitan areas. In our monthly Trend Reports, we offer valuable insights by reviewing last month’s market activity. This information can be a beneficial resource for any upcoming or changing trends we might see as we enter the second quarter of the new year.

**April 1 Inventory and March Activity**

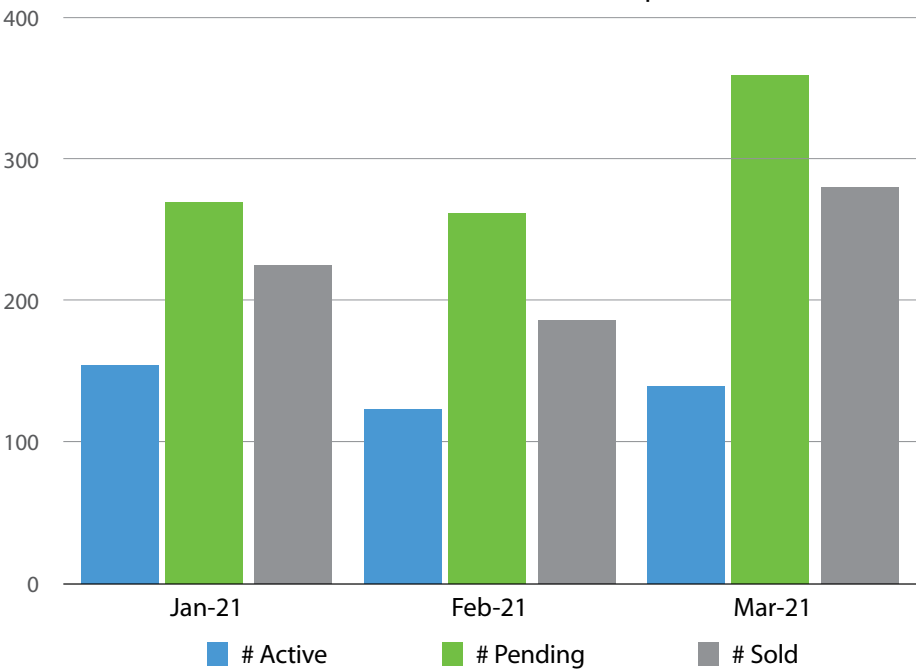
With 89 active listings as of April 1st, the Bend market increased slightly in available listings, up from 75 from the previous month. Homes continue to sell at a blistering pace, leaving homebuyers empty handed and ready to buy on the spot. Now is an excellent time for a homeowner who might otherwise wait until later this spring to list a home for sale. Both Bend and Redmond’s current listings remain far fewer than previous months and those currently listed will not stick around for long. Redmond’s active listings as of April 1 showed 51 homes overall. As we gear up for the spring, we see the combined active listings for Central Oregon at only 140 homes.

March numbers for the Redmond market shows us 101 homes sold, 109 new homes on the market and 103 homes pending. The bulk of active homes on Redmond’s market remain in the \$525,000 and up price range, showing 19. The \$225,000-\$325,000 had two active listings, the \$425,000-\$525,000 range had 18 active listings and the \$325,100-\$425,000 price range showed 12 active listings.

For Bend, the numbers in March continued to illustrate a market with low inventory. There were no active listings in the \$225,000-\$325,000 range, five in the \$325,100-\$425,000 range, 16 in the \$425,100-\$525,000 range and 21 in the \$525,100-\$625,000 price range. The \$625,000-\$725,000 had six active listings, the \$725,000-\$825,000 had six actives and the \$825,000-\$925,000 showed two active homes listed. As you can see from our Market Trend Report, there was a noticeable decrease in homes available in the higher price ranges, showing 33 homes in the \$925,100-and-up price range. For Central Oregon overall, the supply and demand are not equally matched as more out-of-state buyers eagerly attempt to relocate to our beautiful area. It truly is an unmatched seller’s market for those homeowners considering selling their property for top value.

With a fast-paced market, buyers often look for competitive pricing as they consider properties. If you are selling your home and trying to price your property, we encourage you to consult with your trusted Duke Warner Broker for seasoned, expert advice. Our brokers will share their experience, knowledge and excitement while they work for you. Our Duke brokers know how to price properties according to the market trends and current housing competition.

Bend Real Estate Market Trend Report



**Sold and Pending Listings**

Bend had 166 pending homes in February and 258 in March. These numbers showcase the need for more listings to keep up with the demand to buy a new home in Central Oregon. For sold listings, there were 118 in February and 181 in March. In Redmond, we saw 70 in February and 101 in March. History in the making as we continue to see real estate needs escalating in the Bend and Redmond real estate market!

**Looking Ahead**

Many of us know and value this special place we call home. Central Oregon is a beautiful place to live and no matter what stage of life you are in, there is something for everyone in the real estate market. As you consider your housing needs, start to plan and look ahead, whether you want to buy or sell a home, keep us in mind for your real estate ventures. Our professional brokers are here to offer great insights as you navigate your next home experience. Give us a call today and let us help you get started! We can be reached at 541-382-8262 or send us an email at [info@dukewarner.com](mailto:info@dukewarner.com).

[DukeWarner.com](http://DukeWarner.com)

Think you can’t be new  
and not new?

# Ashley Mears can.

Ashley is anything but new to banking, but he is new to Washington Trust Bank, where we believe can’t is a four-letter word. Ask Ashley about the Washington Trust difference.

Learn more about us at:  
[watrust.com/CentralOregon](http://watrust.com/CentralOregon)



**Ashley Mears**  
VP, Relationship Manager  
Commercial Banking  
541.233.8337  
NMLS# 1010491  
[amears@watrust.com](mailto:amears@watrust.com)





Central Oregon Real Estate

Property Management *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Alpine Real Estate LLC 2214 NE Division St. Bend, OR 97703	541-388-1600	541-728-0862	www.arebend.com mike@arecentraloregon.com	Mike Connell	0	2008	Property management.
Alpine Real Estate LLC 51515 Huntington Rd. La Pine, 97739	541-536-1500	N/A	www.arelapine.com mike@arecentraloregon.com	Mike Connell	0	2008	Property management.
Alternatives in Real Estate 61149 S Hwy. 97, Pmb 613 Bend, OR 97702	541-350-0953	541-306-3706	www.ai-re.com Robin@AI-RE.com	Robin Williams	1	2001	Real estate sales & property management.
Austin Property Management 1444 NW College Way, Ste. 7 Bend, OR 97701	541-317-1709	541-317-1707	www.bendapm.com hdenton@bendapm.com	Stephanie & Heather	3	2004	Property management services for single family homes, multi-plexes, condos & townhomes.
Bend Dutch Property Management Inc. 777 NW Wall St., Ste. 106 Bend, OR 97703	541-797-0484	N/A	www.benddutchpropertymanagement.com benddutchpm@outlook.com	Susan Carrington	3	2004	A full spectrum property management company handling furnished & unfurnished rentals. Our inventory consists of condos, cottages & large homes. Our furnished properties work great for relocations, insurance claims, remodels & corporate stays.
Bend Property Management Co. 405 NE Seward St., Ste. 4 Bend, OR 97701	541-382-7727	541-382-5987	www.bendpropertymanagement.com michelle@bendpropertymanagement.com	Michelle Bunting	4	1986	Full service residential & property mgmt. Central Oregon.
Bennington Properties, LLC 56842 Venture Ln. PO Box 3367 Sunriver, OR 97707	541-593-6300	541-593-7200	www.benningtonproperties.com reservations@benningtonproperties.com	Robert W. Bennington	30	1998	Vacation rentals & real estate sales in Sunriver & Caldera Spring, Oregon.
Black Butte Ranch Corporation 13895 Bishops Cap Black Butte Ranch, OR 97759	541-595-6211	541-595-2077	www.blackbutteranch.com info@blackbutteranch.com	Kim Schramer	25	1971	Nightly vacation homes & condos in premier privately-owned Black Butte Ranch properties.
Black Butte Realty Group PO Box 441 Sisters, OR 97759	541-595-3838	541-549-5555	www.blackbutterealtygroup.com don@blackbutte.com	Gary Yoder	1	1973	Specializing in Black Butte Ranch properties.
Cascara Vacations 57100 Beaver Dr., Bld. 6, Ste. 160 PO Box 4518 Sunriver, OR 97707	800-531-1130	N/A	www.cascaravacations.com cascara@cascaravacations.com	Stacy Wesson	35	1983	Sunriver vacation rentals, property mgmt & maintenance, security, housekeeping & carpet cleaning services.
Cobalt Property Management Group 333 SW Upper Terrace Dr. Bend, OR 97702	541-322-5966	541-322-5967	www.cobaltpmg.com chrissy@cobaltpmg.com	Chrissy Capri	5	2003	Commercial & residential property management.
Compass Commercial Asset & Property Management 600 SW Columbia St., Ste. 6100-A Bend, OR 97702	541-330-0025	541-330-0110	www.compasscommercial.com/PM pminfo@compasscommercial.com	Jackie Niebling	12	1996	Asset & property management of commercial investments. Currently manages 2.1 million square feet of commercial property throughout Central Oregon. Offers a full team including property managers, facilities technicians, maintenance project managers, lease administrative analysts accountants, day porters & operations coordinator.
Dennis Haniford's Cascade Realty 51477 Hwy. 97 PO Box 428 La Pine, OR 97739	541-536-1731	541-536-1174	www.homes4oregon.com dennis.haniford@gmail.com	Dennis Haniford	0	1974	Real estate & property management in La Pine.
Deschutes Property Management 605 NE Savannah Dr., Ste. 1 Bend, OR 97701	541-385-1515	541-385-6767	www.rentingoregon.com info@rentingoregon.com	Tiffany Lahey	12	1995	Residential & commercial management & sales; Bend, Redmond, Sisters.
Desert Pine Properties, LLC 1045 NW Bond St., Ste. 212 PO Box 88 Bend, OR 97709	541-388-9973	541-388-6733	www.desertpineproperties.com stay@desertpineproperties.com	Deborah Posso	2	2008	A full service real estate company with sales, property management & vacation homes.
First Oregon Properties LLC 501 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-390-9986	N/A	www.FirstOregonProperties.com jimfloydpc@bendbroadband.com	Jim Floyd	3	1981	N/A
First Rate Property Management 1950 SW Badger Ave., Ste. 102 Redmond, OR 97756	541-527-4200	541-527-4222	www.firstratepm.com sherry@firstratepm.com	Sherry Hoyer	7	2007	Residential & commercial property management throughout Central Oregon.
Fratzke Property Management 963 SW Simpson, Ste. 220 Bend, OR 97702	541-306-4948	541-306-4860	www.fratzkecommercial.com chris@fratcommercial.com	Chris Cochran	8	2010	Full service property management
Gibson's P.M.S. 9990 NE Crooked River Dr. PO Box 220 Terrebonne, OR 97760	541-504-0827	N/A	www.gibsonspms.com marla@gibsonspms.com	Marla Gibson	3	2003	Specialized residential & ranch management, structured for small client base.
High Desert Property Management Co. 1515 SW Reindeer Ave. Redmond, OR 97756	541-548-0383	541-923-0795	www.hdpm.net	N/A	7	1991	Property management, eviction for hire, tenant screening, placement residential & landlord/tenant hotline.
Home Fridays 15 SW Colorado Ave., Ste. 5 Bend, OR 97702	541-317-3088	N/A	www.homefridays.com kristy@homefridays.com	Kristy Haworth	4	2005	Second home management & concierge service company.
Inner Mountain Property Management LLC 145 SW Sixth St. PO Box 2530 Redmond, OR 97756	541-323-3497	N/A	innermountainpm.com innermountainproperty@gmail.com	Rebecca George	2	2010	Residential property management, Multi-family property management, commercial property management, HOA management, real estate sales.
Investors Real Estate Solutions, LLC PO Box 2356 Bend, OR 97709	541-285-0110	N/A	www.investorsre.com scott@ires.email	Scott Gibbs	1	2014	Management, leasing, brokerage of commercial properties. Court appointed receivership, facility management, operations, 24/7/365 emergency response, tenant relations, full-cycle accounting, financial reporting, regulatory compliance, project management & consulting
INVESTwest Commercial Real Estate PO Box 1381 Bend, OR 97709	541-480-7198	541-382-5981	www.investwestcommercial.com cbarber@investwestcommercial.com	Christin Barber, Jack Rinn	2	1989	Commercial leasing & mgmt. in Central Oregon.
Kodiak Commercial Real Estate 409 NE Greenwood Ste. 200 Bend, Oregon 97701	541-797-0161	N/A	nate@kodiakcre.com	Nate Hitchcock	6	2017	Commercial leasing & property management in Central Oregon.
La Pine Property Management Services 51493 Huntington Rd. PO Box 705 La Pine, OR 97739	541-536-1114	541-536-1114	rentinglapine.com lapine-property.management@gmail.com	Becky Allen	1	1997	Residential mgmt. including rentals in South Bend, La Pine, Gilchrist & Crescent. Evictions for hire in Deshcutes & Klamath counties
Meredith Lodging 57100 Beaver Dr. Bldg. 13 PO Box 3079 Sunriver, OR 97707	541-593-3050	541-593-3057	www.meredithlodging.com office@meredithlodging.com	Kelly Newcomb	5	1987	Vacation home property management.
Mid Oregon Property Management 34 SE D St. PO Box A Madras, OR 97741	541-475-6237	N/A	midoregonproperty@gmail.com	Sharon Brackett	2	2006	Property management.
Mountain Resort Properties/Century 21 Lifestyles Realty 57084 Grizzly Ln. PO Box 3508 Sunriver, OR 97707	800-346-6337	541-593-5041	www.mtresort.com Rentals@MtResort.com	Tim Hadley	10	1989	Vacation & monthly rentals, real estate sales & property management services.
Mountain View Property Management 644 NE Greenwood Ave., Ste. 2 Bend, OR 97701	541-330-8373	N/A	www.Today4Rent.com Julie@Today4Rent.com	Julie Davisonson	5	2008	Residential property management.
My Lucky House Inc. 1293 NE Third St. Bend, OR 97701	541-815-8200	888-868-9947	www.MyLuckyHouse.com info@myluckyhouse.com	Shari Ballard, Andy Stearns	15	1996	Unfurnished & furnished rentals, rental/vacation rental sales, management, maintenance, screening, financials, collections, marketing, reservations.
North West Tenant Screening 354 NE Greenwood Ave., Ste. 210 PO Box 2063 Bend, OR 97709	541-548-7368	541-526-0751	nwtentantscreening.com sharrol@nwscreening.com	Sharrol Lyons	1	2012	Tenant application screening, credit report, criminal background & employment history.
Northwest Property Management Services 354 NE Greenwood Ave., Ste. 210 PO Box 2063 Bend, OR 97709	541-548-7368	541-526-0751	www.nwp.management sharrol@nwproperties.net	Sharrol Lyons	1	2015	Custom property management. Personal, practical & professional local management team. Full-service maintenance & in-depth tenant screening to protect your investment. Online tenant & owner portals. Placement services.



# Rental Demand Remains High in Central Oregon

## Landlord/Tenant Laws Impacting Investors

by **RONNI WILDE** — CBN Reporter

**O**n the rental side of the real estate market, demand remains fierce, and owners are feeling the impact of the new landlord/tenant laws.

"Demand for rental properties remains high. We had a larger supply of available inventory at the beginning of quarantine last March," says Gretchen L. Stauffer, operations manager and property manager of PLUS Property Management in Bend. "About a month in, our rental application volume began to increase. We saw a shift in the marketplace over a few months, as tenants began to take on roommates, and gave notice to move in with family or friends. Tenants left the area to find other work, and rental applications from out of the area increased significantly," says Stauffer, who is a licensed principal real estate broker in Oregon. "Over 50 percent of tenants placed from March 2020 forward were relocating from other areas. That trend has not slowed, and inventory levels are incredibly low due to demand and current tenants electing to hold tight through the pandemic." She says PLUS's vacancy rate is about one percent, and they generally have new tenants under Deposit to Hold contracts before existing tenants even vacate.

As with real estate values, rental rates have accelerated rapidly, Stauffer says, and as long as inventory stays low and demand remains high, the market will be the driver. She says that multi-family and higher-density apartments in various stages of completion will add supply to the marketplace and could affect rent rates, but, generally, investing in property in Central Oregon is still popular and beneficial. "Long-term equity growth over time has been consistent. Central Oregon remains a popular place to be, so I don't expect to see that change. There are tax benefits for some, and for many, investment property provides a source of income. It also serves as a tangible asset that an owner can occupy or liquidate at some point, should they choose. Markets trend upward and go down, but, overall, there is generally positive equity growth over time, so it makes for solid long-term investment."

Throughout the pandemic, Stauffer says the market has shifted. Both real estate prices and rental rates have increased exponentially, particularly in the past 12 months, and she says that in the first few months of mandated quarantine, there was a surge in investor activity as investors divested themselves of rental properties in higher-density locales that were being hit hard by COVID. "Seattle, Portland and Southern California dollars funded 1031 exchanges, primarily in the Bend marketplace initially. As already-scarce inventory dwindled and prices continued to rise, investment purchasers spilled into Redmond and other outlying markets in order to find pricing that would meet desired calculated capitalization rates." She adds, "Investor inquiries regarding rent rates have dwindled significantly as property prices continue to rise beyond levels that make sense to them. As a property management company, the advice we provided owners, regardless of origin, was to calculate their cap rates based on historical rent-rate trends rather than on current inflated rents, knowing that they could certainly garner more now, but to provide a more conservative valuation cushion for longer-term projections. In other words, plan for market adjustment but enjoy the financial benefits afforded by elevated rents today."

The biggest challenge for investors in the current market is the landlord/tenant laws that have come about since March of last year, Stauffer says. "Whether permanent or temporary, they have been onerous. If an owner has a non-paying tenant, the current Eviction Moratorium prohibits an owner from evicting for nonpayment of rent. Owners



Gretchen L. Stauffer

may only evict for a qualifying reason, such as the owner or owner's immediate family member moving in or for the sale of a property to an owner-occupant purchaser." Statewide caps on rent rates for properties over 15 years old limit the amount of increase an owner can initiate in tenant-occupied properties, she says. "Under temporary law, an owner cannot terminate a lease and require a tenant to move at lease expiration."

Because of the events of the past 12 months, Stauffer says utilizing the services of a property manager can be invaluable to owner investors. "It is our job to stay abreast of the evolving legal environment and take the appropriate steps to protect our investors as well as our tenants. It starts at the beginning with stringent tenant screening criteria, credit and background checks, rental history investigation and financial review. Many owners either do not have access to or simply do not perform the level of screening that we do." As an example, Stauffer says that early last year, PLUS Property Management took on a new property with an existing tenant who had been troublesome to the owners. Months later, the tenant vacated, leaving a debt in excess of \$21,000. "Had the tenant been properly screened, that situation likely would have been avoided. We also have familiarity with navigation of the court system pertaining to tenant violations and collections."

When a tenant is struggling to pay rent, Stauffer says PLUS Property Management steps in to help when possible. "PLUS Property Management was proactive right out of the gate with the onset of COVID and mandated quarantine. We took the perspective that we are all in this together, knowing that so many in the service sector would be financially impacted by quarantine restrictions." She adds, "We immediately reached out to our community partners who have programs for income-impacted Central Oregon residents and solidified communication paths to provide for greater processing efficiency and information sharing. We reached out directly, and still do, to every impacted tenant to supply links, contacts and information for not only rental-assistance programs, but for food and utility assistance."

Stauffer says property managers have access to information that the general public is not able to access, including available properties, that is highly beneficial in this competitive market. "We, as property managers, perform move-in and move-out inspections, taking upwards of 200 photos with each inspection. This is a benefit to both owners and tenants when there becomes a question about damages and the financially responsible party." She continues, "With a maintenance director and maintenance technician on staff, we can rapidly address most maintenance issues. For problems requiring a licensed trade professional, we have a team on call that responds to emergencies with expediency and can schedule non-emergencies in a timely manner. That level of expedient access to trades in Central Oregon is very difficult for the general public to gain due to high demand for contractors in the area," she says, adding that PLUS is on call 24/7 for emergencies.

"This past year has certainly been a bumpy one for the residential rental market. And it's not over. Legislators continue to debate and implement temporary and permanent changes to landlord tenant law that directly impact investor owners," she says. "If ever property managers were needed, now is the time."

*investoregon.com*



**Your TIME Does Matter**

**You Do Have An ALTERNATIVE**

**Your Commercial Real Estate SPECIALISTS**

**A locally owned and operated commercial real estate**

**firm taking your project from concept to completion.**

**We specialize in investments, sales, purchasing, leasing, project and property management, and development.**

- ✓ **Investment**
- ✓ **Sales**
- ✓ **Leasing**
- ✓ **Property Management**
- ✓ **Business Sales & Acquisition**
- ✓ **Development**



**Kodiak Malmstrom**  
Principal Broker  
541-797-0148  
kodiak@kodiakcre.com



**Matt Skundrick**  
Broker  
541-797-0164  
matt@kodiakcre.com



**Chuck Rucker**  
Principal Broker  
541-797-0151  
chuck@kodiakcre.com



**Nate Hitchcock**  
Property Manager  
541-797-0161  
nate@kodiakcre.com



**Carey Greiner**  
Broker  
541-797-0157  
carey@kodiakcre.com

**Kodiak Commercial Real Estate**  
409 NE Greenwood, Ste. 200, Bend  
541-797-0161 | kodiakcre.com

**Licensed in the State of Oregon and California**





Property Management *(Listed Alphabetically)*

CONTINUED FROM PAGE 16

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Partners Property Management & Sales 61510 S Hwy. 97 Bend, OR 97702	541-389-4149	541-322-3081	www.partnerspropertymgmt.com hoover@partnerspropertymgmt.com	Brandi Snow	5	1985	Residential & commercial/investment property management & sales throughout Central Oregon with offices in Bend & Redmond.
Pennbrook Management & Leasing 250 NW Franklin Ave., Ste. 204 Bend, OR 97701	541-617-3456	541-389-0256	www.pennbrook.com propertymanagement@pennbrook.com	Kelly Stewart	10	1986	Commercial & residential property management. Central Oregon.
Plus Property Management 695 SW Mill View Way, Ste. 106 Bend, OR 97702	541-389-2486	541-389-2449	www.investoregon.com info@investoregon.com	Gretchen Stauffer	11	2004	Property management in Central Oregon.
Plus Property Management 361 SW Sixth St. Redmond, OR 97756	541-923-6768	541-923-3066	www.investoregon.com redmondoffice@investoregon.com	Gretchen Stauffer	2	2004	Property management in Central Oregon.
Property Systems Inc. 900 SE Wilson Ave., Ste. D Bend, OR 97702	541-382-4112	541-382-9053	www.propertyystemsinc.com psibend@aol.com	Rob Petrescu, Katrina Petrescu	3	1995	Commercial, industrial, residential & mobile home parks. Central Oregon.
Rogue Real Estate Sales & Property Management 219 NW Sixth St., Ste. 1 Redmond, OR 97756	541-923-8222	541-923-8854	www.roguerealestate.com redmond@roguerealestate.com	Paula Dodge	12	2002	Real estate sales, property management, residential & commercial.
Rosewood Property Management, LLC 527 SW Deschutes Ave. Redmond, OR 97756	541-923-6250	N/A	www.rosewoodpm.com gena@rosewoodpm.com	Gena Huff	1	1993	Residential & commercial property mgmt. All of Central Oregon.
Sunriver Resort 17600 One Center Dr. PO Box 3609 Sunriver, OR 97707	855-420-8206	541-593-2742	www.sunriver-resort.com info@sunriver-resort.com	Lindsay Borkowski	800	1968	Vacation rentals.
Sunset Lodging 56935 Enterprise Dr. PO Box 3515 Sunriver, OR 97707	541-593-5018	N/A	www.sunriverlodging.com resdesk@sunriverlodging.com	Front Desk	32	1987	Over 130 vacation homes & condos in Sunriver. Property management.
Trout Realty Inc. Property Management Division 1241 SW Highland Ave. Redmond, OR 97756	541-548-8159	541-923-3811	www.troutrealty.com jason@troutrealty.com	Jason Trout	1	1972	Commercial & residential property mgmt. & sales. Central Oregon.
Valiant Investments dba Powder Mountain Executive Suites 750 NW Charbonneau St., Ste. 201 Bend, OR 97703	541-550-7461	541-323-3361	www.powdermntllc.com Mike@PowderMtnLLC.com	Mike Mudd	2	2006	Executive office space rentals. Internet & telecommunication services & access to a world-class audio & video-enabled conference room in NorthWest Crossing.
Velocity Property Management 25 Minnesota Ave., Ste. 8 Bend, OR 97703	541-388-1382	541-408-9841	velocitypropertymanagement.com info@velocitypropertymanagement.com	Haley Hutcheson, Lindsay Cloud, Stevie Thompson	3	2009	Residential property management services for Bend, Redmond, Terrebonne & Culver. 2018 Property Manager of the Year.
Viking Property Management, LLC 779 N Main St. Prineville, OR 97754	541-416-0191	541-416-1132	www.viking-pm.com vikingpm@live.com	Toni O'Hara	3	2002	Residential & commercial in Prineville & Bend.
Village Properties At Sunriver 56835 Venture Lane, Ste. 109 - Cascade Building PO Box 3310 Sunriver, OR 97707	888-236-9690	N/A	www.village-properties.com service@village-properties.com	Mark Halvorsen	24	1985	Residential & commercial.
West Bend Property Co. 2754 NW Crossing Dr., Ste. 201 Bend, OR 97703	541-312-6473	541-312-4444	www.northwestcrossing.com info@thegarnergroupp.com	Valerie Yost	3	1999	Real estate development.
Willow Canyon Properties 212 SW Fourth St. Ste. 201 Madras, OR 97741	541-475-8000	541-475-8001	www.willowcanyonproperties.com frontdesk@willowcanyonproperties.com	Kathy Dominguez	5	2001	Residential, commercial & industrial property management. Placement & property management of single & multi-family units.

CBN has made every effort to ensure that all information is accurate and up-to-date. We cannot, however, guarantee it. Please contact us immediately if you know that certain information is not correct or you would like to be added to a list, 541-388-5665 or email [cbn@cascadebusnews.com](mailto:cbn@cascadebusnews.com).

Contracts Expire. Relationships Don't.



**Lynn Coker**  
Broker (Licensed in OR & CA)



**Jeff Reed**  
Broker



**Jenn Limoges, CCIM**  
Partner Broker



**Walt Ramage**  
Partner Broker



**Katy Haines**  
Managing Principal Broker  
Director of Operations



**Ken Streater**  
Principal Broker



**Karen Koppel**  
Broker

Our mission is to provide customized client care up and down, side to side. We value our reputation as a brokerage that produces meaningful results and relationships that appreciate.



COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

243 SW Scalehouse Loop | Suite 1B Bend, Oregon 97702

**+1 541 706 9370** **NAI**Cascade.com



## Commercial Real Estate Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
Alpine Real Estate LLC 2214 NE Division St. Bend, OR 97703	541-388-1600	541-728-0862	www.arenbend.com mike@arecentraloregon.com	Mike Connell	0	2008	21
Alpine Real Estate LLC 51515 Huntington Rd. La Pine, OR 97739	541-536-1500	N/A	www.arelapine.com mike@arecentraloregon.com	Mike Connell	0	2008	21
Becky Breeze Principal Broker - Cascade Sotheby's International 650 SW Bond St., Ste. 100 Bend, OR 97702	541-383-7600	N/A	www.BeckyBreeze.com bbreeze@bendcable.com	Becky Breeze	1	1982	N/A
Bend Premier Real Estate, LLC 550 NW Franklin Ave., Ste. 108 Bend, OR 97703	541-323-2779	541-323-2830	www.bendpremierrealstate.com info@bendpremierrealstate.com	Lynnea Miller	3	2011	56
Blackwell Realty, LLC 2004 NE Eighth St. Bend, OR 97701	541-771-8131	N/A	www.terryblackwell.com Blackwellrealtyllc@gmail.com	Terry Blackwell	1	1989	1
Cascade Sotheby's International Realty 650 SW Bond St., Ste. 100 Bend, OR 97702	541-383-7600	N/A	www.cascadesothebysrealty.com info@cascadesir.com	Marta Boelens	20	2006	124
Century 21 Commercial Lifestyles Real Estate/Capstone Commercial Real Estate 550 NW Franklin Ave., Ste. 181 Bend, OR 97703	541-382-3333	N/A	www.capstonecommercialrealstate.com rich.hadley@century21.com	Krista Eastes, Greg Jacobs, Simon Lowes, Rich Hadley	4	2010	4
CMW Development, Inc. 5200 NW Mt. Washington Dr. Bend, OR 97703	541-312-2641	541-312-2718	www.riversedgegolfbend.com wayne@riversedgegolf.com	Wayne Purcell	2	1987	0
Coldwell Banker Bain 486 SW Bluff Dr. Bend, OR 97702	541-382-4123	541-385-3253	www.cbcworldwide.com brandonfairbanks@cbbain.com	Brandon Fairbanks	5	1969	14
Compass Commercial Real Estate Services 600 SW Columbia St., Ste. 6100 Bend, OR 97702	541-383-2444	541-383-5162	www.compasscommercial.com info@compasscommercial.com	Jay Lyons, SIOR, CCIM	40	1996	24
Crook County Properties, LLC 691 NE Third St. Prineville, OR 97754	541-447-3020	541-447-2120	www.crookcountyproperties.com barbaraw.ccp@gmail.com	Barbara Warren	0	1985	5
D & D Realty Group, LLC. (Madras) 63 SE Sixth St. Madras, OR 97741	541-475-3030	541-475-3833	www.danddrealtygroup.com delita@danddrealtygroup.com	Delita Cordes	2	2008	5

*Continued on Page 20* ►



The RE/MAX Commercial® global network can help you adapt to changing markets, evolve with new technology and maximize your investments across all property types.

**675**

OFFICES & DIVISIONS

**4,000+**

COMMERCIAL PRACTITIONERS

**13.5B+**

SALES VOLUME

**38,000+**

TRANSACTIONS

**RYAN AMERONGEN**  
 Broker, Licensed in OR  
 CCIM  
 541.213.8967  
 amerongenr@buccolagroup.com  
 ryanamerongen.com

**RYAN BUCCOLA**  
 Broker/Owner, Licensed in OR  
 541.728.8551  
 ryan@buccolagroup.com

**GARY EVERETT**  
 Principal Broker, Licensed in OR  
 CCIM, GRI  
 541.480.6130  
 gary@garyeverett.com

**BRIAN MEECE**  
 Principal Broker, Licensed in OR  
 CCIM, ALC, GRI  
 541.480.1630  
 brianmeece@bendbroadband.com

**JOHN SCHIMMOLLER**  
 Broker, Licensed in OR  
 541.610.7826  
 john@idcbend.com



remaxcommercial.com



© 2020 RE/MAX, LLC. All rights reserved. Each Office Independently Owned and Operated. 20\_302554

info@keypropertiesbend.com  
 541.728.0033  
 keypropertiesoregon.com

**BEND**  
 431 Franklin Ave  
 Bend | 97703

**SISTERS**  
 330 W Hood Ave  
 Sisters | 97759

**RE/MAX**  
 KEY PROPERTIES



## Commercial Real Estate Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
First Oregon Properties LLC 501 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-388-2032	N/A	www.FirstOregonProperties.com jimfloydpc@bendbroadband.com	Jim Floyd, Victoria Davis	2	1981	2
Fratzke Commercial Real Estate Advisors, Inc. 963 SW Simpson Ave., Ste. 220 Bend, OR 97702	541-306-4948	541-306-4860	www.fratzkecommercial.com brian@fratcommercial.com	Brian Fratzke	13	2007	5
Investors Real Estate Solutions, LLC 900 Wall St. PO Box 2356 Bend, OR 97701	541-285-0110	N/A	www.investorsre.net scott@ires.email	Scott Gibbs	1	2014	2
INVESTwest Commercial Real Estate PO Box 1381 Bend, OR 97709	541-480-7198	541-382-5981	www.investwestcommercial.com cbarber@investwestcommercial.com	Jack Rinn, Christin Barber	2	1989	2
John L. Scott - Bend 50 SW Bond St., Ste. 1 Bend, OR 97702	541-317-0123	541-317-1009	www.bendoffice.johnlscott.com danheater@johnlscott.com	Dan Heater	5	1931	70
John L. Scott - Redmond 845 SW Veterans Way Redmond, OR 97756	541-548-1712	541-548-7750	www.redmondoregonoffice.johnlscott.com danheater@johnlscott.com	Dan Heater	2	1996	14
Kodiak Commercial Real Estate 409 NE Greenwood Ave., Ste. 200 Bend, OR 97701	541-797-0161	N/A	www.kodiakcre.com kodiak@kodiakcre.com	Kodiak Malmstrom	6	2017	4
NAI Cascade - Bend 243 Scalehouse L.p., Ste. 1B Bend, OR 97702	541-706-9370	541-306-3007	www.naicascade.com info@naicascade.com	Katy Haines, Andie Edmonds	1	2010	7
NAI Cascade - Redmond 1715 SW Highland Ave. Redmond, OR 97756	541-706-9370	541-706-9380	www.naicascade.com kstreater@naicascade.com	Ken Streater	1	2010	1
Northwest Commercial Real Estate Services 541 SW 15th St. Redmond, OR 97756	541-548-7633	541-548-2408	www.NWCommercial.com don@donleeccm.com	Don Lee	1	1999	1
Northwest Properties & Investment Services, LLC 725 NW Arizona Ave. PO Box 6808 Bend, OR 97703	541-241-5997	N/A	bob@npisv.com	Robert J. Krohn	3	2015	1

Raising the Bar on Real Estate in Central Oregon  
Since 1967

**DUKE  
WARNER**  
- REALTY -

SERVING CENTRAL OREGON SINCE 1967  
**50**  
years  
SERVING CENTRAL OREGON SINCE 1967

dukewarner.com | 541.382.8262



## Commercial Real Estate

Continued from page 1

commercial side of business are also having record years. "It's hard to imagine it has been over a year already since the pandemic hit. For certain, it has altered the ways we interact with others and essentially how we do business. That said, my business has remained strong, and I am grateful to say that I have stayed very busy helping clients with selling, leasing and acquiring commercial properties," says Ryan Amerongen, CCIM, a broker with RE/MAX Key Properties Commercial in Bend. "It is a fast-moving market with a high demand and low inventory, so you have to help your clients really define what they are looking to do, and, importantly, be able to act immediately when the right opportunity presents itself."



Ryan Amerongen

### Huge Demand, Not Much Supply



Brian Fratzke

Fratzke, who started as a broker in Bend in 2004 when the market was going through the roof, opened his own company in September of 2007, which he says was the worst time to open a brokerage in 75 years. "We struggled like all get out. But now, here we are again with a three-minute supply. For us as a company, we have hired three additional people in the past few months. I'm proud of us that we did this; I thought we might have to be down five people. But people really need a commercial real estate advisor and a business advisor right now, because things are expensive and it's complicated." Fratzke says he predicted a year ago that the real estate industry would get through the pandemic, and that he was afraid that once we got past it, there would be "more demand for real estate here than ever in the history of mankind," he says with a laugh. "People thought I was crazy, but I was 100 percent right. The last time we had this crazy market, people were trying to come here, and it was all about family and quality of life. With COVID, people are making decisions based on this. They are leaving big cities; it's like the Oregon Trail all over again."

Pat Kesgard, CCIM, partner and principal broker with Compass Commercial, says that because the available inventory of all types of properties is so limited, lease rates and prices have been driven to an all-time high. "In Q2 2020, commercial real estate in Central Oregon was negatively affected due to COVID concerns. Fortunately, activity later came back very strongly in Q3 and Q4. Compass Commercial Real Estate Service's transaction volume in 2020 was essentially equal to 2019, which was our largest year." He adds, "So far in 2021, we are extraordinarily busy working to find properties to lease or to purchase for clients. We continue to lease office, retail and of course industrial space, and we have several restaurateurs who are looking for locations as well. Since we have virtually no speculative construction, we do not have an adequate supply of retail and office, unlike in the larger metro urban markets. In these markets, they are awash in both segments with high vacancies."



Pat Kesgard



Kodiak Malmstrom

"There are many factors currently affecting the commercial real estate industry, specifically in Central Oregon," says Kodiak Malmstrom, principal broker/owner of Kodiak Commercial Real Estate INC. "The largest is the infusion of new residents from across the country moving to the area. This demand will continue the rebound of commerce in nearly all sectors, with the exception of largely populated-dependent businesses such as concerts, events, large box stores and large office settings." He adds, "With vaccinations available for nearly all classes of citizens, restrictions should continue to be lifted over the next couple of years. That said, Central Oregonians are ready to get out and socialize. I am extremely optimistic for Central Oregon and the opportunities that will come with this rapid growth."

The challenge with the influx of city dwellers moving here, Fratzke says, is that people are leaving cities without really understanding that they may not have a house to buy when they arrive, or if their boss will continue to let them work from home. "We have demand in every sector of the commercial market: buyers, investors and tenants," he says.

Throughout the supply crunch, Realtors have had to adapt to the new ways of conducting business due to COVID. Amerongen says that not being able to interact with clients and colleagues in person has been difficult. "Like so many businesses, mine is built on relationships. Those relationships are most often built on shared interactions, getting to know one another and earning each other's trust. Today, many meetings are digital, so I have had to adapt by finding ways to make digital interactions as personal as possible. There are more Zoom, email and phone contacts and less in-person discussions. And when we are in person, it is hard to not immediately shake hands; it is such a habit!" To help cope with the fewer face-to-face interactions, Amerongen says he focuses on listening intently to a client's goals, defining shared expectations and responding to them quickly.

### Outlying Areas Getting Bend's Overflow

As Bend continues to bulge at the seams and commercial availability remains low, the outlying areas are receiving the overflow. "The vacancy rate for industrial is about three percent. It's that way everywhere, even in Madras. You'd think it would be sleepy there, but it's not," says Bruce Barrett, a broker with Windermere Central Oregon Real Estate in Redmond. "Personally, at the end of last year, it was a record year for commercial leasing and sales. I had eight individual lots the first of last year, and now all but one are in escrow," he says. "I have some industrial building space leases; I just listed one two weeks ago, and I've shown it three to four times per



Bruce Barrett



Q1 2021  
AVAILABLE  
NOW!

Get the Latest Central Oregon  
Commercial Real Estate  
Vacancy Rates, Trends & More!



The Q1 2021 issue of  
**Compass Points**,  
Central Oregon's only  
CRE Quarterly Market  
Report, *is available now!*  
Learn about eminent  
domain and how it affects  
your property.

Download your free edition at  
[CompassCommercial.com/Points](https://CompassCommercial.com/Points)



Celebrating 25 years serving Central Oregon

COMPASS COMMERCIAL 25<sup>th</sup> ANNIVERSARY 1996-2021

REAL ESTATE  
SERVICES

ASSET & PROPERTY  
MANAGEMENT

CONSTRUCTION  
SERVICES

541.383.2444 | [www.CompassCommercial.com](https://www.CompassCommercial.com)



Commercial Real Estate

Continued from page 21

week and have three letters of intent on the last one I have left to lease. As soon as something comes up on the market, you've got a bunch of people who want it."

In Redmond, Barrett says there are a few commercial space listings. "But if you have a specific need, probably two out of three of those spaces won't work for you. The bottom line is that people want to come here, to move here, and have ideas about starting a business or moving a business here, but it's tough to find a location."

Barrett says that John Stark, senior director of Redmond Economic Development Inc. (REDI), recently reported that he completed 11 or 12 relocation and expansion projects in Redmond, which is a record. "He's never completed that many before," says Barrett. "Normally he averages around six."

To help with the increased demand by businesses and the lack of land in Redmond, Barrett says Stark is working with the City of Redmond and with developers to look into solutions such as expanding lots and building small industrial facilities on them, or working on rezoning. "The big news going forward is that progress is likely to happen in La Pine or Redmond, because that's where property is available. La Pine has a large industrial park with inexpensive water and power, which makes it attractive, but the problem is the commute. Redmond is going to be the likely place for growth in Central Oregon."

Malmstrom adds, "The shortage of developable land in Bend has spiked the raw land costs. With the expansion of the Urban Growth Boundary, annexation and realigning of city limits, this will help offer new opportunities in the future. But surrounding communities, specifically La Pine, Redmond, Prineville and Madras, are reaping the benefits of high costs and have started seeing a spike in new development. I see the greatest development and investment opportunities in these communities for the next three to five years."

Kesgard says industrial is where Central Oregon's strongest demand is. "The relocation of Highway 97 in the northern part of Bend is exacerbating the lack of industrial land and buildings, since ODOT needs the industrial-zoned land for the new highway. What we need is more commercial and industrial-zoned land brought into the Urban Growth Boundary." He adds, "As a result, the city is starting to look at how they can make more of the industrial-zoned Juniper Ridge land available for more uses than were originally planned."

When asked about their priorities moving forward, the realtors say their goals remain unchanged, but they will likely have to work a bit harder to accomplish them. "I think our focus going forward is going to be on two things: First, we are going to have to work really hard to find listings. We will have to call property owners of vacant properties that are underutilized and ask to buy them from the owners or ask them to develop them," says Barrett. "Secondly, we will have to find people who want to develop properties. If I can find a four-acre parcel and divide it into four one-acre parcels to develop and lease, that is the opportunity waiting to happen right now."

"Our goals are the same as they have always been," says Fratzke. "We want to

support business growth in Central Oregon. We have spent a lot of time advising people about our concerns. We want to keep Bend a viable community. You don't want to make it so expensive here that businesses don't want to come. The day they stop coming, that's when your town really starts to have a tough time."

**Are There Silver Linings?**

The experts agree that despite the struggles, there are many silver linings that have emerged over the past year. "With all the increased commercial and industrial demand in Redmond, there will be a demand for increase in services too," says Barrett. "There isn't much shopping here. This is a big opportunity waiting to happen in Redmond. The other thing that's happening is a big interest in storage as more people move here. There are 1,200 RV storage spaces in the works in Redmond. COVID has created a big opportunity for people who aren't traveling to buy an RV to go outdoors for vacation. The response is an increase in need for space to store RVs." Barrett says that in Redmond, only two companies reported to REDI that they were impacted in terms of layoffs. "Industrial-related businesses in Central Oregon have not had that much impact. Some have actually grown. Forgivable loans in Deschutes County have helped with this. A lot of good things are happening in industry in Central Oregon."

Amerongen says that he appreciates that the local market has surged despite it being such an uncertain time. "You hear the word 'pivot' quite often, and, simply put, I think it has been fascinating to see the creative ways so many businesses have adapted their model to continue to produce while serving the health and safety needs of their clients, customers and employees." He continues, "The rapid growth and acceptance of remote working has created new opportunities, as it has the potential to decrease operating expenses associated with brick and mortar. In commercial real estate, we are seeing companies seeking new configurations and lower square-footing requirements, while increasing their technology and communications capabilities." He adds, "There is no question that there are so many very sad and challenging outcomes associated with the pandemic from a business perspective, and I don't want to diminish or lose sight of that. However, some exciting and amazing changes and adaptations have occurred that I believe attest to the resiliency and determination of our workforce."

On a more personal level, Amerongen, whose wife had a baby girl just two months before the onset of the pandemic, says he also appreciates the opportunity to work from home. "With both of us working remotely from home, we have been able to enjoy a really special time seeing her grow and develop. She laughs her way through her days, and we find ourselves laughing with her. She reminds us daily of how much we have to be grateful for, even in this crazy and rapidly changing world. If you look for it, the silver lining is remarkable." Fratzke adds, "We are all a lot more patient and sympathetic to our teammates now. If someone is sick, or working from home today, no one questions it. We are all more understanding of one another that we have all been through a lot."

windermerecentraloregon.com  
fratzkecommercial.com  
keypropertiesoregon.com  
kodiakcre.com  
compasscommercial.com

Commercial Real Estate Companies (Listed Alphabetically)

CONTINUED FROM PAGE 20

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
Premiere Property Group, LLC 1133 NW Wall St., Ste. 104 Bend, OR 97701	541-241-6860	N/A	www.premierepropertygroup.com Arlene@PremierePropertyGroup.com	Arlene Edwards	1	2009	28
RE/MAX Key Properties 431 NW Franklin Ave. Bend, OR 97703	541-728-0033	N/A	www.keypropertiesoregon.com info@keypropertiesbend.com	Corinne Bettesworth, Ryan Buccola, Tim Buccola	7	2006	50
Realty Pros LLC 850 NW 55th St. Redmond, OR 97756	541-480-9567	541-548-3630	www.sonyagangstead.homesandland.com BrokerSonya@gmail.com	Sonya Gangstead	0	2005	6
Rogue Real Estate Sales & Property Management 1195 NW Wall St., Ste. A Bend, OR 97703	541-728-0995	541-728-0965	www.rogue realestate.com bend@rogue realestate.com	Peggi Schoning	15	2002	21
The Pennbrook Company 250 NW Franklin Ave., Ste. 204 Bend, OR 97703	541-389-8660	541-389-0256	www.pennbrook.com hpolis@pennbrook.com	Holly Polis	10	1984	3
The Real Estate Gallery USA 1780 SW Troon Ave. Bend, OR 97702	541-480-2628	N/A	www.therealestategalleryusa.com connie@therealestategalleryusa.com	Connie Thomson	1	2003	1
The Wicklund Group 121 NW Greenwood Ave., Ste. 102 Bend, OR 97703	541-389-6060	541-312-2299	www.thewicklundgroup.com scott@thewicklundgroup.com	Scott M. Wicklund	1	2001	1
William Smith Properties, Inc. 15 SW Colorado Ave., Ste. 1 Bend, OR 97702	541-382-6691	541-388-5414	www.theoldmill.com Peter@wspl.net	Bill Smith, Peter McCaffrey	15	1985	2
Willow Canyon Group 384 SW Fifth St. Madras, OR 97741	541-475-2220	541-475-5662	www.willowcanyongroup.com rallen@willowcanyongroup.com	Rick Allen	1	2006	1
Windermere Central Oregon Real Estate - Bend 807 SW Industrial Way Bend, OR 97702	541-388-0404	N/A	www.windermerecentraloregon.com wincomarketing@windermere.com	Traci Brown	8	2005	108
Windermere Central Oregon Real Estate - Redmond 821 SW Sixth St. Redmond, OR 97756	541-923-4663	541-923-6416	www.windermerecentraloregon.com wincomarketing@windermere.com	Tracy Brown	3	1990	2

CBN has made every effort to ensure that all information is accurate and up-to-date. We cannot, however, guarantee it. Please contact us immediately if you know that certain information is not correct or you would like to be added to a list, 541-388-5665 or email cbn@cascadebusnews.com.



Title Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Parent Company
AmeriTitle - Bend Downtown 15 NW Oregon Ave., PO Box 875 Bend, OR 97703	541-389-7711	541-389-0506	www.Amerititle.com dan.oxford@amerititle.com	Dan Oxford	85	1929	Futura Title & Escrow Corporation, Boise, ID.
AmeriTitle - Bend South 345 SE Third St. Bend, OR 97702	541-389-9176	541-388-6939	www.Amerititle.com dan.oxford@amerititle.com	Dan Oxford	7	1929	Futura Title & Escrow Corporation, Boise, ID.
AmeriTitle - Madras 739 SW Forth St., PO Box 67, Madras, OR 97741	541-475-4885	541-475-4348	www.Amerititle.com madras@amerititle.com	Rayna Johnson	2	1985	Futura Title & Escrow Corporation, Boise, ID.
AmeriTitle - Old Mill 354 SW Upper Terrace Dr., Ste. 104 Bend, OR 97702	541-749-4040	541-749-2573	www.Amerititle.com dawn.bristow@amerititle.com	Dawn Bristow	5	1929	Futura Title & Escrow Corporation, Boise, ID.
AmeriTitle - Prineville 150 NE Court St., PO Box 487 Prineville, OR 97754	541-447-5181	541-447-3371	www.Amerititle.com justin.homan@amerititle.com	Justin Homan	23	1985	Futura Title & Escrow Corporation, Boise, ID.
AmeriTitle - Redmond 735 SW Sixth St., Redmond, OR 97756	541-923-1749	541-923-5427	www.Amerititle.com dan.oxford@amerititle.com	Dan Oxford	6	1929	Futura Title & Escrow Corporation, Boise, ID.
AmeriTitle - Sunriver 57100 Beaver Dr., Ste. 130, PO Box 4325 Sunriver, OR 97707	541-593-1613	541-593-2546	www.Amerititle.com dawn.bristow@amerititle.com	Dawn Bristow	3	1929	Futura Title & Escrow Corporation, Boise, ID.
Deschutes County Title Company - Bend 397 SW Upper Terrace Dr. Bend, OR 97702	541-389-2120	541-389-2180	www.deschutescountytile.com customerservice@deschutestitle.com	Steve McDonald	20	2003	N/A
Deschutes County Title Company - Redmond 845 SW Veterans Way, Redmond, OR 97756	541-527-1274	541-527-1281	www.deschutescountytile.com customerservice@deschutestitle.com	Angelique White	8	2017	N/A
First American Title Company of Oregon - Deschutes Division 395 SW Bluff Dr., Ste. 100 Bend, OR 97702	541-382-4201	866-902-9868	www.firstam.com/deschutes jbaer@firstam.com	Jeff Baer	33	1890	First American Title Co.
First American Title Company of Oregon - Redmond 631 W Antler, Ste. 110 Redmond, OR 97756	541-923-3014	866-902-9868	www.firstam.com/title-or/deschutes jbaer@firstam.com	Jeff Baer	3	1890	First American Title Co.
First American Title Company of Oregon - Sunriver 57100 Beaver Dr., Ste. 140, Sunriver, OR 97707	541-593-5242	866-902-9874	www.firstam.com/title-or/deschutes jbaer@firstam.com	Jeff Baer	3	1890	First American Title Co.
First American Title of Oregon - Sisters 178 SW Elm St., Ste. A Sisters, OR 97759	541-904-3048	866-902-9868	www.firstam.com/deschutes jbaer@firstam.com	Jeff Baer	2	1890	First American Title Co.
Western Title & Escrow Company - Bend 360 SW Bond St., Ste. 100 Bend, OR 97702	541-389-5751	541-330-1242	www.westerntitle.com curtis.stafford@westerntitle.com	Curtis Stafford	47	1987	Western Title & Escrow Co., Bend, OR.
Western Title & Escrow Company - Madras 60 SE Sixth St., Madras, OR 97741	541-460-5107	541-460-5019	www.westerntitle.com Jessica.Yozamp@westerntitle.com	Jessica Yozamp	3	2014	Western Title & Escrow Co., Bend, OR.
Western Title & Escrow Company - Prineville 446 NW Third St., Ste. 107 Prineville, OR 97754	541-447-7861	541-447-5424	www.westerntitle.com	Carlene Sisneros	2	1987	Western Title & Escrow CO., Bend, OR.
Western Title & Escrow Company - Redmond 153 SW Fifth St. Redmond, OR 97756	541-548-2911	541-548-8601	www.westerntitle.com	Jessica Yozma	7	1987	Western Title & Escrow Co., Bend, OR.
Western Title & Escrow Company - Sisters 220 S Pine St., Ste. 102, Sisters, OR 97759	541-548-9180	N/A	www.westerntitle.com curtis.stafford@westerntitle.com	Curtis Stafford	4	1987	Western Title & Escrow Co., Bend, OR.

CBN has made every effort to ensure that all information is accurate and up-to-date. We cannot, however, guarantee it. Please contact us immediately if you know that certain information is not correct or you would like to be added to a list, 541-388-5665 or email [cbn@cascadebusnews.com](mailto:cbn@cascadebusnews.com).



WE'RE REALTORS®  
1.4 MILLION STRONG,  
STEPPING UP FOR  
WHAT'S RIGHT.



REALTORS® are members of the National Association of REALTORS®

If recent events have taught us anything, it's this: we have more work to do. Racism is real, tragically so. Discrimination, in all its forms, still casts a long shadow in this country, and too many are being denied the opportunities that all Americans deserve. Our commitment to the diverse communities we serve starts with a Code of Ethics. Our code sets a higher standard for fairness in housing than any federal law, it's backed by a culture of member accountability, and it extends to our work on Capitol Hill, where we continue to advocate for a meaningful change.

At the Nation Association of REALTORS® we believe that fairness is worth fighting for, and we won't stop until the fight is won. Because that's who we are.

**If you experience or witness discrimination in real estate, we urge your to report it.**

Visit [hud.gov/fairhousing](https://hud.gov/fairhousing) to file a complaint with the Department of Housing and Urban Development.





Mortgage Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Academy Mortgage Corporation 1033 SW Highland Ave. Redmond, OR 97756	541-548-1957	541-610-1688	academymortgage.com/tyrellhobbs Tyrell.hobbs@academymortgage.com	Tyrell Hobbs	4	2008	Full service mortgage company, banker residential, FHA/VA construction & equity.
All Seasons Mortgage 15 SW Colorado Ave., Ste. 120 Bend, OR 97702	541-419-7078	N/A	www.allseasonslending.com team@allseasonslending.com	Sarah Andersch-Coursey, Travis Coursey, John Andersch	4	1990	Purchase & refinance loans, VA, FHA & USDA loans, reverse mortgages, construction loans, lot loans, jumbo loans & lines of credit.
Arbor Mortgage Group 209 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-323-0422	541-323-0426	www.arbormg.com rob@arbormg.com	Chris Starling, Rob Moore	13	2007	Residential mortgages.
Black Diamond Financial 780 NW York Dr., Ste. 208 Bend, OR 97703	443-841-7772	N/A	www.blackdfinancial.com info@blackdfinancial.com	Lara McMillan	8	2016	Financial Planning & investment advice.
Cascade Mortgage Company 19717 Mount Bachelor Dr., #258 Bend, OR 97702	541-388-3432	541-306-5150	www.oregonrealestateloans.com cascadem@bendbroadband.com	Tim Maher	1	1990	Real estate loans, first mortgages.
Chase 600 NE Greenwood Ave. Bend, OR 97701	541-389-8140	541-388-4420	www.chase.com	Donna Gilles	14	2009	Purchase, refinances, equity, bridge, fixed & variable.
Chase 550 NE Third St. Prineville, OR 97754	541-447-3821	541-447-3823	www.chase.com	Anne Harmon	6	2009	Purchase, refinances, equity, bridge, fixed & variable.
Chase 450 NW Franklin Ave. Bend, OR 97701	541-382-2866	541-388-2742	www.chase.com	Daniella Gill	12	2009	Purchase, refinances, equity, bridge, fixed & variable.
Chase 61535 S Hwy. 97 (Bend Fred Meyer) Bend, OR 97702	541-388-5456	541-388-5701	www.chase.com mary.clark@chase.com	Mary Clarke	9	2009	Purchase, refinances, equity, bridge, fixed & variable.
Chase 568 SW Fifth St. Redmond, OR 97756	541-548-2123	541-548-0563	www.chase.com	Janice Stout	8	2009	Purchase, refinances, equity, bridge, fixed & variable.
Chase 944 SW Ninth St., Ste. 101 (Redmond Fred Meyer) Redmond, OR 97756	541-923-4123	855-572-8889	www.chase.com	Darrin Lilddard	5	2009	Purchase, refinances, equity, bridge, fixed & variable.
Evergreen Home Loans 685 SE Third St. Bend, OR 97702	541-318-5500	541-318-5557	www.evergreenhomeloans.com kpangle@evergreenhomeloans.com	Kevin Pangle	13	1986	Construction, jumbo, residential, USDA, FHA, FHA 203K, VA & conforming.
Evergreen Home Loans - Prineville 220 NW Meadowlakes Dr. Prineville, OR 97754	541-416-7480	541-416-7481	www.evergreenhomeloans.com/ Prineville wpangle@evergreenhomeloans.com	Wendy Pangle	2	2005	Residential, USDA, FHA, VA & conforming.
Farm Credit Services 3113 S Hwy. 97 Ste. 100 PO Box 607 Redmond, OR 97756	541-504-3500	541-504-3505	www.northwestfcs.com	Ryan McNulty	8	1935	Agricultural & non-conforming loans, appraisal services.
Finance of America 233 SW Wilson, Ste. 203 Bend, OR 97702	541-213-2999	N/A	www.skylinehomeloans.com malong@financeofamerica.com	Mark Long	2	2014	Home loans.
First Interstate Bank 1070 NW Bond St., Ste. 300 Bend, OR 97703	503-593-1885	N/A	www.firstinterstatebank.com paul.steenson@fib.com	Paul Steenson	27	1977	Lot & construction loans, special portfolio lending, jumbo, FHA/VA/USDA, local processing.
Northwestern Home Loans 906 NW Harriman St. Bend, OR 97703	541-323-7000	N/A	www.northwesternhomeloans.com matt@nwhomeloans.com	Matthew Keck	23	2007	Jumbo loans, VA high balance, FHA loans, conventional loans, VA loans, vacation home loans, investment property loans, reverse mortgage, out-of-state loans, USDA loans, purchase & refinance home loans

Continued on Page 26 ►

**VOLUNTEER**  
*Your expertise. Your skills. Your passion.*

**Join SCORE**  
*to help small businesses succeed through:*

Small Business Advice

Local Workshops

Online Mentoring

**YOUR REAL WORLD EXPERTISE IS NEEDED!**

- Give back to the business community
  - Share business experiences
  - Build new relationships

Become a volunteer mentor with SCORE Central Oregon.

Flexible to YOUR schedule Join now! We need your expertise!

**SCORE**  
FOR THE LIFE OF YOUR BUSINESS

It's easy to become a SCORE volunteer

Go to **www.SCORE.org** and click **Volunteer** for more information and to fill out an application.

CALL us to connect: (541) 316-0662

**NOT ON THE LIST?**

Central Oregon's Most Effective B2B Marketing Tool

**GET ON IT!**

ads@cascadebusnews.com



# Great homes deserve great loans.

From first-time home buyers to seasoned pros, OnPoint offers home lending options to meet your needs.

- Fixed-rate and variable-rate options
- Local, fast decisions
- Up to \$800 off closing costs\* with pre-approval

**Stop by your local branch or visit  
[onpointcu.com/home-loans](https://onpointcu.com/home-loans) to get started.**

**503.228.7077 | 800.527.3932**

\*Lender credit of \$800 toward the closing costs on purchase transactions only. Amount to be credited upon loan closing. All OnPoint loans are subject to credit terms and approval. Federally insured by NCUA. Equal Housing Opportunity.

**OnPoint**<sup>®</sup>  
COMMUNITY CREDIT UNION



► CONTINUED FROM PAGE 24

Mortgage Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Oracle Funding Corporation 19403 Charleswood Lane Bend, OR 97702	888-216-9665	541-610-1678	www.ofcmortgage.com kent@ofcmortgage.com	Kent Vanderkamp	11	2001	Commercial & residential mortgage lender.
Pacific Residential Mortgage, LLC 2444 SW Glacier Pl. Redmond, OR 97756	541-526-8161	541-382-2475	www.pacresmortgage.com Tiffany.Christopher@pacresmortgage.com	Tiffany Christoper	4	2004	Residential mortgage & small commercial financing, purchase & refinancing, first & second mortgages.
R.B. Financial Services Inc. 500 Highland Meadow Lp. Redmond, OR 97756	877-757-8666	N/A	www.rbfinancialservices.com rb@rbfinancialservices.com	Robert W. Browne	1	2005	Specializing in home purchases, refinances & construction loans.
Shelton D. Kelley Realty 104 NW Franklin Ave. Bend, OR 97701	541-382-3099	541-382-3256	www.kelleyrealestatebend.com patk@patkelleyrealty.com	Patrick Kelley	3	1945	Purchase trust deeds, notes & loans prior to sale.
Signet Mortgage Bend, OR 97702	541-318-0888	541-318-5889	www.davewoodland.com dave@signetmortgage.com	Dave Woodland	2	2006	Commercial real estate loans, SBA lending, residential construction lending & FHA.
Summit Funding NMLS ID# 3199 1018 SW Emkay Dr., Branch NMLS ID# 1233411 Bend, OR 97701	541-390-0264	888-505-1876	www.summitfunding.net/sbrennan scan.brennan@summitfunding.net	Sean Brennan	3	1994	Residential mortgage.
U.S. Bank Home Mortgage 1 1025 NW Bond St. Bend, OR 97701	541-388-8801	541-389-8918	www.usbank.com paul.fink@usbank.com	Paul Fink	8	1988	Consumer first mortgage lending & refinancing all loans. Lot construction financing.
U.S. Bank Home Mortgage 2 1442 NE Third St. Bend, OR 97701	541-322-0792	541-382-0442	www.mortgage.usbank.com/briansmith ryan.roskowski@usbank.com	Ryan Roskowski	1	1998	Consumer mortgage lending for purchases & refinancing. Specializing in lot financing, construction financing & jumbo loan financing.
Umpqua Bank - Residential Mortgage 400 SW Bluff Dr., Ste. 100 Bend, OR 97702	541-312-4830	541-317-8727	www.umpquabank.com jackiewestover@umpquabank.com	Jackie Westover	9	1996	Residential real estate financing for purchases, refinances & construction. A multitude of loan programs to choose from. Serving Oregon, Washington, California & Nevada.
Washington Federal Bank 735 NE Percell Blvd. Bend, OR 97701	541-385-0485	541-385-0479	www.washingtonfederal.com catherine.christie@wafd.com	Catherine Christie	6	1995	Mortgage lending, construction lending & savings, checking deposit accounts, business accounts. Branch locations: La Pine (1), Bend (2), Redmond (1), Prineville (1) Madras (1), Sisters (1).
Wells Fargo Home Mortgage 650 SW Bond St. Bend, OR 97702	541-633-1955	877-323-7823	www.wellsfargo.com Steve.Mora@wellsfargo.com	Steve Mora	10	1990	Residential purchases, construction, refinances.

CBN has made every effort to ensure that all information is accurate and up-to-date. We cannot, however, guarantee it. Please contact us immediately if you know that certain information is not correct or you would like to be added to a list, 541-388-5665 or email [cbn@cascadebusnews.com](mailto:cbn@cascadebusnews.com).

COMMUNICATION FOR TODAY'S FLEXIBLE WORKFORCE



GET REAL

RELIABLE TECHNOLOGY



Locally Owned & Operated since 2003



REMOTE FEATURES



VoIP PHONES



GIG INTERNET

(541) 389 - 4020 | 130 NW GREENWOOD AVE | BENDTEL.COM



Conversation Creates Community

JOIN THE CONVERSATION

Discover City Club of Central Oregon

A non-partisan community group City Club discusses local issues and connects people to create a stronger community.

affordable housing

water rights

energy

health care

education

transportation

wild fires

tourism

WWW.CITYCLUBCO.ORG

ATTEND A FORM

follow us on FACEBOOK + TWITTER



# Mortgage Companies Setting Volume Records Too

by **RONNI WILDE — CBN Reporter**

As the real estate market continues to explode across Central Oregon and much of the rest of the country, it is not just the buyers, sellers and Realtors who are feeling the effects. Business professionals in related fields, such as mortgage brokers, are also riding the tidal wave.

“Our business is still strong, with a volume record set in 2020,” says John Andersch, broker/owner of All Seasons Mortgage in Bend. “The current local real estate market is very active, with limited inventory, which creates multiple-offer scenarios. We have several pre-approved borrowers who continue to make offers without success.”

Though inventory is limited in both the residential and commercial real estate markets, mortgage brokers, lenders and escrow companies have stayed busy because of all the refinancing taking place. As interest rates have been at record lows for months, many homeowners are taking advantage of the situation. “The refinance business has picked up a bit, with many of our clients opting to remodel their existing homes while purchase inventory selection



John Andersch

remains low,” says Andersch, who has been in the business for more than 30 years.





One of the biggest changes he has seen during the pandemic, he says, is that self-employed borrowers are being more scrutinized to provide proof of continued cash flow from their businesses. “For example, a lot of the lenders are requiring the most recent three months of business bank statements to show continued cash flow to support their financials and ability to pay.”

On a personal level, Andersch says he thinks the COVID pandemic has changed people’s outlook on life. “While we all have different opinions regarding COVID, I think we all share many of the same anxieties as a result of it. For those of us who lost a loved one during the pandemic and did not get to have a normal funeral service, and celebrate life with all our friends and family, it was exceedingly difficult.” He adds, “The biggest surprise along the business side of things during the pandemic is the amount of volume we did. While we appreciate the opportunity, it still saddens us how many of our fellow citizens were not as fortunate and continue to struggle to make ends meet.”

[allseasonslending.com](http://allseasonslending.com)

## Cascade Publications Inc.

Cascade Business News • Cascade A&E • Book of Lists • Sunriver Magazine



- Cascade Publications providing Business News Since 1994
- Cascade A&E Oregon's Only Arts Magazine
- Book of Lists Marketing Tool for Central Oregon
- Sunriver Magazine Visitor's Guide and More



404 NE Norton • Bend, OR 97701 • 541-388-5665  
email: [cbn@cascadebusnews.com](mailto:cbn@cascadebusnews.com) • [www.cascadebusnews.com](http://www.cascadebusnews.com)



presented by **SUNRIVER RESORT**

# Sunday, June 6

## Woodlands Golf Course

\$130 Player Entry • \$520 Foursome Entry

### REGISTER NOW

at [sunrivermusic.org](http://sunrivermusic.org) or by phoning 541-593-1084

Benefiting Sunriver Music Festival



# Aloha

FREE ESTIMATES & INSTALLATION  
**541-317-4684**

BLINDS & DESIGNS



## FREE

cordless lift on all Honeycomb cellular shades.

For the Best in Child safety and Convenience upgrade any Honeycomb shade to a cordless lift system at no charge until 2021.

At Aloha Blinds & Designs we understand how important child safety is.

[alohawindowcoverings.com](http://alohawindowcoverings.com)

*Oregon's premier provider of custom window coverings.*



Residential Real Estate Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
Abbas Real Estate LLC 6827 NE 33rd St. Redmond, OR 97756	541-419-1917	541-548-6812	abbas1917@yahoo.com	Linda Abbas	0	2003	4
Alleda Real Estate 25 NW Minnesota Ave., Ste. 1 Bend, OR 97701	541-633-7590	541-633-7591	www.alledarealestate.com team@alledarealestate.com	Jim Coon	0	2009	11
Alpine Real Estate LLC 2214 NE Division St. Bend, OR 97703	541-388-1600	N/A	www.arebend.com info@arecentraloregon.com	Mike Connell	0	2007	15
Alpine Real Estate LLC 51515 Huntington Rd. La Pine, OR 97739	541-536-1500	N/A	www.arelapine.com mike@arecentraloregon.com	Mike Connell	0	2008	21
Alternatives in Real Estate 61149 S Hwy. 97, Pmb 613 Bend, OR 97702	541-350-0953	541-306-3706	www.ai-re.com Robin@AI-RE.com	Robin Williams	1	2001	1
Apex Real Estate Company La Pine 51515 Huntington Rd., PO Box 796 La Pine, OR 97739	541-647-0356	541-536-1070	www.apexlapine.com lebear77@aol.com	Carol Bartles	0	2012	4
Assist-2-Sell Buyer & Seller Services 300 SE Reed Market Rd., Ste. 155 Bend, OR 97702	541-388-2111	541-588-8414	www.2sellcentraloregon.com jries@assist2sell.com	Jordan Ries	2	2008	6
Associates Real Estate, Inc. The 715 NW Third St. Prineville, OR 97754	541-447-3940	541-447-2665	www.homesincentraloregon.com	Bob Lane	15	1986	15
Awbrey Homes & Land 2418 NW Summerhill Dr. Bend, OR 97701	541-350-4731	866-860-9224	www.awbreyhomesandland.com ekerkmann@gmail.com	Else Kerkmann	0	2000	2
Becky Breeze Principal Broker - Cascade Sotheby's International 650 SW Bond St. Bend, OR 97702	541-408-1107	N/A	www.BeckyBreeze.com bbreeze@bendcable.com	Becky Breeze	1	1982	N/A
Bend Brokers Realty 2342 NW Sixth St. Bend, OR 97703	541-480-7554	855-464-2363	www.bendbrokersrealty.com thom@bendbrokersrealty.com	Thom Gardner	0	2002	3
Bend Premier Real Estate, LLC 550 NW Franklin Ave., Ste. 108 Bend, OR 97703	541-323-2779	541-323-2830	www.bendpremierrealestate.com info@bendpremierrealestate.com	Lynnea Miller	3	2011	56
BendLifeStyle Real Estate, LLC Bend, OR 97701	503-754-5083	N/A	www.BendLifeStyle.com chriswatson@bendlifestyle.com	Chris Watson,	1	2014	N/A
Bennington Properties, LLC 56842 Venture Ln., PO Box 3367 Sunriver, OR 97707	541-593-6300	541-593-7200	www.benningtonproperties.com info@benningtonproperties.com	Robert W. Bennington	30	1998	4
Berkshire Hathaway Home Services Northwest Real Estate Village At Sunriver, Bldg. 7, PO Box 4306 Sunriver, OR 97707	541-593-1234	541-593-6038	www.bhhsnw.com	Dan Cook	0	1948	10
Berkshire Hathaway Home Services Northwest Real Estate 404 SW Columbia St., Ste. 110; Ste. 102 Bend, OR 97702	541-322-8880	541-322-8887	www.bend.bhhsnw.com	Dan Cook, Keri Taylor	2	1948	20
Better Homes & Gardens Real Estate Northwest Living 235 SE Wilson Ave. Bend, OR 97702	541-480-6161	541-647-1151	www.bhgre.com	Terese Kelley	1	2007	15
Birtola-Garmyn High Desert Realty 101 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-312-9449	541-312-8598	www.bendoregonrealestate.com clientservice@teambirtolagarmyn.com	Jim Birtola, Andrew Ellis	27	2001	17

Continued on Page 30 ►

FEATURED PROPERTIES

2648 NW 7th St., Lot 87  
Redmond for Sale \$256,000



0.49 Acres of Commercial Land. Located directly in the path of progress for the explosive growth taking place in North Redmond. Ideal for Retail/Office. Great location and high visibility.  
Contact Pete Rencher  
541-420-3423

Baldwin Industrial Park Land  
2731 SW High Desert Dr., Prineville



Rent \$3000/month. Highway Frontage. 2 acre Industrial Lot. To be fenced, graveled & gated. Located directly across Highway 126 from the Facebook Complex.  
Contact Pete Rencher  
541-420-3423

Central Oregon Carpet Cleaning and  
Janitorial Service for Sale \$375,000



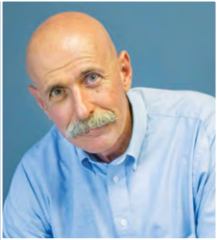
Profitable commercial cleaning business in Central Oregon for 30 years Includes all equipment, supplies and training. Excellent growth potential.  
Contact Bruce Barret  
541-410-3484

2240 NE 3rd St.,  
Prineville



3 acres zoned C2 commercial Current rental income with potential for RV or Auto Sales, Mini Storage or commercial complex. Across from Robberson Ford on busy 3rd St.  
Contact Bruce Barret  
541-410-3484

“Home of the Finest Real Estate Professionals in Central Oregon”



Pete Rencher  
541-420-3423  
Pete@windermere.com



Bruce Barrett  
541-410-3484  
Barrett@windermere.com



Tony Levison  
541-977-1852  
Alevison@windermere.com



Windermere Central Oregon Real Estate  
windermerecentraloregon.com  
807 SW Industrial Way Bend, OR 97702 • 538 SW Highland Ave. Redmond OR 97756



# The Residential Real Estate Market

## Not for the Faint of Heart

by **RONNI WILDE — CBN Reporter**

To describe the current residential real estate market, one might best imagine the scene by visualizing a shark tank at dinner time. The feeding frenzy taking place in Central Oregon and in many areas across the country is shocking and boils down to this: supply and demand.

The past year has been full of the unknown, but perhaps one of the biggest surprises throughout it all has been the performance of the real estate market. Most in the industry did not see this market coming, and no one really knows how long it will last.

"About a year ago when everything started happening, I thought to myself, 'Okay, buckle up for the long ride of not working,' but it was the exact opposite of what I thought would happen," says Eric Wilson, a residential associate with RE/MAX Key Properties in Bend. "Since April or May of last year, it's been very busy, and much has changed as far as pricing and demand from buyers. We are fortunate to live in a beautiful place that is fantastic for recreating and raising a family, and that brings a lot more people. Unfortunately, we just don't have the inventory to accommodate all the demand, and that is the case for both buyers and renters."



Eric Wilson



AN EAGLE CREST HOME LISTED WITH ERIC WILSON OF RE/MAX KEY PROPERTIES IN BEND | PHOTOS BY RILEY VISUALS



Marta Boelens

At Cascade Sotheby's International Realty, Managing Principal Broker Marta Boelens says that a year into doing business during the pandemic, her team is up approximately 40 percent in sales volume over the previous year. "We didn't know what to expect when this all started just over a year ago," she says. "The leadership team at Cascade Sotheby's met consistently, and always had a plan to move forward. Thankfully, the pandemic ended up benefiting the industry, and we are in one of the hottest markets of all time.

We had to pivot and adapt to doing business a little differently, but our brokers did that well and we provided as much support and encouragement as we could. Now, most of our brokers are seeing their best year ever."

"Weirdly enough, 2020 was the best year I've had. I've been very blessed, and I'm super appreciative of that," agrees Ginny Kansas-Meszaros, principal broker and owner of Ginny Kansas Real Estate in Sunriver. "Now, there is so little inventory. When you have listings, you are fortunate." Kansas-Meszaros says that as an experienced Realtor who has been in the business for 18 years, she does very little advertising, and most of her business is through word of mouth. "I've been working with sellers who I've known since the '80s. I have realized that in this market, it's necessary to network with other Realtors to find listings before they go onto the market, or to be a 'gorilla realtor.' I literally walk the streets with my clients; I send letters and knock on doors talking to neighbors to see who's listing or might be selling. I also have a few builders I work with. We have to go back to the value of relationships; you have to know clients and builders who are willing to sell."



Ginny Kansas-Meszaros

And then you may get double-digit offers. That really takes a plan on the part of the agent to know how to address that," says Wilson. "With sellers, there are lots of questions, like, 'Where am I going to go if I sell?' We are seeing a lot of rentbacks, and contingencies such as the sale being subject to the seller finding another suitable home." Kansas-Meszaros adds, "Sellers are afraid to sell. Lots of people are moving to the Midwest, to Iowa, South Dakota or Missouri, but sellers in those areas don't want to sell to anyone either unless the buyer's house is pending and past the appraisal and inspection." She continues, "This is a new situation of having to review multiple offers at one time. Escalation clauses are coming in. You have to vet with the buyer's lender to see if they can really afford it. Maybe the broker has checked whether the person can really afford that higher price, maybe not."

For investors looking to sell their houses, Kansas-Meszaros says that COVID requirements have created struggles. "Tenants may not be able or willing to leave," she says. "There is less ability to show a home because tenants must be given a 24- to 48-hour notice to show. Tenant law is stronger than real estate law now. Owners have to do more to sell their own homes than ever before."

On the buying side, discouragement and frustration are widespread, the Realtors say, because there simply aren't enough houses to go around. "With buyers, either we just aren't finding the homes they want, or they have put offers on multiple homes and are not getting them due to the competition," says Wilson. "It's disappointing. These buyers are great people with good budgets, but it's just not all coming together. It's frustrating for them, and requires a lot of patience from me as their agent. It used to be that when I had folks looking in Bend at a more affordable price point, if they couldn't find something here, we could look in Redmond or maybe Three Rivers South. But those areas have appreciated so much that now you really have to be flexible, especially if you are on a budget."

Boelens says she is seeing buyer fatigue, and buyer's remorse over paying more than the list price for a home. "It's so competitive that new strategies while making offers need to be utilized."

Kansas-Meszaros agrees that the issues facing buyers in Central Oregon are multifaceted. "I have had offers for \$150,000 over asking price. Sellers are not willing to do any repairs. They are very much in control of the situation. This is a challenge because people are setting their own prices. Within minutes or hours, or maybe days, a listing is gone. Buyers are super frustrated and disheartened." She says they are waiving appraisals, repairs and inspections, and they are so threatened by the lack of inventory that they are afraid to ask questions. "It's more important now than ever before to have a hard-working Realtor," she says. "You need a skillful negotiator. You need to know how to ask for repairs and not be afraid."

Local buyers — those already living in Central Oregon trying to purchase a home for the first time or wanting to move from one area in the region to another — are also facing stiff competition from out-of-state buyers, Kansas-Meszaros says. "Because inventory is tight and people want to live here, we are in the top ten. We have what they are looking for, so they are coming in droves. We are getting tech people from San Francisco, Washington and other parts of California who are coming here and can compete at higher cash levels." These buyers are also more accustomed to density, she says, so they don't mind living in a more congested part of town or being surrounded by apartments. "It's interesting the influx of people and where they are coming from. High-end homes, from \$800,000 to \$4 million, are really selling."



THE LIVING ROOM OF A HOME LISTED WITH ERIC WILSON OF RE/MAX KEY PROPERTIES IN BEND



► CONTINUED FROM PAGE 28

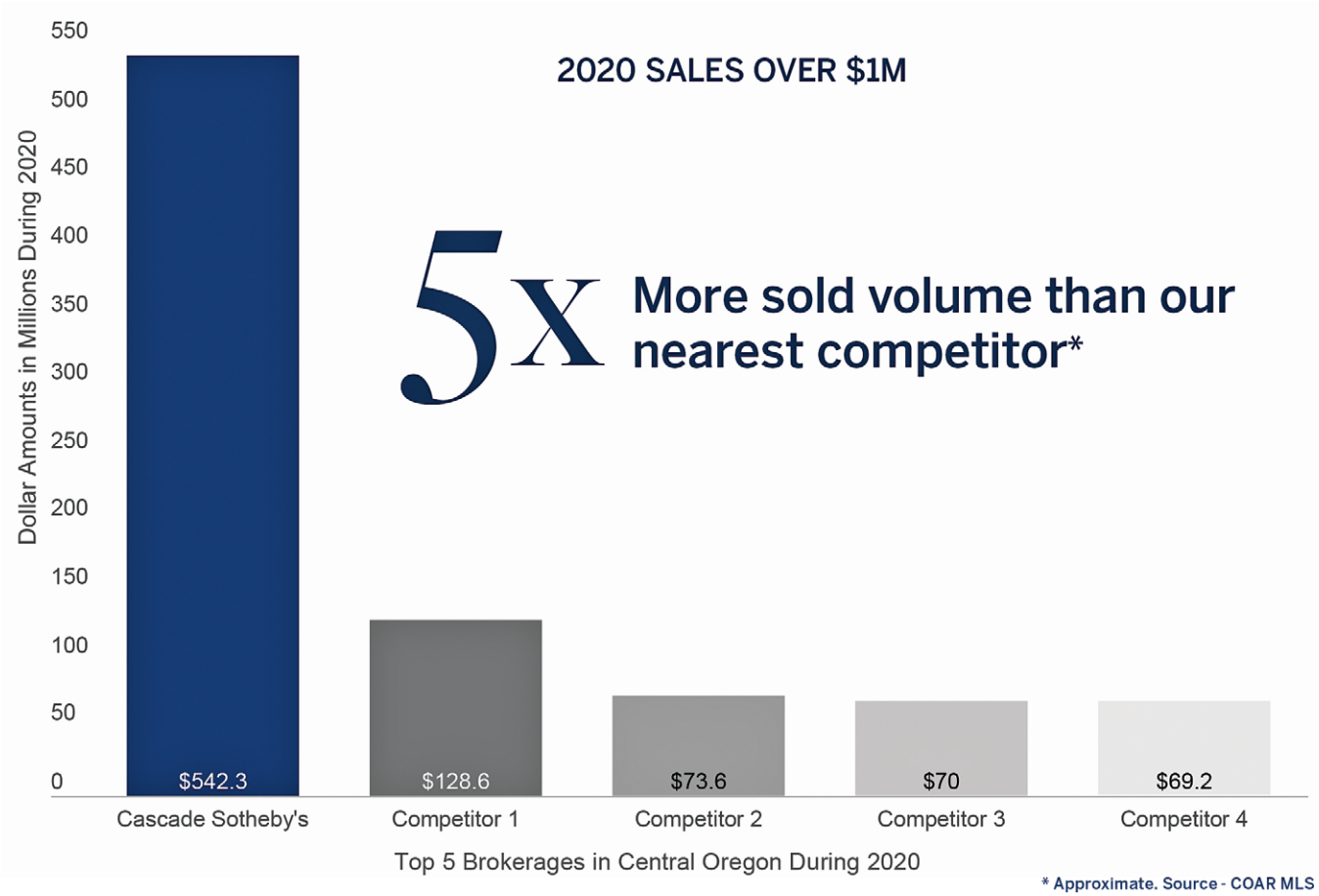
Residential Real Estate Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
Blackwell Realty, LLC 2004 NE Eighth St. Bend, OR 97701	541-771-8131	N/A	www.terryblackwell.com Blackwellrealtyllc@gmail.com	Terry Blackwell	1	1989	1
Brooks Resources Corporation 409 NW Franklin Ave. Bend, OR 97703	541-382-1662	541-385-3285	www.brooksresources.com romy@brooksresources.com	Romy Mortensen	14	1969	1
Cascade Sotheby's International Realty 650 SW Bond St., Ste. 100 Bend, OR 97702	541-383-7600	N/A	www.cascadesothebysrealty.com info@cascadesir.com	Marta Boelens	9	2006	124
Cascade Sotheby's International Realty - Downtown Bend 821 NW Wall St. Bend, OR 97701	541-383-7600	N/A	www.cascadesothebysrealty.com info@cascadesir.com	Marta Boelens	0	2006	6
Cascade Sotheby's International Realty - Sisters 290 E. Cascade Ave. Sisters, OR 97759	541-593-4277	N/A	www.cascadesothebysrealty.com info@cascadesir.com	Marta Boelens	0	2006	16
Cascade Sotheby's International Realty - Sunriver Sunriver Village Bldg. 5 Sunriver, OR 97707	541-593-2122	N/A	www.cascadesothebysrealty.com info@cascadesir.com	Marta Boelens	0	2006	12
Century 21 Commercial Lifestyles Real Estate/Capstone Commercial Real Estate 304 NE Third St., Ste. 110 Bend, OR 97701	541-382-3333	N/A	www.CapstoneCommercialRE.com rich.hadley@century21.com	Greg Jacobs, Rich Hadley, Simon Lowes, Krista Eastes	4	2010	5
Century 21 North Homes Realty 2421 S Hwy. 97 Redmond, OR 97756	541-548-2131	541-923-8318	www.century21centraloregon.com c21gold@bendbroadband.com	Carolyn Moor	2	1985	21
Christine Browning Group/Red Door Realty 1860 NE Fourth St., Bend, OR 97701	541-323-1012	N/A	www.christinebrowning.com christine@christinebrowning.com	Christine Browning	5	2012	5
CMW Development, Inc. 5200 NW Mt. Washington Dr. Bend, OR 97703	541-312-2641	541-312-2718	www.riversedgegolfbend.com wayne@riversedgegolf.com	Wayne Purcell	2	1987	0
Coldwell Banker Bain 486 SW Bluff Dr., Bend, OR 97702	541-382-4123	541-385-3253	www.cbcbworldwide.com brandonfairbanks@cbbain.com	Brandon Fairbanks	5	1969	90
Coldwell Banker Dick Dodson Realty 83 SW K St. Madras, OR 97741	541-475-6137	N/A	www.coldwellbankermadras.com dick@coldwellbankermadras.com	Dick Dodson	1	1990	13
Coldwell Banker Mayfield Realty 809 SW Canyon Dr. Redmond, OR 97756	541-548-1250	N/A	www.coldwellbankermayfield.com coldwellbankermayfield@gmail.com	Rick Roberts	0	1959	17
Coldwell Banker Reed Bros. Realty 291 W Cascade Ave., PO Box 219 Sisters, OR 97759	541-549-6000	541-549-6001	www.reedbro.com mike@mikemansker.com	Mike Mansker	3	1974	19
Coldwell Banker Sun Country Realty, Inc. 750 NW Third St. Prineville, OR 97754	541-447-4433	541-447-7486	www.cbsun.com info@cbsun.com	Traci Utterback	3	1993	14
Crook County Properties, LLC 691 NE Third St. Prineville, OR 97754	541-447-3020	541-447-2120	www.crookcountyproperties.com barbaraw.ccp@gmail.com	Barbara Warren	0	1985	5
Crooked River Realty 5135 SW Clubhouse Rd., Terrebonne, OR 97760	541-923-2000	541-923-2936	www.crookedriverrealty.com crookedriver@crookedriverrealty.com	Nancy Popp	1	1972	4
D & D Realty Group, LLC. (Madras) 63 SE Fifth St. Madras, OR 97741	541-475-3030	541-475-3833	www.danddrealtygroup.com delita@danddrealtygroup.com	Delita Cordes	2	2008	5
Dahlquist Realty 9 Landrise, PO Box 4562 Sunriver, OR 97707	541-815-9002	N/A	www.haleydahlquist.com haley@haleydahlquist.com	Haley Dahlquist	1	2002	1
Dennis Haniford's Cascade Realty 51477 Hwy. 97, PO Box 428 La Pine, OR 97739	541-536-1731	541-536-1174	www.homes4oregon.com dennis.haniford@gmail.com	Dennis Haniford	0	1974	8
Desert Pine Properties, LLC 1045 NW Bond St., Ste. 202, PO Box 88 Bend, OR 97709	541-388-9973	541-388-6733	www.desertpineproperties.com stay@desertpineproperties.com	Deborah Posso	0	2008	2
Duke Warner Realty 1033 NW Newport Ave. Bend, OR 97701	541-382-8262	541-385-3272	www.dukewarner.com info@dukewarner.com	Kris Warner	2	1966	30
Eagle Crest Properties 8300 Coopers Hawk Dr., PO Box 1215, Redmond, OR 97756	541-923-9625	N/A	www.eaglecrestproperties.com ecp@eagle-crest.com	Casey Ake	1	1988	10
EXIT Realty Bend 805 SW Industrial Way, Ste. 4 Bend, OR 97701	541-480-8835	866-624-6117	www.ExitRealtyBend.com soarwithexit@gmail.com	Juana Beede	1	2006	24
First Oregon Properties LLC 501 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-388-2032	N/A	www.FirstOregonProperties.com jimfloydpc@bendbroadband.com	Victoria Davis, Jim Floyd	2	1981	2
Fred Real Estate Group 70 SW Century Dr., Ste. 110 Bend, OR 97702	541-647-6556	N/A	fredrealestate.com hello@fredrealestate.com	Keeley Mannila	1	2008	N/A
Gibson Realty Inc. Sunriver Business Park 56825 Venture Ln., Ste. 104, PO Box 3394 Sunriver, OR 97707	541-593-5000	541-593-8121	www.gibsonrealtyinc.com johngibsonpc@aol.com	Terry Giltner, Paul Giffin, John Gibson	0	1983	3
Ginny Kansas Real Estate PO Box 3134 Sunriver, OR 97707	541-977-2710	N/A	www.ginnyk.com ginny.m.kansas@gmail.com	Ginny Kansas-Meszaros	1	2018	N/A
Harcourts The Garner Group Real Estate 2762 NW Crossing Dr. Bend, OR 97703	541-383-4360	541-330-5596	www.thegarnergroupp.com info@thegarnergroupp.com	Sara LaFaver, Erica Davis	4	2008	44
Hasson Company Realtors 721 SW Industrial Way, Ste. 120 Bend, OR 97702	541-330-8500	541-330-7000	www.hasson.com brooke@hasson.com	Brooke Welter	2	2005	20
Hayden Homes Inc. 2464 SW Glacier Pl., Ste. 110 Redmond, OR 97756	541-923-6607	541-548-0761	www.hayden-homes.com kmcgowan@hayden-homes.com	Katie McGowan	161	1989	0
Heartland Realty, LLC 813 SW Highland Ave., #203 Redmond, OR 97756	541-548-5888	541-548-7796	www.heartlandrealtypros.com diane@heartlandrealtypros.com	Diane Burns	2	2006	5
Holiday Realty of Central Oregon 501 NE Greenwood, Ste. 900 Bend, OR 97701	541-385-5069	541-382-3369	rcoffin@bendcable.com	Rick Coffin Jr.	3	1989	3
Home Fridays Real Estate 15 SW Colorado Ave., Ste. 5 Bend, 97702	541-317-3088	N/A	www.homefridays.com kristy@homefridays.com	Kristy Haworth	4	2006	N/A
Howells Realty Group 220 S Ash St., Ste. 8 Sisters, OR 97759	541-549-5555	N/A	www.howellsrealtygroup.com blackbutte@blackbutte.com	Gary Yoder	10	1973	7
Inner Mountain Property Management LLC 145 SW Sixth St., PO Box 2530 Redmond, OR 97756	541-323-3497	N/A	innermountainpm.com innermountainproperty@gmail.com	Rebecca George	2	2010	1
John L. Scott - Bend 50 SW Bond St., Ste. 1 Bend, OR 97702	541-317-0123	541-317-1009	www.bendoffice.johnlscott.com danheater@johnlscott.com	Dan Heater	5	1931	70
John L. Scott - Redmond 845 SW Veterans Way Redmond, OR 97756	541-548-1712	541-548-7750	www.redmondoregonoffice.johnlscott.com danheater@johnlscott.com	Dan Heater	2	1996	15



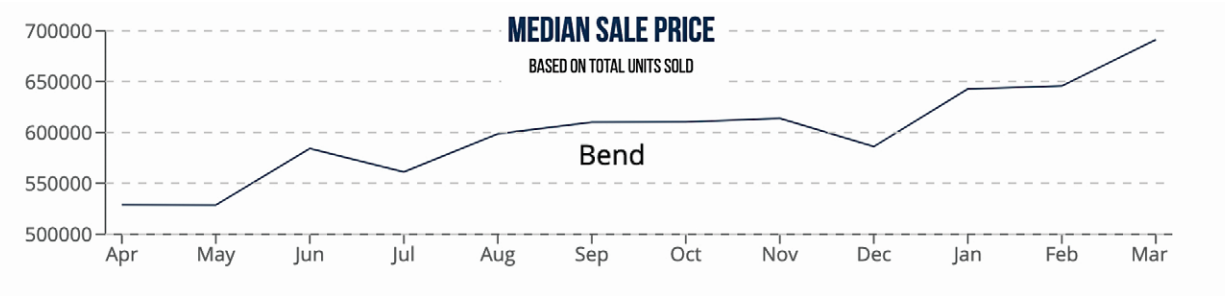
SELL OR BUY WITH THE CENTRAL OREGON

# Luxury Market Leader



EXPLORE OUR NEW ONLINE MONTHLY

# Community Market Reports



Visit **CascadeSIR.com** to explore our monthly market reports featuring the number of homes sold during the previous month, average sales price in last six months, the percentage paid of asking price, how hot or cold the market is, graphs that include average price per square feet, and a list of recently sold and recently listed homes. You can download, print, and email these reports as well.



BEND • REDMOND • SISTERS • SUNRIVER  
PORTLAND • SW WASHINGTON • OREGON COAST • SOUTHERN OREGON

Each office is independently owned & operated. All Brokers Licensed in the State of Oregon.



▶ CONTINUED FROM PAGE 30

Residential Real Estate Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
Keller Williams Central Oregon 123 SW Columbia Bend, OR 97702	541-585-3760	N/A	www.central-oregon.kw.com dan.pehlke@gmail.com	Dan Pehlke	6	2015	180
Knightsbridge International Real Estate 920 NW Bond St., Ste. 107, Bend, OR 97703	541-312-2113	N/A	www.kbire.com laura@kbire.com	Laura Platko	1	2020	22
La Pine Realty 51415 Hwy. 97 S, PO Box 377 La Pine, OR 97739	541-536-1711	541-536-3766	www.lapinerealty.com lisa.tavares.lapinerealty@gmail.com	Lisa A. Tavares	3	1971	6
Mara Stein & Company, LLC 65765 W Hwy. 20 Bend, OR 97703	541-420-3400	N/A	mara@marastein.com	Mara Stein	0	2003	1
Midland Realty 715 S Fifth St. Madras, OR 97741	541-475-6161	541-475-3319	www.midlandre.com briancentraloregonhomes@gmail.com	Gloria Morton, Brian Gallagher	0	1980	5
Morgan & Associates Realty - Sunriver 56835 Venture Ln., Ste. 104, Sunriver, OR 97707	541-536-5992	541-536-9648	www.morganandassociatesrealty.net brokermorgan@aol.com	Cheryl Morgan	1	1997	1
Mountain Resort Properties/Century 21 Lifestyles Realty 57084 Grizzly Ln., PO Box 3508 Sunriver, OR 97707	800-346-6337	541-593-5041	www.mtresort.com Rentals@MtResort.com	Tim Hadley	10	1989	17
Ms. Linda (L.A.) Judd, PC. Real Estate PO Box 5455 Bend, OR 97708	541-390-5833	N/A	lajudd@bendbroadband.com	Ms. Linda (L.A.) Judd, PC. Prin	1	1988	1
My Lucky House Inc. 1293 NE Third St. Bend, OR 97701	541-815-8200	888-868-9947	www.MyLuckyHouse.com info@myluckyhouse.com	Andy Stearns, Shari Ballard	15	1996	2
Palmer Homes Sales Inc. 2170 NE Eighth St., Bend, OR 97701	541-388-7300	N/A	www.palmerhomes.com gpalmer@palmerhomes.com	Gretchen Palmer	1	2002	2
Peppermill Development Co./Stoneridge Townhomes 1 Peppermill Cir., PO Box 3938 Sunriver, OR 97707	541-593-1502	541-593-2114	www.stoneridgetownhomes.com info@stoneridgetownhomes.com	Guy Pforsich	18	1991	2
Ponderosa Properties LLC 221 S Ash St., PO Box 1779 Sisters, OR 97759	541-549-2002	541-549-3570	www.ponderosaproperties.com reception@ponderosaproperties.com	Rad Dyer, Kevin R. Dyer	4	1991	8
Premiere Property Group, LLC 1133 NW Wall St., Ste. 104 Bend, OR 97703	541-241-6860	N/A	premierepropertygroup.com Arlene@PremierePropertyGroup.com	Arlene Edwards	1	2009	28
R.B. Financial Services Inc. 500 Highland Meadow Ln., Redmond, OR 97756	877-757-8666	N/A	www.rbfinancialservices.com rb@rbfinancialservices.com	Robert W. Browne	1	1997	1
RE/MAX Key Properties 431 NW Franklin Ave. Bend, OR 97703	541-728-0033	N/A	www.keypropertiesoregon.com wyattbaughn@keypropertiesbend.com	Corinne Bettsworth	7	2006	50
RE/MAX Key Properties 330 W Hood Ave., PO Box 2083 Sisters, OR 97759	541-549-3333	N/A	www.keypropertiesoregon.com wyattbaughn@keypropertiesbend.com	Wendi Winfrey, Ryan Buccola, Tim Buccola	13	2016	13
RE/MAX Out West Realty Prineville 236 N Main St. Prineville, OR 97754	541-447-8993	541-447-7323	www.outwestrealty.net jenniferjordan1977@gmail.com	Tammy Hudspeth, Jennifer Jordan	9	2011	8
Realty Executives Central Oregon PO Box 35, Powell Butte, OR 97753	541-306-3012	N/A	www.RealtyExecutives.com scottmclean@realtyexecutives.com	Scott McLean	1	2000	2
Realty Pros LLC PO Box 1845 Redmond, OR 97756	541-480-9567	541-548-3630	N/A	Sonya Gangstead	1	2005	3
Red Door Realty 1860 NE Fourth St. Bend, OR 97701	541-323-1012	888-618-7890	christinebrowning.com chris@browningteam.com	Chris Samuel	2	2000	11
Rogue Real Estate Sales & Property Management 219 NW Sixth St., Ste. 1 Redmond, OR 97754	541-312-3641	541-923-8854	www.rogue realestate.com redmond@rogue realestate.com	Marcia Hilber	2	2018	1
Rogue Real Estate Sales & Property Management 1537 NE Fourth St., Bend, OR 97701	541-728-0995	N/A	www.rogue realestate.com bend@rogue realestate.com	Peggi Schoning	15	2002	21
Shelton D Kelley Realty 104 NW Franklin Ave. Bend, OR 97701	541-382-3099	541-382-3256	www.kelley realestate bend.com patk@patkelleyrealty.com	Patrick Kelley	3	1945	3
Simmons Realty, Inc. 139 NW Third St., PO Box 400 Prineville, OR 97754	541-447-5638	541-447-5639	www.simmonsrealty.biz simmonsrealty@yahoo.com	Jordan Simmons	1	1950	2
Stellar Realty Northwest 109 NW Greenwood Ave., #105 Bend, OR 97702	541-508-3148	N/A	www.bendpropertyfinders.com	Scott Besaw	0	0	41
Sun Park Realty PO Box 3920, Sunriver, OR 97707	541-593-7279	541-593-6397	sunpark@chamberscable.com	Bill Gaetano	1	1987	1
Sunriver Realty 57057 Beaver Dr., PO Box 3650 Sunriver, OR 97707	541-593-7000	541-593-5123	www.SunriverRealty.com realtyreception@sunriver-realty.com	Michael Diven, John Fetting	3	1968	31
The Pennbrook Company 250 NW Franklin, Ste. 204 Bend, OR 97703	541-419-8710	541-389-0256	www.pennbrook.com hpolis@pennbrook.com	Holly Polis	10	1984	3
The Real Estate Gallery USA 1780 SW Troon Ave. Bend, OR 97702	541-480-2628	N/A	www.therealestategalleryusa.com connie@therealestategalleryusa.com	Connie Thomson	1	2003	1
The Wicklund Group 121 NW Greenwood Ave., Ste. 102 Bend, OR 97703	541-389-6060	541-312-2299	www.thewicklundgroup.com scott@thewicklundgroup.com	Scott M. Wicklund	1	2001	1
Total Real Estate Group 2900 NW Clearwater Dr., Ste. 320 Bend, OR 97703	541-330-0588	541-330-0589	www.total-property.com jkalexander@total-property.com	David R. Ambrose, Christopher R. Ambrose, Janis K. Alexander	27	2003	24
Trout Realty, Inc. 1241 SW Highland Ave. Redmond, OR 97756	541-548-8158	541-923-3811	www.troutrealty.com jason@troutrealty.com	Jason Trout	1	1971	6
Village Properties At Sunriver 56835 Venture Lane, Ste. 109 - Cascade Building, PO Box 3310 Sunriver, OR 97707	541-749-1299	541-593-7127	www.village-properties.com service@village-properties.com	Mark Halvorsen	24	1985	6
Wild River Real Estate 53556 Kokanee Way, La Pine, OR 97739	541-610-5242	N/A	wildriverrealestate@gmail.com	Lori Koerner, Kara Kirkpatrick	0	2005	2
Wild West Realty PO Box 2211 Prineville, OR 97754	541-419-0203	N/A	wildwestrealtyk@aol.com	Karen Hahn Curci	1	2005	1
Windermere Central Oregon Real Estate - Bend 695 SW Mill View Way Bend, OR 97702	541-388-0404	541-389-7915	windermerecentraloregon.com	Dave Feagans	4	2005	40
Windermere Central Oregon Real Estate - Redmond 821 SW Sixth St. Redmond, OR 97756	541-923-4663	541-923-6416	www.windermerecentraloregon.com wincomarketing@windermere.com	Tracy Brown	3	1990	31
Windermere Central Oregon Real Estate - Sunriver 57100 Beaver Dr., Bldg 22, Ste. 220 (The Village) Sunriver, OR 97707	541-323-5888	541-323-5880	www.windermerecentraloregon.com Sunriver@Windermere.com	Julie Fahlgren	1	2016	4

CBN has made every effort to ensure that all information is accurate and up-to-date. We cannot, however, guarantee it. Please contact us immediately if you know that certain information is not correct or you would like to be added to a list, 541-388-5665 or email cbn@cascadebusnews.com.



Residential Real Estate Market

Continued from page 29

As a buyer, Wilson says it's important to be as prepared as possible. "Be pre-approved for your mortgage, have a clear idea of your budget and how much you are willing to spend and know the parameters of the house you want and the location. Some of this is getting diluted due to lack of supply. But have this ironed out, so that when you see the house you want to be in, you have clarity and can really go for it."

Sellers and buyers aren't the only ones feeling the pinch of this market: Realtors are also facing unique challenges. "Fast and competitive describe it for me. Navigating those issues and doing upfront education with both buyers and sellers is crucial," says Wilson. "It's about pace and preparation, especially on the purchasing side. We are looking at really educating our buyers on what the conditions are like, especially when they are ready to make that first offer." He says that buyers want to offer asking price; but when they don't get the house they want, they realize just how tough the market is. Kansas-Meszaros says, "You have to research, put in time, know your clients and their neighborhoods, get solid pre-approvals and have frank talks with mortgage lenders. You must still go through the appraisal process, even with these puffed-up prices."

Deal Breakers and a New Way of Doing Business

Conditions that can stifle a sale include out-of-state lenders backing up the loan process, escalating costs of building supplies, permitting issues and a backlog in appraisal requests due to the high number of mortgage refinances that are taking place as a result of record low interest rates. "There is a huge uptick in man hours. Escrow people are literally working on Sunday nights at 10pm," explains Kansas-Meszaros. "Lot prices are way up. New Era homes and some of the other builders are getting a lot more business. Even in La Pine, with the new development going on, the builder has sold out all his lots. Lot prices and building costs have gone up exponentially: There is a wood product that all the builders need to use that has gone up from 8 cents to 12 cents, then to 32 cents and is now over 50 cents per unit. It's crazy-making."

Realtors, like many other professionals, have also had to quickly learn new skills over the past year. "We definitely had to adjust," explains Boelens. "We are having to rely on technology much more than we did in the past. We have had to adapt in a few different ways. We had to work within the guidelines that the pandemic allowed, and brokers are having to do more videoing, zoom conferencing, virtual signing and more. It requires quite a bit of explaining to buyers and sellers how to navigate the changes and help them understand the process."

Just how long this extremely tight market will last is unknown. But Kansas-Meszaros says the inevitable problems that come along with such a market have begun to emerge. "If you want too much and accept a higher offer, appraisers are starting to kick back. Properties are now coming back onto the market because they don't appraise. And by then, the backup offers are gone. Buyers are having



A REDMOND HOME CURRENTLY LISTED WITH GINNY KANSAS REALTY | PHOTO BY ROSS CHANDLER PHOTOGRAPHY

to cover the difference in cost not covered by the loan." Another quandary buyers are facing is development, she says. "This is causing delays; brokers need to put in the comments that there is development and construction going on in the area. People have to be ready for that development. In this industry, there are some new people who are really well trained, but others who just aren't doing their due diligence." And then there are the love letters that potential buyers are writing to sellers in hopes of swaying the outcome, she says. "There are fair housing concerns due to the love letters being written. A seller could pick a buyer for the wrong reasons. But this could lead to lawsuits. Sometimes, people are overextending what they can pay."

As buyers on a budget are getting priced out of Bend, Kansas-Meszaros says she wonders what will happen. "I wonder what is going to happen in the surrounding areas, and in mobile home parks. Are developers going to buy them out? Are zoning changes going to happen?" She adds, "I don't see that there will be a correction for a while. Rates were going up but are coming back down again."

While no one can predict the future, moving forward through 2021, the Realtors say their desire is to keep helping their clients achieve their goals, despite the volatile market. "My goal, from a business perspective, is to continue to help as many people as I can, whether they are selling or buying," says Wilson. "It can be a frustrating and complex process. My goal is to make it as easy and stress-free as I can for my clients. I try to take on some of that burden for them."

remax.com • ginnky.com • cascadesothebysrealty.com

Can You Resist this Face?



HUMANE SOCIETY OF CENTRAL OREGON

TO VOLUNTEER OR DONATE  
CALL 541.382.3537  
WWW.HSCO.ORG

Make your house a home. Adopt today.

FREE E-Headlines




Sent Directly to Your Email

To Receive, Send Your Email to:  
CBN@CascadeBusNews.com



SUNRIVER Magazine


Official Visitor Guide & Chamber Directory



SUNRIVER AREA Chamber of Commerce  
2021-2022

The Sunriver Magazine includes maps of the area, feature articles on Sunriver's numerous amenities along with expanded coverage on shopping, dining, recreation, cultural activities and services for both the visitor and resident.

The magazine will include Sunriver Chamber member businesses.



For more information, contact Jeff at 541-388-5665 or jeff@cascadebusnews.com



# Buying a Home Both You & Your Insurer Will Love

by ED WETTIG, CFP — Wettig Capital Management

You're house hunting, and you've brought along a wish list of features that you consider important, such as a certain number of bedrooms, adequate storage and an up-to-date kitchen. But does your list include features that will affect your homeowners insurance premium? Buying a well-constructed home equipped with certain safety devices may allow you to qualify for a lower insurance premium and help you avoid future insurance claims.

### Home Traits That Affect Premium Rates

Because a home's location, construction and safety features can affect the premium you'll pay for homeowners insurance, you'll usually be asked to provide specific details about the home you're purchasing when you request an insurance quote. This information will be used, along with other factors, to generate an accurate quote and to determine the actual premium rate that will apply once you're issued a policy.

Keep in mind that premium rates may vary, because each insurance company sets its own underwriting guidelines in accordance with state regulations. But all insurers within a state may be required to offer certain premium discounts for homes with features that help reduce insurance claims. Other discounts are optional and will vary from one insurer to the next.

- Age. Newer homes often cost less to insure than older homes because they are built according to strict building codes, and the electrical, heating and plumbing systems are likely to be in good shape, reducing the risk of fire and water damage.
- Construction. The construction materials used to build the home may affect your insurance premium. For instance, brick homes are more fire-resistant than wood frame homes so in some areas of the country they cost less to insure. Discounts may also be available if weather-resistant features such as hurricane shutters or impact-resistant roofs have been installed.
- Location. Insurance premiums are likely to be higher for homes located near the coast or in areas at high risk for a natural or weather-related disaster.
- Security devices and fire protection systems. Many insurers offer discounts for monitored alarm systems, deadbolt locks, smoke detectors, fire alarms or sprinklers. More sophisticated devices usually qualify for higher discounts.
- Proximity to fire department. When setting premium rates, insurers generally consider the home's distance from the local fire department and whether a fire hydrant is nearby. Homes located in rural areas far from fire equipment may cost more to insure.



When it's time to buy homeowners insurance, ask about available discounts. And remember that flood and earthquake damage isn't covered by a standard homeowners insurance policy. You'll need to purchase separate insurance to cover these risks.

### Spotting Potential Problems

As you walk through a home, keep your eye out for evidence of damage or defects. Although serious problems can be a lot harder to spot than a lack of cabinet space, spending time identifying potential defects up front may help you avoid future insurance claims.

- Look for signs of water-related damage or excessive moisture, especially in basements and attics, and on roofs and ceilings. Signs that drainage problems may exist include mud or sunken spots in the yard, or areas that slope towards the foundation.
- Visit the home more than once. Walk or drive through the neighborhood, too, preferably at different times of the day and in different weather conditions. And talk to the neighbors — they can be a good source of information about the neighborhood and the home you're considering.
- Ask the seller about past insurance claims. If your state requires sellers to provide written disclosure notices detailing known issues with the home, carefully review these before purchasing the property. But remember, sellers won't necessarily disclose every problem that exists.
- Ask questions. For instance, find out why many homes in the area are getting new siding or roofs. Or if the home is priced much less than similar homes in the area, are you getting a good deal — or inheriting someone else's problems?

Once you've decided on a home, make your offer or purchase agreement contingent upon a satisfactory professional home inspection. That way, you can try negotiating a price adjustment or even walk away from the sale if you find out that the home has significant defects.

And to avoid surprises, shop for homeowners insurance as early as possible in the home buying process. You don't want to find out too late that the home you've chosen will be expensive or difficult to insure.

*Provided by Ed Wettig, CFP, Wettig Capital Management which offers investment management, financial planning and retirement income strategies. Securities, insurance and investment advisory services offered through Royal Alliance Associates, Inc. Member FINRA/SIPC. Wettig Capital Management is a marketing designation.*

wettigcapital.com

Five Talent

We help companies build scalable, affordable solutions using today's most advanced cloud technologies.

CUSTOM SOFTWARE FOR THE DIGITAL AGE

- Ideation
- Proofs of Concept
- SaaS based applications
- Custom Mobile, IOT, and Enterprise apps
- Go to market strategies
- AWS Well-Architected best practices

CALL US TODAY

WE CAN HELP YOU GROW YOUR BUSINESS!

info@FiveTalent.com

1.800.770.1868

We Protect, You Prosper!

Our Security Services:

- Nightly Mobile Business Patrols
- Burglary Alarm First Response
- Posted Officers at your Location
- Construction Watch Team

OREGON DPST # 858

Your Total Assurances:

- Protecting \$1 Billion Locally
- Proof-of-Work Accountability
- The Most Local References
- Huge Patrol Coverage 6PM-6AM
- All-Wheel Drive Vehicles
- 27 Years of Business Excellence

Security PROS INCORPORATED  
Certified Security Professionals  
1994 Celebrating 27 Years 2021

541-330-0404  
541-548-1992

securityprosbend.com

FREE E-Headlines

Sent Directly to Your Email

To Receive, Send Your Email to:  
CBN@CascadeBusNews.com

CASCADE BUSINESS NEWS



who's who who's who who's who who's who who's who who's who



Shaun Clifford



Mallory Fair

**Pinnacle Architecture** promotes **Shaun Clifford**, project architect, and **Mallory Fair**, interior designer. 2020 was a challenging year, and these two staff members thrived. Clifford continued to study and passed his final test to become a licensed Oregon architect. Fair engaged in every project in the office in 2020, providing interior design and overall building visual branding input. Their contributions help the firm fulfill its mission of enhancing lives and communities through the design of housing,

healthcare and public service projects.

Clifford is promoted to project architect, level 1, and joins Pinnacle's ownership team with Peter Baer and Briana Manfrass. He recently became an Oregon licensed architect and is responsible for design, documentation and construction administration for multifamily housing, community healthcare and senior living projects. Current key projects under construction including Hearts for Health, a 21,545-square-foot integrated community health clinic in Enterprise, Oregon, and Midtown Place, a 47-unit workforce housing project in Redmond. Clifford heads up the firm's Building Information Modeling and Revit standards and actively collaborates with teammates on project delivery improvements.

Fair is promoted to interior designer, level 2. She works with the project teams to ensure cohesive interior and exterior design packages selecting finishes, materials and products. Fair is NCIDQ certified by the National Council for Interior Design, showcasing her knowledge and commitment to the profession. She is a multi-faceted designer and engaged in nearly all of Pinnacle's projects. She is LEED accredited and helps research and select materials that lead to healthier indoor spaces and less impact on the environment. Current key projects include Cow Creek Health and Wellness North Clinic in Roseburg, Oregon, a 7,757-square-foot renovation and Meredith House, Heart of Grant County office and domestic violence shelter in John Day, Oregon, that is currently under construction.

**UScellular** has promoted **Jared Maxson** to retail area sales manager in the Northwest territory. Maxson was previously in the role of agent sales and development manager for the Nebraska area. In this role, Maxson is responsible for leading his team of store and sales managers in their daily operations while providing the highest level of support to UScellular associates and customers.

Maxson will be responsible for UScellular sales in several Oregon cities, including Bend, Redmond, Klamath Falls, The Dalles, Hermiston, Pendleton and La Grande. He is a nine-year veteran of the company, most recently in the role of Agent Sales and Development Manager in Nebraska. He also has experience as a general manager for Fairfield Inn and Hampton Inn. He has a bachelor of arts from the University of Nebraska at Kearney and is an avid sports fan.



Jared Maxson



Erin Weber

**Erin Weber**, a financial advisor with **Sherpa Wealth Strategies, LLC**, has earned the Chartered SRI Counselor designation from The College for Financial Planning. The designation focuses on Sustainable, Responsible and Impact (SRI) investing.

Weber joined Sherpa Wealth Strategies in 2019.

The Chartered SRI Counselor and CSRIC certification marks identify those individuals who have successfully completed coursework covering foundational knowledge and best practices for advising clients on SRI investments. The professional designation program was developed in partnership with US SIF (The Forum for Sustainable and Responsible Investment) and is an industry-recognized credential dedicated specifically to SRI investments. CSRIC

professionals agree to meet ongoing CE requirements and compliance to standards of professional conduct to maintain continued use of the designation.

**Jason Bauer** has joined **STEELE Associates Architects** as a project designer. He has over a decade of architectural experience on projects in Oregon, Minnesota and Wyoming and is a passionate designer with deep knowledge of detailing and construction. His prior experience includes public works, commercial, religious, a winery and residential projects with a focus on waterfront homes.

Bauer earned his master of architecture at the University of Oregon and his bachelor of architecture at the University of Minnesota College of Architecture and Landscape Architecture where he studied abroad in Mexico and Denmark. He is highly skilled in computer modeling and Building Information Management (BIM) software.

He is currently working with STEELE Team members on residential and commercial projects.



Jason Bauer

Recently, the U.S. Environmental Protection Agency Region 10 and the U.S. Department of Energy honored six **ENERGY STAR** partners for their outstanding leadership in reducing American energy bills and tackling climate change.

This year, ENERGY STAR gave special recognition to award-winning partners for their year-over-year commitment to energy efficiency through the program's highest honor: the ENERGY STAR Partner of the Year — Sustained Excellence Award. To qualify for Sustained Excellence recognition, winners must have already received ENERGY STAR Partner of the Year recognition for a minimum of two consecutive years and gone above and beyond the criteria needed to qualify for recognition.

The local 2021 ENERGY STAR Partner of the Year — Sustained Excellence and

Excellence Award Winner in EPA's Region 10 was **GreenSavers**, Bend — Home Performance with ENERGY STAR: Sustained Excellence, Home Performance with ENERGY STAR: Contractor of the Year, Contractors: GreenSavers, a Portland-based home performance and HVAC company, drastically increased energy savings per project and was the sole contractor to join a state pilot project using verified energy savings instead of forecasted savings for rebates, helping to advance statewide programs aimed at proven efficiency results.

The annual City of Bend 2021 Clean Water Works Youth Video Contest, sponsored by the **City of Bend**, **BendFilm** and **Central Oregon Daily News**, brings awareness to local and global pollution concerns. The annual contest introduces topics of concern to our youth audiences and asks them to create a 30-second video that provides public awareness and remedies to fix the pollution problem.

This year's contest topic is Scoop the Poop, bringing awareness to dog waste cleanup and protecting our water from waste contaminants.

Participants are asked to show how dog waste can harm our waters and public health, and steps we all can take to help prevent pollution from dog waste in environmentally friendly ways.

Video creators are asked to consider why and to what degree dog waste is a problem, more so than waste from other animals, how to properly dispose of the waste, and the need to minimize plastic waste from non-biodegradable poop bags.

The contest also gives youth an opportunity to learn about video production, which includes script writing, staging, computer graphics and video editing.

The contest is open to area students from 5th to 12th grade. Division winners are awarded in the 5th to 8th grade, 9th to 12th grade and People's Choice categories.

A Grand Prize winner is also selected who will have the opportunity to work directly with an Emmy award-winning producer, Joe Dean, to create a professional public service announcement to air on TV stations throughout Central Oregon and at the BendFilm festival. The Grand Prize winner's teacher is also awarded with school supplies for their classroom. Several past winning entries have won regional awards.

**Volunteers in Medicine** welcomes **Cody Michael**, CFP of U.S. Bank and **Rod Marchiando**, PharmD of St. Charles Health System onto the board of directors.

Michael moved to Bend in 2018 from Iowa, where he was raised, attended Iowa State University and started his career with U.S. Bank. He became familiar with VIM through the nonprofit's relationship with U.S. Bank and was immediately inspired by the mission, and the passion with which the volunteers and board pursue it. In addition to his role as a wealth management trust advisor, he works to promote diversity, equity and inclusion in the workplace. Outside of work, he enjoys skiing, hiking, cycling and exploring creative endeavors like stand-up comedy, dancing and acting.

Marchiando is senior vice president of Improvement and Strategy for St. Charles Health System, serving in this role since 2015. At St. Charles he provides support to the organization's Strategic Planning, Value Improvement Practice (lean), Human Resources, Communications / Marketing departments and Community Engagement and Foundation. He also provides strategy and process assistance to the board of directors. Prior to his time with St. Charles, he served in an array of leadership roles spanning two decades with Regional Health in South Dakota. These include vice president of performance improvement, administrative director of academic affairs and clinical faculty with Regional's Family Medicine Residency Program. Marchiando's areas of interest include continuous improvement, people development, strategy models and clinical research. He holds a bachelor of science in biology and a doctor of pharmacy from Idaho State University. Marchiando completed his clinical pharmacy residency at University of Nebraska Medical Center.



Cody Michael



Rod Marchiando



Becky Johnson

The **Oregon State University** (OSU) Board of Trustees recently voted unanimously to name **Rebecca "Becky" Johnson** as the university's interim president.

Johnson has served as vice president of OSU-Cascades since 2009. She joined OSU in 1984 as an assistant professor in the College of Forestry, before ascending into college and university academic and administrative leadership positions.

Johnson will begin her interim presidency on May 1 and serve as the top leader of the state's largest university for approximately a year or until a permanent president is in office. She is OSU's first woman president.

The announcement follows an extensive community engagement process in recent weeks to gather nominations for the interim president appointment and a community forum with Johnson on Wednesday.

Johnson succeeds Acting President Edward Feser, who plans to return to his role as OSU provost and executive vice president. Feser's appointment resulted from the resignation of former President F. King Alexander on March 23, after concerns arose about his leadership of Title IX matters as president of Louisiana State University. Alexander joined OSU on July 1, 2020.

Under Johnson's leadership, OSU-Cascades has secured state and philanthropic funding that have helped transform it from a 2+2 degree transfer program based on the Central Oregon Community College campus starting in 2001, to a four-year university in 2016. Enrollment at OSU-Cascades has nearly tripled to almost 1,400 students. The campus now totals 128 acres and expects to eventually serve 3,000 to 5,000 students.

Over the coming decades, the OSU-Cascades campus will continue to



# Redmond Proficiency Academy Thespians Take Home Top Acting Honors in State Competition

Redmond Proficiency Academy's (RPA) thespian troupe recently competed in the annual Oregon Thespians Thespy Competition — where the troupe won two Oregon Thespys — the competition's highest honor. A virtual event this year, the competition was conducted over video conferencing technology with student thespians from around the state. Thespys are considered the most prestigious acting award for high school actors in Oregon.

Senior Natalie Lawton won an Oregon Thespy for stage management and senior Grace Sorensen and freshman Allie Smith won Oregon Thespys for duo dramatic acting. Lawton, Sorensen and senior Kellen Flynn all won Oregon Thespians scholarships. Additionally, Sorensen was a finalist in solo musical and junior Aubrey Luse was a finalist in solo acting.

"There has been a lot to overcome this year and these students consistently do so and then some," said Kate Torcom, RPA's theatre director. "I am so impressed by their dedication and passion towards theatre even when it is reformatted for a digital platform, but most importantly the way they fiercely support one another."

"While state was virtual this year, I don't think that took away from the community that is always brought together by Oregon Thespians," said Lawton. "I had a blast talking to a Broadway Stage Manager and watching shows. Plus, winning a state showcase for my binder was a great way to wrap up my last state competition!"

"This year's virtual state felt like the magic from in-person state was there," said Sorensen. "The adult board and State Thespian Officers made it so interactive and fun. I'm also honored to have showcased with my incredibly talented scene partner and friend, to have been a finalist and to have won the Oregon Thespians scholarship. My last state was an absolute treat and I could not be more grateful."

"As a freshman, being able to win and be a part of something so positive even during a global pandemic is seriously so awesome!," said Smith.

This fall, Lawton will continue her stage management studies at Carnegie Mellon University, one of the top stage management programs in the country.

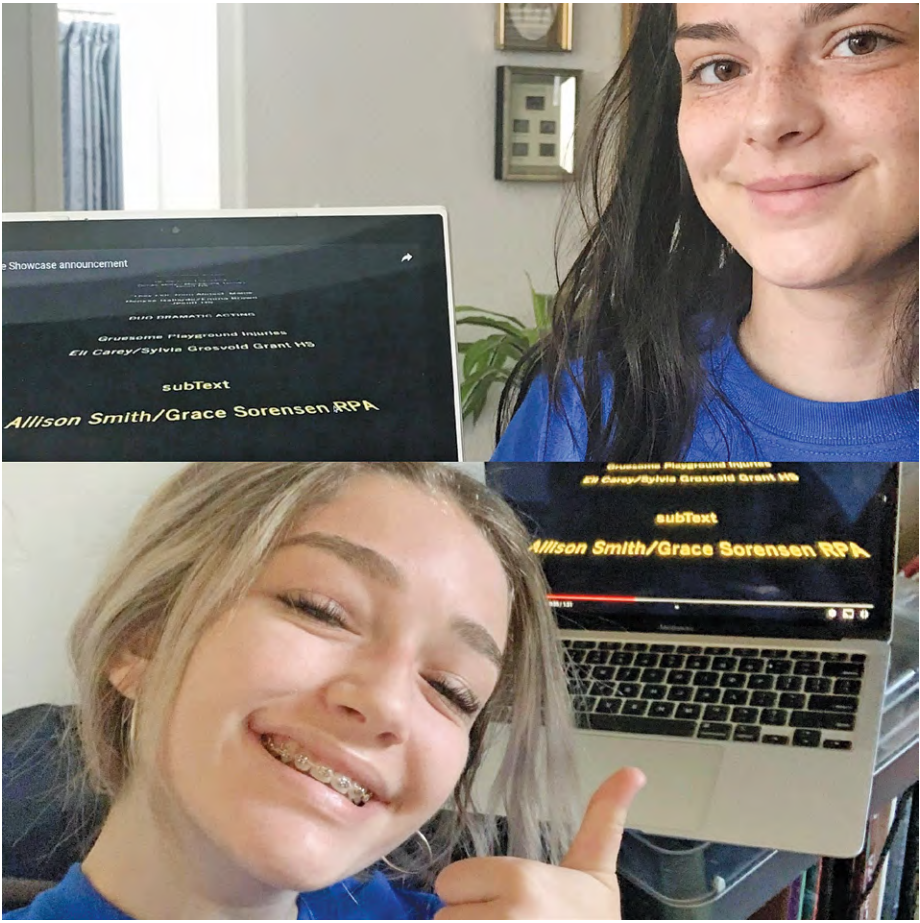


RPA THESPIAN TROUPE | PHOTOS COURTESY OF REDMOND PROFICIENCY ACADEMY

Sorensen is deciding between schools but plans to study theatre performance. Flynn will study theatre at Whitman College in Walla Walla, Wash.

RPA was the only troupe from Central Oregon to showcase at the state level for the third year running and has established a reputation as a well-respected theatre school among Oregon Thespians, Torcom said.

[rpacademy.org](http://rpacademy.org)



ALLISON SMITH AND GRACE SORENSEN



NATALIE LAWTON

## Who's Who

Continued from page 35

transform a former pumice mine and landfill, a plan that is considered one of the most innovative university development projects in the country.

Johnson has worked closely with regional economic development and industry interests to build programs that increasingly meet their needs for a talented and skilled workforce. The number of graduate and undergraduate degrees offered at OSU-Cascades has more than doubled during her tenure.

Since she arrived at OSU-Cascades, nearly 3,500 students have earned bachelor's and master's degrees, the majority of which are from Central Oregon, a region that has lagged in educational attainment. In total, 4,435 students have earned degrees from OSU-Cascades since its creation in 2001.

Johnson received a bachelor's degree in economics from the University of Wisconsin-Madison, where she played on the basketball and golf teams. She then received a master's and a doctoral degree in agricultural economics from

Michigan State University. In 2015, she was named the Bend Chamber Woman of the Year; in 2014, the Bend Source newspaper's Woman of the Year; and in 2009, she received the Bend 2030 Vision Builder Award.

Acting OSU President Ed Feser — in his role as provost and executive vice president — will appoint an interim vice president for OSU-Cascades after gathering input from faculty, staff and internal and external stakeholders.

The appointment of Johnson follows an extensive community engagement process led by OSU Trustee Patty Bedient. Bedient held more than 50 one-on-one conversations with OSU Faculty Senate leaders, staff, student leaders, administrators, university partners and other stakeholders to gather nominations and input on the focus and experience needed in the interim president. Hundreds of comments regarding nominations and focus of an interim president were provided to a Board of Trustees webpage. And a virtual OSU community forum with Johnson as the recommended candidate for interim president was attended and viewed by hundreds.

Trustees heard public comment from ten people in support for Johnson's appointment. The Board will begin to consider the search process for a permanent president at its May 21 meeting.



who's who who's who who's who who's who who's who who's who

Ben Westlund Advocate for the Arts Award

Continued from page 1

they didn't always agree, they agreed on the importance of arts and culture in Central Oregon and beyond."

"We are humbled by this recognition," said Marcee Hillman Moeggenberg, editor and production director of Cascade Publications. "When the pandemic hit, our focus shifted into how we could best support the artists in our community, as much as they have supported us throughout the years. It is an amazing honor to receive such recognition; Pamela would be so proud."

**Design Award** — Toni Del Guidice's mixed media original, aptly titled *Holding Hope*.

Del Guidice's original mixed media piece was chosen for the 2021 My Own Two Hands poster art. Del Guidice shares, "*Holding Hope* is literal to me: Hope for our planet. Hope for the pandemic. Hope for integrity in government. Hope for equity."

**Theme Award** — Jan Hansson's wood sculpture on swiveling platform, *Together We Are Hopeful*.

Hansson states, "Born and raised in Sweden, I am inspired by the clean lines of Scandinavian design. Less can often tell you more. I hope to inspire people to look beyond the sculpture itself."

**Awards of Merit:**

- David Rock's striking acrylic painting on board, *Chrysalis*. From Rock, "A monarch butterfly chrysalis. It seems to me to be the epitome of 'Holding Hope.' A cocoon is a perfect symbol of the promise of re-creation from old to new, from past to future. Yet the form itself is completely alien to its previous existence or future manifestation. It is at once: sarcophagus, jewel and egg. The image in this painting is separated from any reference to the natural world so that it can be considered and contemplated on its own."
- Bob Wade's ball point drawing of a Sisters Folk Festival fan favorite, *Ron Artis II*. Wade describes his use of medium, "I draw the dark and let the light show through."
- Mary Jo Weiss and Dennis Tower's collaboration in their beautiful pendant, *Hope Grows*. Weiss and Tower have traditionally collaborated for MOTH each year to put together a one-of-a-kind piece of jewelry that combines Tower's lapidary arts and Weiss' jewelry design skills. They reflect, "To us, combining beautiful natural stones with outstanding jewelry design brings beauty, inspiration and hope. Of special note, inscribed on the back of the piece through the silver backing is an iris, which is the flower of hope."
- Lawrence Stoller's impressive, illuminated gemstone sculpture, *Frozen Sky*. Stoller explains, "I was first drawn to working with crystals because of their beauty, mystery and mysticism. What started as a fascination led me on a verdant path through the fields of mineralogy, technology, art, metaphysics and healing."

**Americana Folk Award** — Carly Garzón Vargas for her dynamic papercut, *Our Hands, Our Work*.

Garzón Vargas shares, "We have a lot of work to do moving towards the world we hope for. These hands hold some of the tools for music making and hope building. I hold onto the hope that we will stay in the struggle and expand who is truly included in our community."

**Spirit of Giving Award** — Tony Cosby, the engineering, construction and woods teacher at Sisters High School.

Cosby has provided inspiration and hope for so many aspiring creators, builders and students. He co-created the Americana Luthier Project with Jayson Bowerman at Sisters High school in 2005, and has since built more than 450 handmade acoustic guitars, and helped create the ukulele building program with the late Bill MacDonald, helping to finish some 175 handmade ukuleles built by students. Cosby connects with his students as a friend and mentor and provides for them a "home" in his classroom. He gives tirelessly to the school community. Continually improving and seeking best practices for classroom engagement, Cosby has successfully combined engineering, math, music, construction and adventure recreation for more than two decades to inspire students, showing that the Spirit of Giving is alive and well in this tremendous teacher and friend. Cosby — along with his students and dedicated volunteers — has produced a guitar, an Adirondack chair and/or a ukulele every year for the past ten years in support of My Own Two Hands.

Sisters Folk Festival invites the public to join us for the My Own Two Hands collective show opening on Friday, April 23 from 4-7pm in the Duncan and Cindy Campbell Gallery and upstairs studio space located at the Sisters Art Works building, 204 W Adams Ave. in Sisters. All visitors will be expected to practice social distancing and proper mask wearing at all times while inside the building.

All of the MOTH art will be on display Monday-Friday, 10am-4pm from April 23 through May 14, with private art viewings available outside of those times upon request. Please contact [kate@sistersfolkfestival.org](mailto:kate@sistersfolkfestival.org) to make an appointment. Art lovers are highly encouraged to make time to see all of the amazing artwork that has been so generously donated by the talented 2021 MOTH artists.

High-quality photos of the artwork, which will be available to bid on at the online auction platform from May 10-15, will be featured on SFF's website for virtual viewing beginning April 22. Follow Sisters Folk Festival on Instagram, Facebook and Twitter for up-to-date event information.

[sistersfolkfestival.org](http://sistersfolkfestival.org)



HOLDING HOPE, TONI DEL GUIDICE'S MIXED MEDIA ORIGINAL, CHOSEN FOR THE 2021 MY OWN TWO HANDS POSTER ART.

**Can You Resist This Face?**

**HUMANE SOCIETY OF CENTRAL OREGON**



TO VOLUNTEER OR DONATE  
CALL 541.382.3537 | [WWW.HSCO.ORG](http://WWW.HSCO.ORG)

**MEET THE ACTIVATOR DOCTOR!**

Specializing in Gentle,  
Non Invasive Adjustments  
for You & Your Animals!

.....

Massage • Therapeutic Rehabilitative Treatments



**Heart 'n Home HOSPICE**



**Experience CARE Like No Other!**

Because we love and care for our patients and their families, we ensure that nothing is overlooked during a visit. Our highly trained employees are confident and competent in providing exceptional and compassionate care.

**Call TODAY!**

**BEND (541) 508-4036** **LA PINE (541) 536-7399**

**ELK RIDGE**



**Chiropractic & Wellness Center**

**541-388-3588**

[elkridgechiropractic@gmail.com](mailto:elkridgechiropractic@gmail.com) | [thebendchiropractor.com](http://thebendchiropractor.com)



# Redmond Chamber Business Hop

Continued from page 3

their goods, services and describe what they do, one-on-one with attendees and other vendors.

For additional information about the Business Hop, contact Kara Roatch at 541-923-5191 or send her an email to [kara@visitredmondoregon.com](mailto:kara@visitredmondoregon.com).

FOR ATTENDEES: It is rare to have a chance to talk to more than 30 businesses in one place at one time. Free admission to the public includes food and refreshments. Also, look for some great raffles and giveaways.

FOR EXHIBITORS: Don't miss your chance to network and showcase your business, organization and/or products at this year's Business Hop! For a cost of \$60, participating Redmond Chamber members will be provided with a 10x10 space on which they may prominently display their brand as well as products and information, all within a fun and festive atmosphere.

[visitredmondoregon.com](http://visitredmondoregon.com)

# STEELE Associates Architects

Continued from page 9

certain STEELE remains a leading Pacific Northwest design firm for the next 25 years. Adam Stephen and Darek Olson are being elevated to principals, and Chanda Villano, Chris Thome, Tristan Shepherd and Andy Harmon are being elevated to associates. We will be issuing a press release soon with more details about these great team members, some of whom joined the firm many years ago and diligently worked their way to the top. We will ceaselessly continue to learn, grow and push ourselves to provide even better services and creative sustainable design solutions for our clients.

**Do you have any final thoughts about your 25-year milestone?** We are thankful for having the opportunity to work and collaborate with so many wonderful clients, consultants, contractors, trades and brokers (many of whom are now great friends) over the past 25 years, and we feel blessed to do what we love for a living, as architecture is a unique and creative profession that plays a huge role in a community's quality of life.

STEELE will continue forward collaborating and creating great design with our clients and team into the future. Our focus will remain on creative, sustainable

and efficient designs that enrich the lives of building occupants and the fabric of communities across the western/southwestern states and beyond. And as Central Oregon continues to grow, we will do our part to



CASCADE LAKES BREWPUB, 27TH AND REED MKT.

provide beautiful, sustainable, cost-effective projects and housing solutions for public agencies, businesses, families and seniors alike.

We look forward to the next 25 years of creating a "Bright Future Through Brilliant Design!"

Please note Steele Associates Architects' new location and address: 1567 SW Chandler, Suite 203, Bend, OR 97703. Scott Steele, AIA, NCARB, LEED AP, founder/president of Bend-based STEELE Associates Architects, [steele-arch.com](http://steele-arch.com), 541-382-9867.

[steele-arch.com](http://steele-arch.com)



CANAL BLVD MIXED-USE - EMPIRE CONSTRUCTION AND DEVELOPMENT | RENDERINGS COURTESY OF STEELE ASSOCIATES ARCHITECTS

# Redmond Municipal Airport

Continued from page 3

made in the airport and it's dedicated management team are key in attracting new air carriers like Avelo."

As the first new mainline U.S. carrier in nearly 15 years, Avelo's ultra-low-fare strategy is differentiated by the carrier's focus on unrivaled customer convenience and a built-from-scratch, customer-centric culture. "We are making flying more affordable and convenient by taking the greatest efficiencies we can find in the industry and sharing the savings with our customers in the form of surprisingly low fares," said Avelo's Founder, Chairman and CEO Andrew Levy.

Avelo's leadership team embodies more than 200 years of collective aviation experience. As co-founder and president of Allegiant Air — long the nation's most efficient and profitable airline — and former CFO of United Airlines, Levy brings a proven track record of profitably leading airlines from startup to scale. In addition to Allegiant and United, Avelo's leadership team includes former senior executives from Delta Air Lines, Frontier Airlines, Hawaiian Airlines, JetBlue Airways, Northwest Airlines and Spirit Airlines.

Avelo will begin operations with three single-class, 189-seat Boeing 737-800 aircraft from its first base at Hollywood Burbank Airport (BUR). The airline will initially fly 11 non-stop routes between BUR and markets across the Western U.S. including RDM. For flight times, information and reservations visit [aveloair.com](http://aveloair.com). Additional links to TSA, Airport amenities, air carrier and flight information can be found online at [flyrdm.com](http://flyrdm.com).

[flyrdm.com](http://flyrdm.com) • [aveloair.com](http://aveloair.com)

# Sisters Arts Association

Continued from page 3

charge for visitors to the galleries as they take a leisurely stroll through town, engaging with galleries, artists and the wide variety of methods that they use to create art. Most galleries will have artists on hand, doing demonstrations and showing examples of their work.

Visitors are encouraged to pick up a Gallery Walk Map, available in any of the galleries. The maps also indicate where good food can be enjoyed. The focus is on art and artists, as galleries will not be offering food or beverage.

The organization will also bring back its popular Quick Draw, giving away two \$50 gift certificates each month, good in any of the participating galleries. Visitors can register once per gallery, during their stroll. Thanks to Cascade Sotheby's in Sisters for underwriting Quick Draw.

The Gallery Walk season will run from the May through September, coinciding with SAA's Fifth Annual Artist Studio Tour at the end of September.

Participating galleries on Hood, Cascade and Main include: Hood Avenue Art, Gary Cooley Collection Gallery, Marigold & True, The Clearwater Gallery, Beacham's Clock Company, The Stitchin' Post, Sisters Gallery and Frame Shop, Ken Scott's Imagination Gallery, Metals Studio Gallery, Wildflower Studio, Dyrk Godby Gallery, Cindy and Duncan Campbell Gallery at Sisters Art Works, Grizzly Ridge Makers Market and Raven Makes Gallery.

For more information, email [events@sistersartsassociation.org](mailto:events@sistersartsassociation.org) or phone 541-719-8581.

[sistersartsassociation.org](http://sistersartsassociation.org)

## Free E-Headlines

Sent Directly to your Email

To Receive, Send Your Email to:

[CBN@CascadeBusNews.com](mailto:CBN@CascadeBusNews.com)

## RECENT TRANSACTIONS

Continued from Page 3

the Prineville industrial area. This property closed at \$78,431/AC.

Brokers **Peter May, CCIM** and **Dan Kemp, CCIM** of **Compass Commercial Real Estate Services** represented the landlord, **2221 LLC**, in the lease of a 1,900 SF retail suite in the Boot Barn Building located at 2221 NE 3rd Street in Bend.

**Walt Ramage** of **NAI Cascade Commercial Real Estate Services** also represented New Era Homes in leasing 8,400 SF of warehouse space at 20729 Carmen Loop in Bend for storage of construction equipment.

**Compass Commercial Real Estate Services** brokers **Peter May, CCIM** and **Dan Kemp, CCIM** represented both the landlord, **2221 LLC**, and tenant, **Absolute Horse, Inc.**, in the lease renewal of a 3,011 SF retail suite in the Boot Barn Building located at 2221 NE 3rd Street in Bend.

**Walt Ramage** and **Jeff Reed** of **NAI Cascade Commercial Real Estate Services** represented the seller in the disposition of Abby's Pizza located at 1938 S. Hwy 97 in Redmond. This property is leased through 2030 and sold at a 4.4% CAP.

Brokers **Dan Kemp, CCIM** and **Adam Bledsoe** of **Compass Commercial Real Estate Services** represented both the landlord, **Clausen Center, LLC**, and the tenant, **Abstract in Motion, LLC**, in the lease of a 3,340 SF industrial suite located at 63830 NW Clausen Drive in Bend.

**Jeff Reed** of **NAI Cascade Commercial Real Estate Services** partnered with **Capital Pacific** to sell the property located at the corner of 3rd & Wilson which includes the Evergreen Home Loans building and Dutch Bros. The property is fully leased and sold at a blended 5% CAP.

**Compass Commercial Real Estate Services** broker **Jay Lyons, SIOR, CCIM** and **Grant Schultz** represented both the landlord, **OMP, LLC**, and the tenant, **Crystal Lake Community Management, Inc.**, in the lease of a 1,676 SF office suite located at 400 SW Bluff Drive in Bend.

**Jeff Reed** and **Walt Ramage** of **NAI Cascade Commercial Real Estate Services** represented the seller in the disposition of .34 acres on NW Crossing Dr. This property went into contract after two days on market and closed at \$535,000.

**Karen Koppel** of **NAI Cascade Commercial Real Estate Services** represented the tenant, Bloom Well Inc. in leasing 2,250 SF of retail space in Crater Corners Shopping Center in Medford and 3,974 SF of retail space in the Olympic Street Center in Springfield.

**Ken Streater** of **NAI Cascade Commercial Real Estate Services** assisted the buyer in the purchase of two commercial lots located at 432-460 NE Hemlock in Redmond. The industrial building located on this property is now available for lease. This property closed at \$1,310,000.

**Ken Streater** of **NAI Cascade Commercial Real Estate Services** also represented the buyer of 63040 NE Lower Meadow Road, an industrial building in Brinson Business Park. This property closed at \$2,550,000.

**Ken Streater** of **NAI Cascade Commercial Real Estate Services** assisted an affordable home developer in the acquisition of nearly 10 acres for a 164-unit complex.



Central Oregon Business Calendar

Email Your Upcoming Business Events to CBN@CascadeBusNews.com

Event Details at CascadeBusNews.com/Business-Events

BUSINESS

EVENTS



**April 21**  
7pm City of Bend Virtual Southeast Area Plan Public Hearing, Second Reading of Adopting Ordinance and Council Vote.

**April 22**  
1-2:30pm City of Bend Virtual Accessibility Advisory Committee Monthly Meeting.

**April 22**  
5:30-6:30pm City Club of Central Oregon Virtual Candidate Forum: Bend-La Pine School Board (Administrative District #1), Zone 1, 2, 4 and 7.

**April 23**  
8:30am Redmond Chamber Virtual Coffee Clatter.

**April 24**  
5:30-6:30pm City Club of Central Oregon Virtual Candidate Forum: Deschutes Public Library District Director, Zone 3.

**April 26**  
5:30pm City of Bend Virtual Planning Commission Meeting.

**April 27**  
5:30-6:30pm City Club of Central Oregon Virtual Candidate Forum: Bend Metro Parks & Recreation District.

**April 29**  
6-7:30pm Saving Grace Virtual Event, Take Back the Night.

**April 29**  
6pm Deschutes County Planning Division Virtual Open

Houses for Potential Updates to Wildlife Inventories.

**April 30**  
8:30am Redmond Chamber Virtual Coffee Clatter.

**May 3**  
5:30-6:30pm City Club of Central Oregon Virtual Candidate Forum: Redmond School District, Position 3 and 4.

**May 4**  
5:30-6:30pm City Club of Central Oregon Virtual Candidate Forum: Redmond School District, Position 1 and 2.

**May 6**  
11am-1:30pm EDCO Virtual and In-Person Annual Luncheon at the Riverhouse on the Deschutes.

**May 6**  
5:30-6:30pm City Club of Central Oregon Virtual Candidate Forum: Redmond Area Park & Recreation District.

**May 7**  
8:30am Redmond Chamber Virtual Coffee Clatter.

**May 11**  
9am City of Bend Planning Division Virtual Public Hearing Before a Hearings Officer for PL20-0702 for Conditional Use Permit, PL20-0703 for Site Plan and Design Review and PLVAR20210039 for Class B Variance for RV Park and Storage.

**May 11**  
5pm Bethlehem Inn 11th Annual Virtual Spotlight on Homelessness.

**May 12**  
Noon-4pm Redmond Chamber Spring Business Hop.

**May 14**  
8:30am Redmond Chamber Virtual Coffee Clatter.

**May 21**  
8:30am Redmond Chamber Virtual Coffee Clatter.

**May 28**  
8:30am Redmond Chamber Virtual Coffee Clatter.

WORKSHOPS

& TRAINING



**Wednesdays & Fridays, April 21-May 21**  
9-11:30am COCC Small Business Development Center Virtual Workshops, Dare to Lead.

**April 24**  
9-11am Synergy Health & Wellness Virtual Group Class Program, Thriving with Diabetes.

**Wednesdays, April 28, May 5 & 12**  
6-8pm COCC Small Business Development Center Virtual Workshops, QuickBooks Pro, Intermediate Desktop Version.

**May 4**  
3-5:30pm COCC Small Business Development Center Virtual Workshops, Managing the People Aspects of Your Business, A Business Core Discipline Class.

**Thursdays, May 6 & 20, June 3**  
6-8pm COCC Small Business Development Center Virtual Workshops, Finance & Accounting for Decision Making, A Business Core Discipline Course.

**Wednesdays, May 19 & 26, June 2**  
6-8pm COCC Small Business Development Center Virtual Workshops, QuickBooks Online, Do Your Bookkeeping in the Cloud!

Building Permits

COMMERCIAL PERMITS WEEK ENDING 4-2-2021

<b>Deschutes Co.</b>		
\$2,165,587.00	-	Commercial (Laird Building C) 28,613 sf. at 335 W Lundgren Mill Dr. Sisters 97759 OR Owner: RII Lundgren Mill, LLC PO Box 1224 Sisters, OR 97759 Builder: Cohen Skovborg, LLC 541-617-9190 Permit # 247-20-006651
\$200,000.00	-	Commercial (Well #4 Pump Building) 900 sf. at 504 S Locust St. Sisters 97759 OR Owner: City of Sisters Sisters, OR 97759 Builder: JP Prinz, LLC 541-420-4507 Permit # 247-20-006572
\$23,500.00	-	Commercial (Suite B Restrooms) 175 sf. at 382 E Hood Ave. Sisters 97759 OR Owner: Peterson Tool Manufacturing Company 926 E Creekside Ct. Sisters, OR 97759 Builder: John McQuay Stitley 541-390-4670 Permit # 247-21-000851
<b>Klamath Co. &amp; City of Klamath Falls</b>		
\$30,000.00	-	Commercial (Papa Murphy's) 135 sf. at 3140 S 6th St. Klamath Falls 97603 OR Owner: Swan Lake Moulding Co. PO Box 428 Klamath Falls, OR 97601 Builder: Andrews Building, LLC 541-892-0049 Permit # 483-21-000854
<b>City of Hood River</b>		
\$95,000.00	-	Commercial (Employee Break Room) at 701 Portway Ave. Hood River 97031 OR Owner: Port of Hood River 1000 Port Marina Way Hood River, OR 97031 Builder: Schuepbach Custom Builders, Inc. 541-386-4166 Permit # 413-21-000078

COMMERCIAL PERMITS WEEK ENDING 4-9-2021

<b>City of Redmond</b>		
\$25,000.00	-	Commercial (Shower Addition) 216 sf. at 1475 SW 35th St. Redmond 97756 OR Owner: Redmond Free Methodist Church 619 S 9th St. Redmond, OR 97756 Permit # 711-21-000091
<b>City of Bend</b>		
Due to system changes at the City of Bend we are temporarily unable to provide Bend permits at this time.		

Sunriver Magazine

Continued from page 3

Chamber Executive Director Kent Elliott said both the website and the magazine contain valuable information for residents, business owners and guests to the Sunriver area.

"We created both the website and the magazine so it's easy to find what you are looking for, whether it's where to go to dinner, Sunriver's unique history, local events or Sunriver's many recreational opportunities," Elliott said. "Sunriver is a welcoming place, and we wanted that reflected in both the magazine and the website. We welcome people to visit here, live here and do business here."

The *Sunriver Magazine* was published by Cascade Publications Inc. of Bend, in collaboration with the Sunriver Area Chamber of Commerce.

Cascade Publications Inc. President/CEO Jeff Martin said Sunriver is a place where traditions start, from annual golf or ski trips to family vacations. "It's always a joy to work with the Sunriver Area Chamber of Commerce and share why Sunriver has been a vacation destination for more than 50 years," Martin said. "We believe the *Sunriver Magazine* reflects the beauty of the Sunriver area and markets its amenities."

Martin shared the magazine's cover is also the poster for the Sunriver Music

Festival. A local artist, David Kreitzer's original painting, *Sunriver Wake*, was selected as Sunriver Music Festival's poster artwork for 2020 and for 2021. "We were looking for artwork that really spoke to everything that makes Sunriver the crown jewel of Central Oregon's High Desert and this painting says it all," Martin said.

The new website was a collaboration of the Chamber, The Marketing Department and Wholesum Media.

The Marketing Department President Anne Marie Daggett said it was an honor and privilege to work with Elliott and Chamber President Dan Youmans, along with Mike Olarrea of Wholesum Media and Kristine Thomas to create the website.

"I believe the new website reflects the community spirit and the energy of Sunriver while sharing everything Sunriver has to offer," Daggett said. "Sunriver is an oasis that welcomes everyone from tourists to business owners. The new website was designed to be a pleasurable experience for visitors, and I believe depicts the energy and ambiance of Sunriver."

More than 20,000 copies of the magazine will be distributed throughout Oregon in visitor locations. It is now available throughout Sunriver to pick up a free copy. Visit [sunriverchamber.com](http://sunriverchamber.com) to view the new website.

*Sunriver Chamber of Commerce, 57195 Beaver Dr., 2 Country Mall, Ste. B, PO Box 3246, Sunriver OR 97707*  
[sunriverchamber.com](http://sunriverchamber.com)



# EDCO ANNUAL LUNCHEON

MOVE. START. GROW.

IN-PERSON & VIRTUAL

FEATURING

## TIM HARFORD

International Bestseller |  
Economist | BBC Radio Host  
| TED Speaker

*"He's a genius at telling stories that  
illuminate our world."*  
— Malcolm Gladwell



TICKETS AND INFO AT  
[EDCOINFO.COM/EDCOEVENTS](http://EDCOINFO.COM/EDCOEVENTS)

TITLE SPONSOR



KEYNOTE SPONSOR



BOOK SPONSOR



MEDIA SPONSOR



## Got Green? We Do!



## MIRROR POND CLEANERS

(541) 389-1411

615 NW Franklin Ave. • Bend, Oregon 97701

