



Oregon Extends
Pay Equity
Exceptions
— Page 5

Enhancing & Promoting the Economic Vitality of Central Oregon Since 1994

Hiatus Homes Leads Compact Living Movement

Bend-Based Developers Prize Sustainability, Density & Innovative Investment

by SIMON MATHER — CBN Feature Writer



HIATUS CEO JESSE RUSSELL ON BALCONY OF HIATUS HOME | PHOTO COURTESY OF HIATUS HOMES

As the demand for more attainable and more efficient housing ratchets up in Central Oregon, small home sustainability pioneers Hiatus Homes is answering the call through a collage of creative communities — and offering innovative opportunities for investors to support their evolution (*see sidebar*).

Company founder and Bend native Jesse Russell said, “Hiatus Homes is part of a new movement in residential development through which we are building small footprint, high quality, ecologically sound and intelligently designed homes.

“Innovation in city codes, design and building is providing a new type of buyer with an opportunity to change their life and help heal our climate.”

Russell grew up in Bend and after a professional career working in the TV industry in Los Angeles and New York, made the life-changing decision to sell most of his possessions and return to his hometown to focus on building a tiny house.

Originally called Tongue and Groove Tiny Homes, the precursor to Hiatus Homes was born in 2015 when Russell built the first prototype as a tiny home on wheels in a friend’s backyard. Leading up to the launch of Hiatus, the team experimented with building tiny taverns on wheels, including two mini pubs and a food truck with taps.

After participating in the Bend Design Conference, and strengthening a commitment to the small home movement, the dream was nurtured to build an innovative community focused on small home design. Following three years of hard work interacting with the City of Bend, Russell was the first developer to use a newly introduced cottage code to

Positive Outlook on Commercial Real Estate Front

Central Oregon Brokers Cautiously Optimistic but Economic Impacts Linger

by SIMON MATHER — CBN Feature Writer

Despite suffering setbacks during the pandemic in 2020 and 2021, local specialists largely view the commercial real estate industry in Central Oregon as having a positive outlook heading into 2022, with the industrial and multi-family sectors in particular forecast to continue to thrive.

But there are continuing economic headwinds to navigate, in part due to COVID’s lingering impacts, with rising inflation, interest rate hikes, labor shortages and increased costs for construction materials part of the new reality.

Over the past year, a combination of labor shortages, supply chain disruption and economic growth pushed inflation to its highest rate in decades. In commercial real estate, in Central Oregon and the nation as a whole, the impact was largely felt in new construction, where materials drove project costs up significantly.

This inflationary pressure looks set to continue to



RENDERING OF PROSPECTIVE MIXED-USED MULTI-STORY BUILDING SLATED FOR 181 FRANKLIN CLOSE TO DOWNTOWN BEND, DESIGNED BY BLRB ARCHITECTS, WITH COMMERCIAL ON THE GROUND FLOOR AND RESIDENTIAL UNITS ABOVE, ILLUSTRATING THE CITY’S INCREASING URBANIZATION | RENDERING COURTESY OF BLRB ARCHITECTS

impact construction costs. As a result, replacement costs should continue to rise and existing assets will likely benefit from demand shifting in their favor and drive

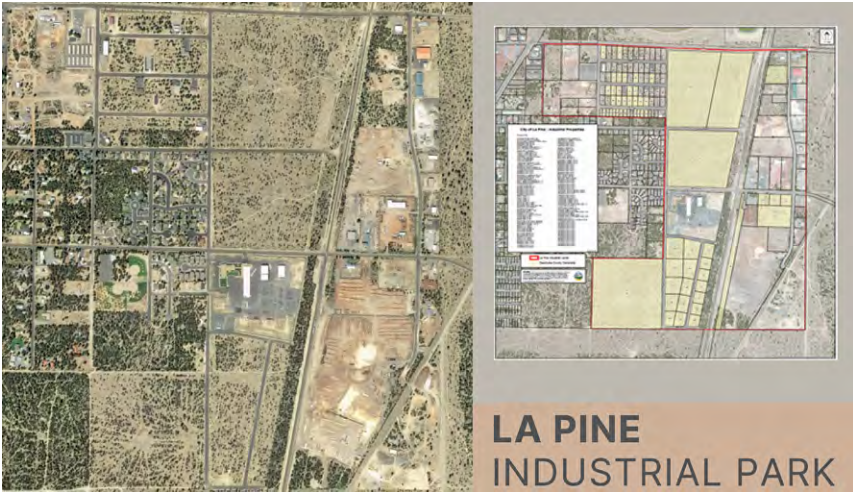
Central Oregon Real Estate Spotlight — Pages 10-33

South County Rebounds, Projected for Robust Growth

by PATRICIA LUCAS, Director — Sunriver/La Pine Economic Development & GINNY KANSAS-MESZAROS, Principal Broker/Owner — Ginny Kansas Real Estate

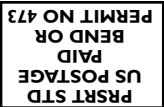
Deschutes County and South County residents are among the first County and City in the State to gain Economic Recovery, according to Oregon State Economist Josh Lehner in the 2022 Annual Sunriver-La Pine Economic Development (SLED) luncheon hosted by the Sunriver Resort. Amidst the Pandemic, worker shortage and supply chain disruption, city, regional and state presenters highlighted the astounding progress made by the interdependent communities of La Pine, Sunriver and Three Rivers South over the past year.

South County businesses and residents have pushed through the pandemic stalemate and are on track for expansion teeming with new residential developments, having gained unprecedented homes and lot sales prices and record-high appreciation for existing home and lots. This windfall coupled with low inventory and solid prospects for incentivized industrial/commercial land pricing in La Pine and low unemployment through Sunriver to La Pine will potentially put the area in a stable balance between supply and demand, allowing the overwhelming demand for services to slow enough for the workforce to catch up. Amidst the labor shortage



LA PINE INDUSTRIAL PARK | GRAPHIC COURTESY OF SLED

and supply chain disruption, area residents’ home market value appreciated up to 25 percent so increased home equity created more time and money at hand to rouse homeowners to invest in home improvement. A surge in demand for local business and contractor services from the floodgate of visitors to the area’s vacation homes and Airbnb’s led to an overflow transient Room tax revenue collection to greatly benefit South Deschutes County with capital improvements.





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INSIDE
THIS ISSUE

Business & Industry	2
Hot News	4
2021 Central Oregon Real Estate Review	10
Commercial Real Estate Companies	10
Residential Real Estate Companies	16
Property Management	26
Title Companies	28
Mortgage Companies.....	30
Money & Investment.....	34
Who's Who	35
Business Calendar	37
Permits	37
Town & Country	39



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404 NE Norton, Bend, Oregon 97701

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CONTRIBUTORS

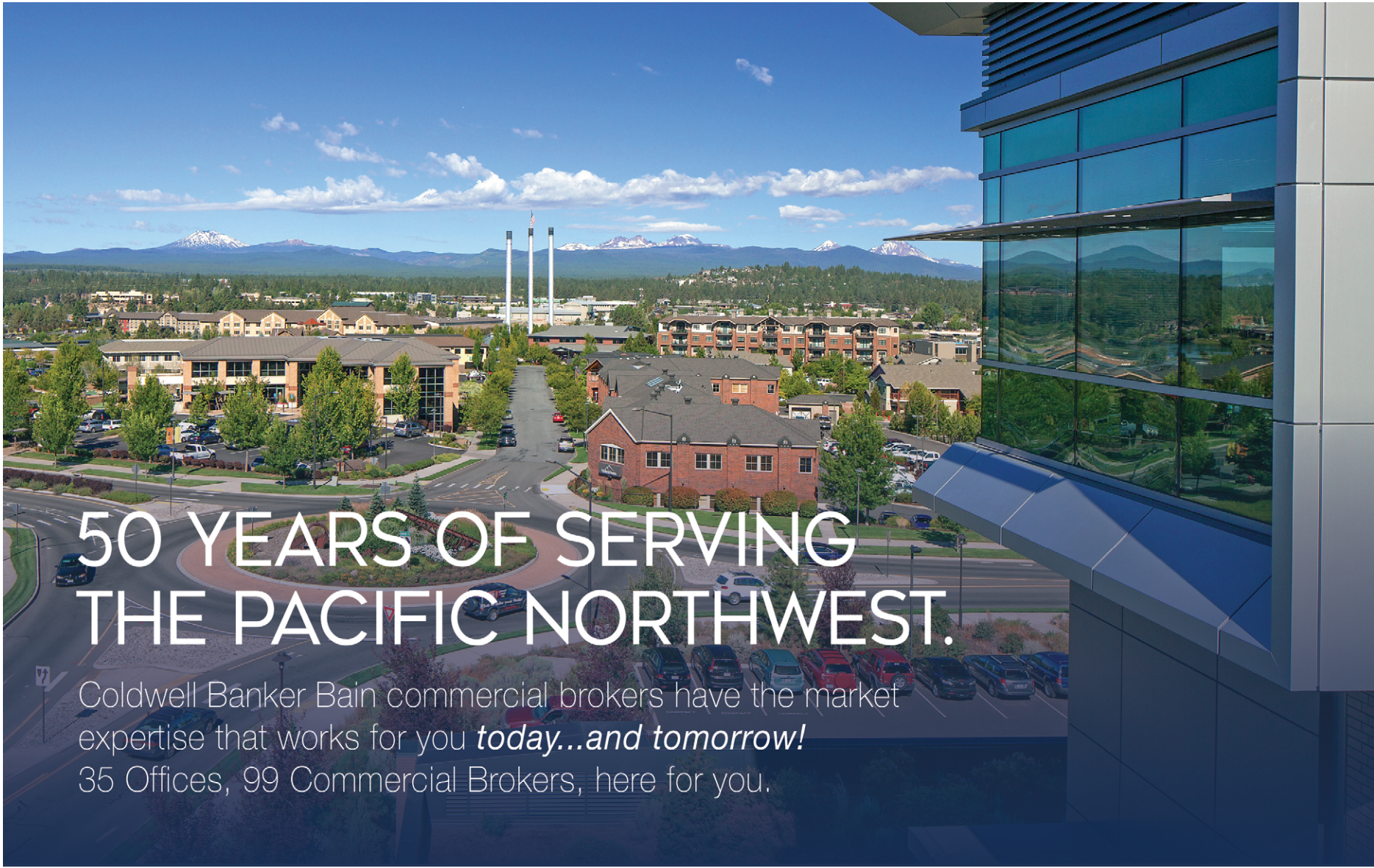
PATRICIA LUCAS & GINNY KANSAS-MESZAROS	1
AMY ANGEL & MARLEY MASSER.....	5
JIM DARCEY.....	7
RON MONTGOMERY.....	9
GRAHAM DENT & JAY LYONS.....	11
RUSSELL HUNTAMER, GRAHAM DENT, PAT KESGARD & RON ROSS.....	12
KATY HAINES	13
BRUCE BARRETT.....	15
GINNY KANSAS & TAMRA CARRELL.....	17
ANGELIKA OLSEN.....	18
RYAN BUCCOLA.....	22
ED WETTIG	34

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Feature Writer.....	Kenneth Marunowski, Ph.D.
Feature Writer.....	Simon Mather
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AL EASTWOOD
541.350.0987
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PAULA VAN VLECK
541.280.7774
paulavanvleck@cbbain.com



JED BELLEFEUILLE
503.740.8399
jedbellefeuille@cbbain.com



BILL PON
541.815.4140
billpon@cbbain.com



DEBRA O'SHEA
541.749.8678
debraoshea@cbbain.com



LEAH LATHAM
541.678.8988
leahlatham@cbbain.com

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Rosell Wealth Management Launches the James A. Lee Community Gift Fund to Support Local Nonprofits

Rosell Wealth Management launched a new donor advised fund called the James A Lee Community Gift Fund to support local nonprofits. The launch took place on April 7 at 5pm at 10 Barrel Eastside. During the event, grants were awarded to nine local nonprofits who are making tremendous impacts in the community. The grants were presented by a number of community members including Sally Russell, Mayor of Bend, John Hummel, District Attorney of

Bend and Katy Brooks, CEO of the Bend Chamber of Commerce. To support this fund, Rosell Wealth Management donates a significant portion of the company's annual profits. Each year grants are awarded to a select number of charitable organizations, with a focus on the Bend community. The Oregon Community Foundation

Continued on Page 38 ►

ColeBreit Engineering Acquires Axiom Engineers

Oregon-based ColeBreit Engineering has announced its acquisition of and merger with California-based Axiom Engineers. The new combined firm will be the second-largest, certified women-owned Mechanical, Electrical and Plumbing (MEP) engineering and design firm in the Pacific Northwest with 50 employees, five west coast offices, and a commitment to quality, integrity and expertise. The terms of the acquisition were formally completed on December 31, 2021.

The alliance of these two highly compatible, family-tied firms is rooted in success and succession. Laura Breit, president and CEO of ColeBreit Engineering, is succeeding her father, Ray Cole, former president and CEO of Axiom Engineers for more than 40 years. Breit, who began her own mechanical practice almost ten years ago, will lead

Continued on Page 38 ►

Benchmark Pyramid Assumes Management of Riverhouse on the Deschutes

Global hospitality company Benchmark Pyramid has assumed management of Riverhouse on the Deschutes, a distinctive riverfront hotel on the Deschutes River in Bend. "We are delighted to expand our portfolio of experiential resorts and hotels to the state of Oregon and Bend's spectacular setting," said Benchmark Pyramid President Alex Cabañas. "Riverhouse on the Deschutes offers the quintessential Central Oregon

experience, with topnotch LEED Silver-certified conference facilities, and superb culinary, wellness and outdoor adventure opportunities for guests" he noted. With the Deschutes River as its backdrop, the 221-room hotel features many noteworthy spaces and amenities including Oregon's largest convention center east of the Cascades,

Continued on Page 38 ►

RECENT TRANSACTIONS

Broker Erin Shinn with RE/MAX Key Properties, represented the seller in the sale of **34 N Mariposa Drive, # A in Tygh Valley, OR.** The recently remodeled restaurant, bar, and grill located on the water at Pine Hollow Reservoir on the eastern slope of Mt Hood sold for \$836,500.

Compass Commercial Real Estate Services Brokers **Dan Kemp, CCIM** and **Kristie Schmitt** represented the seller, **21 Canal Limited Partnership**, in the sale of 1900 SE Umatilla Avenue in Redmond. The 9.07 acre commercial property sold for \$5,500,000.

Brian Fratzke, CCIM, Principal, & Tom Tapia, CCIM, Principal, of Fratzke Commercial Real Estate Advisors, Inc., represented the Seller in the sale of 20420 Robal Lane, in Bend, for \$10,750,000.

Brokers **Graham Dent, Jay Lyons, SIOR, CCIM** and **Grant Schultz** with **Compass Commercial Real Estate Services** represented the landlord, **Winter Peak Development**, in the lease of a 12,500 SF industrial building located at 63047 Layton Avenue in Bend.

Brian Fratzke, CCIM, Principal, of Fratzke Commercial Real Estate Advisors, Inc., represented the Buyer and Seller in the sale of 611 NE Jackpine Court, in Redmond, for \$4,045,000.

Compass Commercial Real Estate Services brokers **Peter May, CCIM** and **Russell Huntamer, CCIM** represented the seller, **Te Amo Despacio, LLC**, in the sale of a 0.81 acre commercial lot located at the Home Depot anchored Virginia Center on NW 6th Street in Redmond. The parcel sold for \$925,000.

Dan Steelhammer, Broker, represented the Seller, and **Brian Fratzke, CCIM, Principal,** represented the Buyer, both of **Fratzke Commercial Real Estate Advisors, Inc.,** in the sale of 828 NW Hill Street, in Bend, for \$1,750,000.

Brokers **Peter May, CCIM** and **Dan Kemp, CCIM** with **Compass Commercial Real Estate Services** represented the buyer, **Filmore Family Limited**, in the sale of a 2.02 acre parcel located on NE 17th Street in Redmond. The industrial land sold for \$612,889.

Dan Steelhammer, Broker, of Fratzke Commercial Real Estate Advisors, Inc., represented the Buyer in the sale of 0.81 Acres of land on 6th Street, in Redmond, for \$925,000.

Compass Commercial Real Estate Services brokers **Graham Dent, Jay Lyons, SIOR, CCIM** and **Grant Schultz** represented the landlord, **1001 Building Associate, LLC**, in the lease of a 4,973 SF office space located at 1001 SW Emkay Drive in Bend. Brokers **Lyons** and **Schultz** also represented the tenant, **Silipint, Inc.**

Tom Tapia, CCIM, Principal, of Fratzke Commercial Real Estate Advisors, Inc., represented the Seller, & **Brian Fratzke, CCIM, Principal, of Fratzke Commercial Real Estate Advisors, Inc.,** represented the Buyer in the sale of 56890 Venture Lane, in Sunriver, for \$650,000.

Brokers **Ron Ross, CCIM, Terry O'Neil, CCIM** and **Luke Ross** with **Compass Commercial Real Estate Services** represented the seller, **B&S Assets, LLC**, in the sale of 730 SW 11th Street in Redmond. The 1,738 SF office building on 0.23 acres sold for \$426,500.

Brian Fratzke, CCIM, Principal, & Tom Tapia, CCIM, Principal, of Fratzke Commercial Real Estate Advisors, Inc., represented the Seller in the sale of 2.01 Acres of land on 15th Street, in Redmond, for \$612,889.

Continued on Page 33 ►

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Oregon Extends Pay Equity Exceptions

Providing Employers with Important Tools to Attract & Retain Talent in Tight Labor Market

by AMY ANGEL, Partner & MARLEY MASSER — Barran Liebman LLP

In a historically tight labor market, businesses ought to use all available methods to attract and retain talent. Two useful tools employers should consider implementing are hiring and retention bonuses. Effective March 7, 2022, the Oregon legislature passed Senate Bill 1514, which extends several important amendments to Oregon’s Equal Pay Act, including a provision which temporarily exempts hiring and retention bonuses from the Act’s definition of “compensation” through September 28, 2022. This exemption allows Oregon employers more leeway to offer bonuses to incentivize prospective and current employees in a particularly challenging labor market without running afoul of Oregon’s Equal Pay Act.



Amy Angel



Marley Masser

employer wants to incentivize the employee to stay, but does not have flexibility to simply give the employee a raise to match the competing offer.

Requirements & Exemptions Under Oregon’s Equal Pay Act

In 2017, Oregon passed the Equal Pay Act, which prohibits employers from making compensation decisions based on an employee’s protected characteristics, including gender, sexual orientation, race, color, religion, national origin, marital status, veteran status, disability or age. Ordinarily, to comply with the Act, employers must make hiring and retention bonuses available to all employees performing work of comparable character on an equal, non-discriminatory basis, subject to differences based only on specific, statutorily-enumerated factors. “Work of comparable character” means work that requires substantially similar knowledge, skill, effort, responsibility and working conditions, regardless of the job description or title. Thus, if an employer chooses to provide an employee a different level of compensation (which includes hiring and retention bonuses), the compensation differential must be justified entirely by one or more non-discriminatory, bona fide factors. These factors are limited to seniority systems, merit systems, the quantity or quality of production, workplace location, travel, education, training, and/or experience. These factors do not include paying an employee differently in response to a challenging labor market or to attract or retain an employee in the face of competing job offers at a higher level of compensation. By enacting SB 1514, the legislature temporarily carved out an exception for hiring and retention bonuses from the definition of “compensation,” thereby giving employers far more flexibility to attract new employees and retain talent without having to extend such offers to all similarly situated employees.

Combating the Impacts of the “Great Resignation”

This extension comes at a crucial time for many employers. Throughout the COVID-19 pandemic, millions of Americans have left their jobs seeking new employment opportunities — a phenomenon deemed the “Great Resignation.” According to the U.S. Bureau of Labor Statistics, more than 47 million Americans voluntarily quit their jobs in 2021. This year appears to be on a similar pace with nearly 4.3 million workers quitting their jobs in January, followed by another 4.2 million in February. Even with job openings near record highs, available workers remain in short supply. So why are workers leaving in such high numbers? According to employees, the top three reasons include a lack of opportunities for advancement, dissatisfaction with workplace culture and inadequate compensation packages. Thus, to remain competitive in such a tight market, it is critical for employers to effectively attract and retain highly sought-after talent.

The Benefits of Hiring & Retention Bonuses

While employers may or may not be able to fulfill employees’ requests for advancement or a raise in salary, hiring and retention bonuses offer a helpful middle ground for employers wanting to incentivize prospective and existing employees. Hiring bonuses are typically paid upon a prospective employee starting employment or after the employee has been employed for a specified number of days. Meanwhile, retention bonuses are paid to existing employees who remain employed with the employer through a specified date. These bonuses allow employers to incentivize employees to stay through a busy season or other period where its critical to attract and retain workers. A retention bonus may also be used if an employee receives a competing job offer and the current

Importantly, this exemption is only temporary, and it is currently scheduled to expire on the 180th day following the end of Oregon’s state of emergency, which ended on April 1, 2022. Accordingly, this exemption will remain in effect only until September 28, 2022, and employers should take advantage of this exemption while they can.

Amy Angel is a partner at Barran Liebman LLP, where she represents employers in a variety of matters. For questions regarding SB 1514 or for any other questions related to pay equity, contact Amy Angel at 503-276-2195 or aangel@barran.com. Marley Masser is a law clerk with Barran Liebman LLP. Contact her at 503-276-2130 or mmasser@barran.com.



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South County Rebounds

Continued from page 1

County Projects: \$8 million has allocated to the Sunriver Service District to help fund a public safety building that will house the Sunriver Fire and Police Departments. The total project is estimated to cost \$16-\$18 million.

\$550,000 has also been appropriated by Deschutes County for MountainStar Family Relief Nursery to build a childcare facility in La Pine to assist with the childcare needs of the area.

Notable ongoing La Pine to Sunriver & Three Rivers South Projects:

- \$35 million investment in wastewater and water capacity expansion
- \$1 million investment in new trail development
- \$1 million investment in park and ride transit center
- Bend Broadband is re-building the entire La Pine market with GPON (gigabit passive optical Network over 7K addresses) up to 1Gig available with 400Mbps upload
- Sunriver is most desired Zoom Town in Oregon
- Sunriver Trail — A new network of ten miles of recreational dirt and gravel trails (accessible from Sunriver over Cardinal Bridge and from Forest Road #41) will offer exciting opportunities for mountain biking, hiking and trail running for residents and tourists. The new Sunriver Trails bring another important outdoor adventure amenity to South Deschutes County. Most of the construction of the Sunriver Trails has been completed by volunteers from a recently formed chapter of the Central Oregon Trail Alliance. bendtrails.org/roundabout
- Sunriver Resort submitted a final master plan to Deschutes County for the Caldera Springs project. There are 340 home sites, and 75 vacation rental units are planned
- Sunriver Resort is on schedule to open a new indoor aquatics facility by Memorial Day that has been under construction for the past year

Population Growth: La Pine has experienced 52 percent of population growth from 2010 to 2020, and is ranked number seven in the Top Ten Fastest Growing Cities in Oregon with a combined community population of 18,477 and labor force of 4,617.

Labor Market: Lehner said the outlook for Deschutes County Labor Market will remain tight, with large Millennials cohort (1981-1999), who are now middle-age and the key economic force. Smaller Gen Z cohort due to a lot fewer teenagers (2000-2018) barely offsets retiring Baby Boomers in labor market will surpass the extra-large Baby Boomers cohort (1946-1964) in absolute size next year.

Largest Employers	Number of Employees
Sunriver Resort	1,000
La Pine & Sunriver (Bend) School District	249
Sunriver Brewing Company	200
Sunriver Homeowners Association	125
La Pine Community Health Center	67
Ray's Food Place/Shop Smart	67
Midstate Electric Cooperative	60
Quicksilver Contracting Company	59
McDonald's — La Pine	43
Bi-Mart	40

Fastest Growth Sectors:

- Leisure & Hospitality
- Professional/Biz Services
- Education
- Transportation/Warehousing/ Utilities Care

Housing:

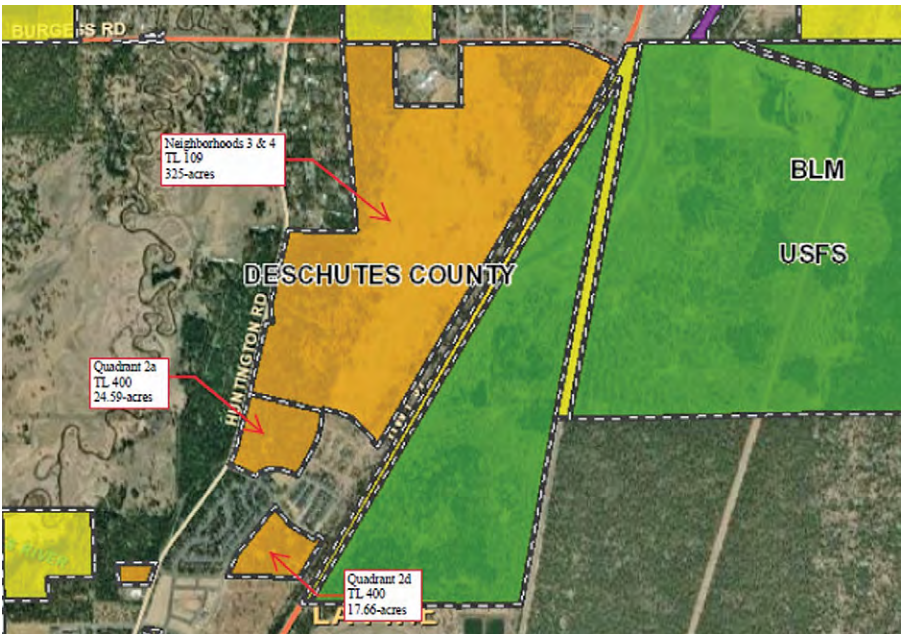
- The historically lowest inventory of existing homes with the added shortfall of available, affordable and new housing needed — and record-high lot sales and sales prices have all led to jaw-dropping sales price increases and brutal buyer competition
- There are six residential projects of nearly 400 units currently in development, along with 36 multi-family units under construction with more in the pipeline
- The county has awarded development of 42 acres in the Newberry Neighborhood for 80 new homes with an allocation of four acres to Habitat for Humanity

Average Home Price:

- La Pine \$421,705
- Sunriver \$902,873

Median Household Income:

- La Pine \$41,788
- Sunriver \$55,750



HOUSING AND LANDS IN LA PINE | GRAPHIC COURTESY OF SLED

There is a strategic effort to create more job opportunities, childcare and workforce development for South Deschutes County residents to enhance the local economy.

SLED has been working with developers to create more industrial space available for potential traded sector businesses. The goal is to bring more family wage jobs and capital investment to the community.

What makes South County especially alluring is its distinction as having the economic impact of the remaining lion's share of rarely and readily available developable land with the water, sewer and power infrastructure — In the City of La Pine there are 160 acres of fully infrastructured industrial zoned land owned by the county available for development Then connect those opportunities with its direly needed and swelling population growth of Millennial and Boomer workforce of the combined labor market of the Sunriver, Three Rivers South and La Pine to the area's largest Employers. Presto! You have a growing and readily available workforce in the years to come!

Contributor, Ginny Kansas-Meszaros, Advisory Board member, Sunriver-La Pine Economic Development, principal broker/owner of Ginny Kansas Real Estate. ginnym.kansas@gmail.

Patricia Lucas, CEcD — executive director — Sunriver/La Pine Economic Development Program. sledexecutivedirector@gmail.com.

Sunriver/La Pine Economic Development (SLED) has a mission to help move, start and grow traded-sector businesses to purposefully create a balanced and diverse economy at the local level and for the region. The Sunriver/La Pine program was initiated in 2014 and has been actively assisting traded sector businesses in the local economy ever since. The program has the support of a local advisory board that is 13 members strong representing the public and private sector. The board plays a significant role in collaborating and strategizing on how to make these communities prosper.

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We're nurturing wellbeing & creating ripple effects
that help our community members live better lives.

38% of Central Oregon households were living on the edge, or were already living below, the federal poverty level before COVID-19.

That's why we've been focusing our grantmaking on helping the nonprofits that serve our community's most marginalized to adapt, recover, and stabilize.

We've awarded over \$1 million to 58 local nonprofits since the pandemic began.

26% of Central Oregonians are served by a United Way funded program or service.

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Get to Know SCORE Central Oregon

by JIM DARCEY, Mentor — Central Oregon SCORE

Having move to Bend from Southern California last year after selling my businesses, I wanted to work out a way to stay engaged in a useful volunteer role. I had heard of SCORE when I was in California, and knew that the organization provided free mentoring to people either considering starting a new business or seeking guidance to improve the performance of their existing businesses.

With 30+ years of business experience, I realized that I would have something to offer in the way of guidance and mentoring. SCORE was the perfect connection to facilitate putting my experience and knowledge to use, so I joined the team.

As a quick background, the SCORE acronym stands for Service Corps of Retired Executives. As a volunteer organization of mentors, it is a part of the SBA. It was originally formed back in the 60's by a few people retiring from their professions who wanted to keep their hand in supporting small businesses. Since its inception, it has grown to a national organization with hundreds of chapters around the country, including over 10,000 volunteer mentors.

The stated mission of SCORE is: Foster vibrant small business communities through mentoring and education. While the name includes the term "retired" — though many are retirees — a number of those volunteering with SCORE are still active in business roles while providing free mentoring.

Locally, the Central Oregon chapter has around 30 active volunteer mentors. The chapter spans the area including Bend, Redmond, Sisters, La Pine and



Prineville. In the last six months, eight new mentors have joined the team, thus expanding the capacity to help the business community. In the last year, the local chapter key statistics include assisting in the creation of 57 new businesses and 137 new employment positions. That reflects growth in both categories, in spite of the COVID restrictions.

One of our local businesses in the healthcare field that received mentoring support was featured in a national SCORE publication. Here is a brief summary of the value that was received: My SCORE mentor was the perfect fit. He brought over 30 years of industry experience with financial planning/HR/Hiring/HIPAA/ OSHA/ expertise that was incredibly helpful for us.

Mentoring support is available to anyone considering a new business venture, in start-up mode, or wanting to address any area of possible improvement needed in a current business — including improving profitability, HR issues, marketing/sales, and expansion. The mentoring is always free of charge. SCORE mentors are also available to discuss your business situations on a walk-in basis at the downtown Bend Public Library from 5:30-7:30pm on Tuesday evenings in the months of September through June, with the exception of end of year holiday weeks. To learn more about SCORE Central Oregon, the website is centraloregon.score.org. The site includes links to request mentoring, mentor profiles, extensive business education content and other useful links.

As our local chapter is growing, there is definitely room for more volunteer mentors! Whether you are retired from business, or are still working and want to help, we would welcome your application to consider joining our team.

centraloregon.score.org

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Heart of Oregon Corps Provides 200 Summer Job Opportunities for Local Youth

Full-time & Part-time Jobs Available
for 16-24-Year-Olds throughout Central Oregon

Heart of Oregon Corps (HOC) opens applications for summer job opportunities for 16-24-year-olds in Central Oregon. After two years of reduced capacity in their programs due to COVID-19, HOC will resume operating at full, offering 200 job opportunities for local teens and young adults this summer. Opportunities are offered in the following locations throughout Central Oregon: Bend, Sisters, Redmond, Prineville, Madras, Warm Springs and Crescent. Youth in all programs will gain work experience, leadership skills and guided professional development, all while earning money and making friends!

“COYCC is an awesome summer job opportunity,” says Brian Schmidt, a former Central Oregon Youth Conservation Corps (COYCC) crew leader. “You get to spend your summer days outside, with friends, in beautiful locations. I think some of the prettiest places I have been in Central Oregon were during COYCC.”

HOC’s six programs include Central Oregon Youth Conservation Corps, AmeriCorps, Stewardship, Camp LEAD, the HOC Thrift Store and YouthBuild. Collectively these programs are hiring for 150 positions, and HOC currently has 50 program participants who will continue in their current roles throughout the summer gaining valuable work and national service experience and job skills. Job opportunities/national service experience includes the following: working on public lands conservation projects, reducing wildfire fuels, building affordable housing, serving in childcare and youth programs, litter and recycling crew and running a thrift store. HOC partners with local organizations such as the US Forest Service, Bureau of Land Management, Deschutes County, Central Oregon Intergovernmental Council, Sisters Habitat for Humanity, Oregon Youth Transition Program, Camp Tamarack, the Children’s Forest of Central Oregon and other local nonprofits around Central Oregon for these summer job opportunities.

Youth 16-24 in Deschutes, Crook, Jefferson and Klamath County looking for summer jobs and national service positions are invited to apply online. No



PHOTO | COURTESY OF HEART OF OREGON CORPS

experience is necessary and all abilities are welcome. Detailed descriptions and applications for HOC’s job opportunities can be found on Heart of Oregon’s website at heartoforegon.org and if you are not sure what program is best suited for you give HOC a call at 541-633-7834.

heartoforegon.org

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Get Found Online...Sell More Properties

by **RON MONTGOMERY** — **Cight Solutions**

From showings and managing listings to staying on top of new potential clients, real estate agents have a lot to tackle each day. A well thought out digital marketing strategy and solid online presence can create efficiencies and ease some of the workload. But where do you begin... Here are five key areas to focus your efforts (from an agency who breeds contenders):

- A User and Mobile Friendly Website
- Maintained Customer Relationship Management (CRM) Database
- Consistent Email Marketing and Social Media Presence
- Optimized Listings/Google Business Profile Management
- Targeted Search Engine Optimization (SEO)

Each of these areas, when implemented appropriately, should work in harmony to generate brand awareness, foster consistent communication and maintain your online brand.

A User and Mobile Friendly Website

Is your website easy to navigate on PC and mobile? How quickly can visitors find what they're looking for? Here are a few areas to consider.

- Access to Listings — Can buyers search for their ideal property on your site?
- Service Area Segments — Different landing pages for each area you provide services boosts and supports SEO
- FAQs and/or Blog — Are you highlighting your experience and providing site visitors added confidence in your services?
- Contact Forms — Is it easy to get in touch with you?

Without a powerful website, you're losing potential clients. Your website should look great, load fast and make it easy to find information.

Maintained Customer Relationship Management (CRM) Database

To put it simply, a CRM is a digital rolodex. One place to store critical client and prospects and organize marketing efforts. If you're maintaining your contact list on a spreadsheet, today's the day to reconsider...

A well built and maintained CRM can:

- Schedule tasks to stay on top of current clients
- Segment contacts into lists and integrate with email marketing tools to see outreach results specific to a person or group of people
- Integrate with social media to gain insight on how contacts are interacting with you
- Assist in sales forecasting across all buying and selling opportunities

There's a large pool of CRM options available for realtors, make sure to identify your priorities and level of technical support needed before selecting yours.

Consistent Email Marketing and Social Media Presence

Email marketing and frequent social media activity keeps you top of mind for consumers and, when done correctly, can also support SEO efforts.



A successful email marketing campaign will get the recipients to engage with you and help drive more sales. Build campaigns with your goals in mind:

- Automate notifications about new listings to prospective clients to keep them informed
- Send consistent emails to boost engagement and nurture your existing audience.
- Write your subject line to tease, or intrigue, the recipient to open your email.
- Track and test your audience engagement

Email marketing should also drive traffic to your social media and support increasing your followers. Frequent and consistent social postings help to:

- Tell your story and humanize you
- Connect with your target audience
- Communicate authority and show authenticity
- Increasing web traffic

You need to come up with a stream of timely, relevant content your audience will like, and then engage across all your social channels. If you visited a realtors Facebook page and they hadn't posted in months... how likely would you be to reach out?

Optimized Listings/Google Business Profile Management

When customers look up a business online, they expect to find accurate information...and Google is just one of your online listings. The more online directories your business lists itself on, the higher the probability of a customer finding you through online search.

Listing management (which includes your Google Business Profile) is vital because the internet is where consumers research, shortlist and finalize a business they want to interact with. So be sure to claim the Google Business Profile for your real estate business and work with a service or company that can support managing all of your online listings.

Targeted Search Engine Optimization (SEO)

How many times does your website mention key phrases like "homes for sale in Bend, Oregon"?

SEO is about getting your website seen on search engines like Google. SEO takes into consideration the words consumers are using to make searches on search engines and implements those keywords into web content to help drive traffic.

To make the most of your SEO efforts, allocate some of your time to reviewing the content on higher ranking sites within your niche, and aim to write content that's better than theirs.

So, set up your user/mobile friendly website, send targeted emails to segmented lists in your CRM and stand out from your competitors with managed listings and solid SEO. At Cight Solutions we've helped Realtors become contenders... if you want to be a contender, we're here when you're ready.

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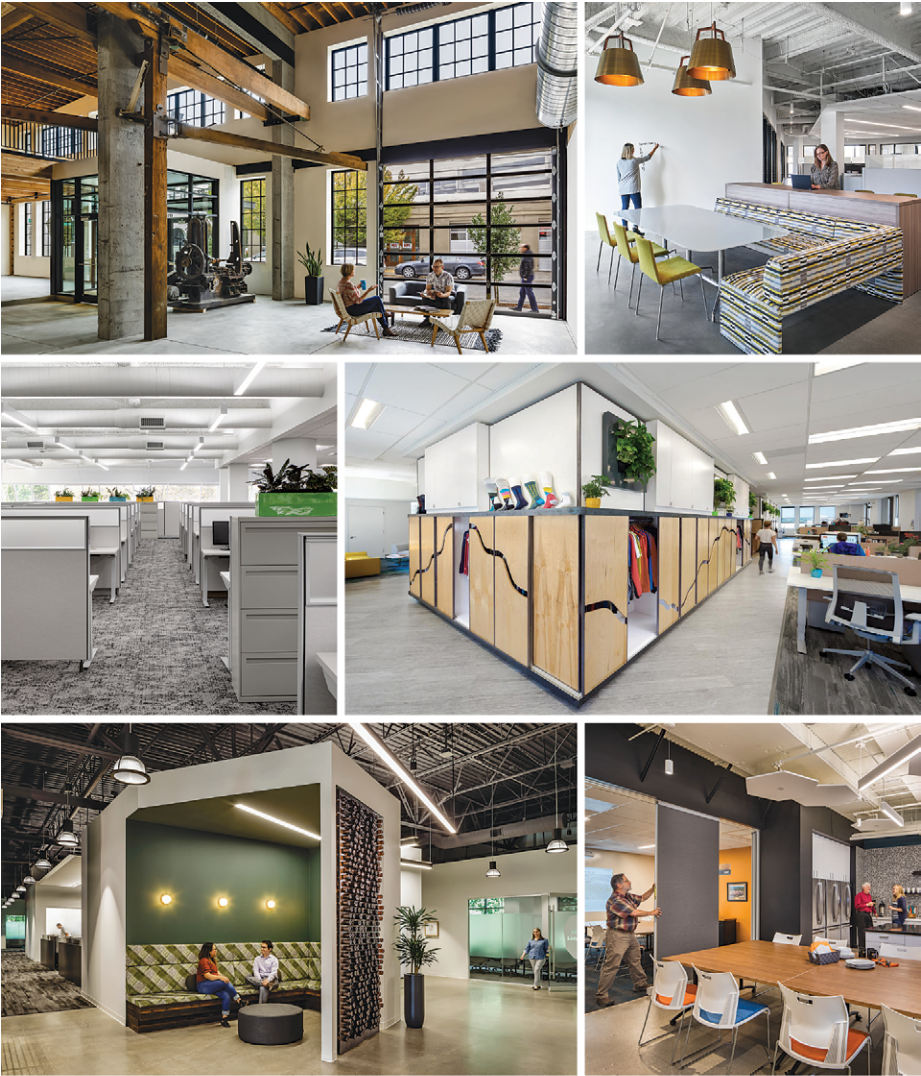
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Commercial Real Estate Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
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
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	60
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.capstonecommercialrealestate.com nch.hadley@century21.com	Krista Eastes, Greg Jacobs, Simon Lowes, Rich Hadley	4	2010	4
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	28
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 brianhouston@cbbain.com	Brian Houston	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 marketing@compasscommercial.com	Dan Kemp	40	1996	20
Crook County Properties, LLC 691 NE Third St. Prineville, OR 97754	541-447-3020	541-447-2120	www.crookcountyproperties.com tracym.ccp@gmail.com	Tracy Martinez	0	1985	4
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
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	17	2007	7
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	Christin Barber, Jack Rinn	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

Continued on Page 12 ▶



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State of the Office Market Post Pandemic

by GRAHAM DENT, Partner, Broker — Compass Commercial Real Estate Services

Some of the most frequently asked questions are about the state of the office market post-pandemic. Have companies returned to the office? Has demand for office space fundamentally changed? What does the future hold for office space in Bend?

The Bend office market, like others around the country, froze in early 2020 as the pandemic took hold. As the months dragged on, I became increasingly pessimistic about the office market. Having lived through several downturns and witnessing first-hand how badly the office sector can be affected, I was jaded.

In the first quarter of 2020, the office vacancy rate stood at 4.11 percent, but along with the number of COVID cases, it would steadily increase to a rate of 7.14 percent by Q3 2021. However, the mass exodus from the office market as many predicted just didn't happen, at least in Bend. While leasing activity slowed, forcing landlords to be more patient, lease rates remained steady and very few landlords incurred significant vacancies. In many ways, the impacts of the pandemic and the response to follow benefited the Bend office market.

As companies pivoted to a remote workforce, it allowed employees from outside the area to relocate anywhere. As the pandemic drew on and many remote workers were unable or unwilling to continue to work from home, they began actively seeking small office space, creating a lot of demand for space under 1,000 SF. Even today, small office spaces in Bend are hard to find and come at a premium. Some larger companies saw the market uncertainty as an opportunity to 'trade-up' into higher quality space and negotiate more favorable lease terms. Landlords who recognized the demand for smaller, more efficient spaces and demised larger spaces to accommodate this demand benefitted from their proactive approach.

Historically, the downtown Bend office market has outperformed all other submarkets in terms of vacancy. That has changed post-pandemic. Downtown's amenity base was hit especially hard by the pandemic, and as a result, tenants shied away from downtown. To make matters worse, the largest occupier of space downtown, G5, vacated 31,000 SF during the pandemic. At the peak of the pandemic, the downtown vacancy rate rose to 12.35 percent. Today, that rate sits at 7.73 percent as the G5 vacancy slowly gets re-leased. Conversely, the Westside submarket snapped back quickly, and it remains the most desirable office market with a current vacancy rate of 5.71 percent. Companies want to be near their homes, schools and the outdoor activities they enjoy in Bend. This has always been the case but was amplified by the pandemic.

Bend's office inventory has only increased by 248,000 SF in the last five years. Since Q3 2021, the office market in Bend has absorbed more than 40,000 SF cutting the vacancy rate to just 5.74 percent, well on its way to pre-pandemic levels. Limited land supply and construction costs have contributed to keeping

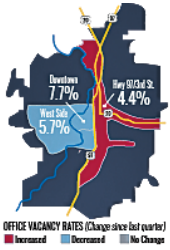
inventory in check with demand.

Companies in Central Oregon have been returning to the office steadily over the last three months. Office space is again in high demand, and due to the lack of new speculative construction, the office market is poised to continue to improve.

Bend Office Market

by JAY LYONS, SIOR, CCIM, Partner, Broker — Compass Commercial Real Estate Services

Compass Commercial surveyed 222 office buildings totaling 2.75 million square feet for the first quarter office report of 2022. The market experienced 15,110 SF of absorption in Q1 2022 with a decline in vacancy rate from 6.52 percent in Q4 2021 to 5.74 percent in Q1. The vacancy rate has now declined for two consecutive quarters. There is now 157,968 SF of office space available in the market.



LEASING: As of the first of the year, the office market seems to have turned a corner with renewed interest and activity in the marketplace. The Westside submarket showed the most improvement this quarter with 23,447 SF of net positive absorption. The Downtown submarket also improved with 9,824 SF of positive absorption. The Highway 97/Third Street submarket was the outlier with 18,161 SF of negative absorption this quarter. That said, 17,682 SF of that negative absorption figure is attributable to Moonlight BPO vacating 2491 NE Twin Knolls Avenue.

RENTS: Average asking rates on office space remain steady. The high end of the market currently ranges from \$2.00 to \$2.85/SF/Mo. NNN. More affordable spaces can be found in the \$1.40 to \$2.00/SF/Mo. NNN range depending on size, quality and location. The most affordable options are typically found within the Highway 97/Third Street submarket.

CONSTRUCTION: Brooks Resources and Taylor Development continue to move closer towards breaking ground on Shevlin Crossing, a two-building Class A office project in NorthWest Crossing totaling approximately 45,054 SF. Construction of the first phase is scheduled to begin in Q2 of this year. There are no speculative office developments currently under construction.

SALES: There was one notable sale this quarter. An owner/user purchased the 6,778 SF office building located at 686 NW York Drive in NorthWest Crossing. The building sold for \$2,450,000 or approximately \$361/SF.

Continued on Page 12 ►

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State of the Office Market

Continued from page 11

Bend Retail Market

by RUSSELL HUNTAMER, CCIM, Partner, Broker — Compass Commercial Real Estate Services

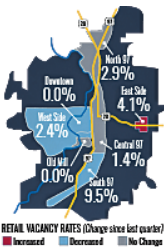
Compass Commercial surveyed over 4.58 million square feet of retail space across 261 buildings. During the quarter, 12,043 SF of positive absorption was recorded, resulting in the citywide vacancy rate dropping from 3.78 percent in Q4 2021 to 3.51 percent in Q1 2022. There is now 160,938 SF of available retail space for lease.

LEASING: Retail leasing remained strong for Q1. The Downtown and West Side submarkets experienced the most activity this quarter. Downtown, the 6,434 SF restaurant space in the O’Kane Building was leased to Bamboo Sushi. On the Westside, Viaggio Wine Merchant, Velvet Goldmine Salon and Prime IV leased a combined total of 5,435 SF at Westside Yard, and StarCycle leased 2,446 SF at the Grove in NW Crossing. The South 97 submarket recorded 4,914 SF of positive absorption, of which, the entirety of this absorption was due to Taj Palace and Wall Street Bar and Grill leasing the former Red Dragon Restaurant.

RENTS: Asking rental rates for Bend retail space range between \$1.15 and \$3.75/SF/Mo. NNN* with the highest rates associated with drive-thru sites and new construction.

CONSTRUCTION: Pioneer Marketplace, the former South Sonic, Petrosa and the Costco relocation site in the North Triangle all remain in the permitting and pre-leasing phase. 1,500 SF of Pioneer Marketplace and all of the former Sonic Site has been pre-leased. Building A & B and the Drive-thru building at Reed South, an approximately 30,000 SF retail site located on the corner of Reed Market Road and 27th Street, are nearing shell completion and Cascades Lakes has commenced construction on their building.

SALES: Notable sales during the quarter include the Auto Network Building at 20420 Robal Lane, which sold for \$10,285,000 at 5.25 percent cap rate; the Aspen Dental/America’s Best at Bend River Village located at 3211 N Highway 97 sold for \$5,380,000 or \$762/SF at 4.93 percent cap rate; and the former Pilot Butte Burgers building at 917 NE Greenwood Avenue sold for \$1,200,000 or \$543/SF.



Redmond Industrial Market

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

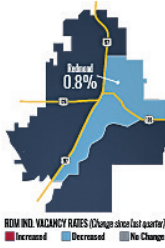
Eighty-eight buildings totaling 1.66 million square feet were surveyed in the first quarter of 2022. In this quarter, the Redmond industrial market recorded positive net absorption of 19,333 SF. At the end of Q4 2021, 33,224 SF of industrial space was available in Redmond, and there is now only 13,891 SF of vacant space in Q1 2022. The majority of this absorption was recorded at 375 NE 11th Street. The vacancy rate decreased as a result from 2.00 percent in Q4 to 0.83 percent in Q1.

LEASING: Activity in the Redmond industrial market continues to increase. Demand is still growing, as is reflected in the limited amount of vacancy.

RENTS: Average asking lease rates in the Redmond industrial market are between \$0.85 and \$1.10/SF/Mo. NNN*. Asking rates for new projects under construction will probably be between \$0.95 and \$1.25/SF/Mo. NNN.

CONSTRUCTION: There is currently 90,000 to 100,000 SF of industrial space in the pipeline for 2022. Two industrial buildings at 2505 SE First Street totaling 58,568 SF are projected to be complete in the spring of 2022. Another 40,000 SF industrial building located at 2502 SE First Street is slated to break ground at the end of 2022. The City of Redmond tells us several additional industrial buildings are going through the permitting process. Some of these buildings will be owner/user facilities, and some will be for lease. Due to construction costs increasing again, some of the projects currently going through the permitting process may be delayed with landlords waiting for prices to go back down.

Positive Absorption = Space Leased | Negative Absorption = Space Vacated
*Data sourced from CoStar



Central Oregon Multifamily Market — the Winds of Change

by RON ROSS, CCIM, Broker — Compass Commercial Real Estate Services

For the last ten years, multifamily housing providers have enjoyed a Goldilocks environment. In a word, “perfect.”

- **Rapidly rising rent rates:** In Central Oregon, rents rose an average of five percent annually or 70 percent cumulatively over the last ten years. Inflation was less than two percent for a cumulative rise of 27 percent.
- **Modest new deliveries** to the market with rapid absorption. Near-zero vacancy rates.
- **Stable operating costs.**
- **Low interest rates and cap rate compression:** Statewide multifamily properties have been trading at around 4.5 percent cap rates and, in some cases, even lower.

THE WINDS OF CHANGE ARE BLOWING.

Inflation is here, and interest rates are skyrocketing. Rates are up 100 basis points in the last month and 200 basis points since the beginning of the year. Buyers can no longer make acquisitions, and lenders can no longer underwrite at 4.5 percent cap rates. Cap rates must go up, putting pressure on property values.

Inflation is already impacting operating costs. Property owners are experiencing sticker shock with insurance renewals, maintenance and material costs are through the roof, and utility costs are increasing.

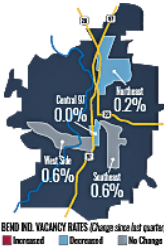
In Bend and Redmond, new deliveries to the market are exploding with thousands of new units under construction or in the pipeline. The vacancy rate has ticked up to 6.6 percent, reflecting new inventory in lease-up mode. That is the highest metro area vacancy rate in the state. Existing units are not yet feeling this vacancy. It remains to be seen whether the region’s robust growth, including job growth, can absorb all the new supply. The good news is the housing shortage will certainly be eased by the multifamily construction boom. It is unlikely that housing costs will come down in this inflationary environment, but the growth rate of housing costs may flatten or plateau due to increased supply.

IS THE GOLDFLOCKS ERA OVER?

Probably for a time, but multifamily ownership will remain one of the top income-producing and wealth-building investment options for investors across the board. Housing is essential, and demand remains healthy. Central Oregon is booming. The macroeconomy is entering a slowing stage with strong headwinds, but a recession is not imminent. Owners will need to sharpen their pencils and pay attention to the management and operation of their properties, be sure rents are keeping pace and closely monitor operating costs.

Those making buying and selling decisions will need to weigh these changing trends. The Compass Commercial Multifamily Team is here to help. We specialize in the buying and selling of Central Oregon multifamily properties.

compasscommercial.com



Bend Industrial Market

by GRAHAM DENT, Partner, Broker — Compass Commercial Real Estate Services

Compass Commercial surveyed 320 industrial buildings in Bend, totaling 4.61 million square feet, for the first quarter Bend industrial report of 2022. At the end of Q1 2022, the vacancy rate stood at 0.33 percent, down from 1.48 percent in Q4 2021 due to nearly 53,000 SF of net positive absorption during the quarter. In the nearly 29 years of collecting market data, this is the first time the vacancy rate has dipped below 1 percent.

LEASING: As evidenced by the amount of absorption recorded during the quarter, demand for industrial space remains extremely high. New leasing activity during the quarter was limited only by the lack of supply. Tenants are opting to renew in-place rather than negotiate new leases at today’s rental rates. The Central area submarket experienced the most leasing activity where 36,748 SF of space was leased at the High Desert Industrial Park, decreasing the vacancy rate in that submarket to 0 percent!

RENTS: Average asking rates for Bend industrial space are between \$0.95 and \$1.25/SF/Mo. NNN*. The high end of these rates are generally for new construction, while second and third generation spaces are consistently achieving \$1.00/SF/Mo., slightly higher for spaces 2,500 SF and below.

CONSTRUCTION: There are no speculative industrial development projects underway. The construction occurring in the market is limited to owner/user development projects. Although rental rates are at an all-time high, so too are land prices and construction costs making speculative development a challenge.

SALES: There were a handful of notable industrial building sales during the quarter. One property, located at 20685 Carmen Loop, sold to an investor for \$2,300,000 or \$230/SF. An owner/user purchased a building at 2350 NE Second Street for \$2,400,000 or \$193/SF. Another owner/user purchased a property located at 920 SE Ninth Street for \$1,700,000 or \$236/SF. Functional, well located industrial properties are commanding the highest prices in the market. Investors and owner/users will pay more for properties with excess land for storage or additional development.

Commercial Real Estate Companies (Listed Alphabetically)

CONTINUED FROM PAGE 10

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
Knightbridge 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	26
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
Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
NAI Cascade - Bend 243 Scalehouse Lp. Ste. 1B Bend, OR 97702	541-706-9370	541-306-3007	www.naicascale.com info@naicascale.com	Katy Haines, Jenn Limoges, Walt Ramage	3	2010	8
NAI Cascade - Redmond 1715 SW Highland Ave. Redmond, OR 97756	541-706-9370	541-706-9380	www.naicascale.com kstreater@naicascale.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.NWCCommercial.com don@donleecim.com	Don Lee	1	1999	1

Continued on Page 14

Commercial Real Estate in the Metaverse

What, When & Most Importantly, Where?

by KATY HAINES, Director of Operations — NAI Cascade Commercial Real Estate

“Metaverse” is the latest buzz in the intangible world of digital assets like cryptocurrency and NFTs.

So **what** is it? In the simplest sense, it is a 3D version of the internet. You can shop, interact with other people, play games, watch concerts and hold meetings. Once launched, the metaverse will be accessible through virtual reality or augmented reality goggles like Google’s Daydream, Meta’s (née Facebook) Oculus or Apple Glasses set to release this year or next.



Like the world wide web, it is limitless and can be expanded simply by writing more code. However, just because you have a website, doesn’t mean it will be trafficked. The same goes for the metaverse. There are four big players (liken this to your four top used websites: Google, Amazon, etc): Decentraland, The Sandbox, Cryptovoxels and Somnium.

In each of these worlds, you can purchase digital real estate to build a luxury home, an office building or a storefront. Most recently, JP Morgan has opened a three story metaverse office in the Metajuku Mall in Decentraland, complete with a spiral staircase and “live” tiger in their lobby. The Sandbox continues to gain notoriety for Warner Music’s concert-focused theme park which will host immersive music experiences. “These companies fully intend to create spaces like virtual malls and other rentable properties where, for example, Nike might set up shop,” said Kristi Waterworth of The Motley Fool. Additionally, brands such as Atari and Adidas have purchased real estate in The Sandbox so consumers can interact with and purchase their products in the virtual world.

Other major brands like Nike and Gucci have partnered with metaverse gaming platforms Roblox and Fortnite to create exclusively digital merchandise for avatars and Sotheby’s has an exclusively NFT auction house in the metaverse.

Here’s where the **when** and where come in. Each of these worlds, have a finite number of parcels. For example, Decentraland has 90,601 parcels. The Sandbox has 166,464. Think of this like Manhattan in early 1900s and everyone wants in. Real estates sales in the metaverse topped \$500 million last year and could double this year. Parcels in Decentraland that sold for \$20,000 when the platform launched four years ago, now fetch around \$100,000 lending itself to the adage, “The best time to buy real estate was six months ago. The second-best time is now.”



GRAPHIC | COURTESY OF NAI CASCADES VIA BITCOIN.COM

With travel between locations virtually instant, does the “**where**” even matter? Not in respect to location so much as proximity. The equivalent of beachfront property is adjacent to a heavily trafficked property. For example, parcels near Snoop Dogg’s partnership with The Sandbox where he has hosted a party charging entrants to see him perform in a virtual re-creation of his mansion, are selling at a premium; Snoop Dogg’s neighbor purchased the parcel for \$450,000.

Andrew Kiguel, founder and CEO of Tokens.com which set a metaverse market records with its \$2.5 million purchase of 116 parcels in The Sandbox said, “For many brands, the metaverse is about billboards rather than buildings.” And likened it to purchasing advertising space on the internet today.

Of course, there are skeptics who foresee a dot-com like bubble and question the validity of “unreal” real estate. But metaverse real estate isn’t subject to the real world volatility like, say, a pandemic, or supply chain issues. With *real* estate in such short supply, maybe the metaverse is virtually the place to be.

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Positive Outlook
Continued from page 1

more investment to the market as, historically, commercial real estate has provided a hedge against inflation. A trend toward remote working will also continue to affect vacancy rates in the traditional office market. Ron Ross, CCIM, who is a principal broker with Bend-based Compass Commercial and co-author of the company's Points newsletter, observed, "Four major themes from 2021 will continue to drive Commercial Real Estate in Central Oregon in 2022: COVID, inflation, shortages and slowing growth. "The pandemic is evolving, unpredictable and is not going away. It has produced both winners and losers in the business and real estate worlds as residential real estate markets in many locales, including Central Oregon, have exploded with in-migration. "Increased working from home, the desire to escape high density, high traffic and high crime urban areas, and the increasing importance of home as a place of refuge drive this trend. "As growth and demand for Central Oregon real estate signals a robust economy and builds wealth for homeowners and investors, the flip side is that it produces serious shortages and affordability problems. "The multifamily and industrial sectors have seen the same trends as residential housing. Low vacancies, rapidly rising rents and a corresponding increase in market values reflect not only the residential in-migration but a growing trend of businesses moving in and starting up in Central Oregon." As part of that trend, Ross said industrial buildings locally are fully occupied and in huge demand, with the increasing popularity of online commerce amplifying the clamor for storage and distribution space. Multifamily and industrial have been clear winners in the COVID era and indications are that there will continue to be new supply of both product types built and brought to market, though with

higher rental rates potentially reflecting the increased costs of construction. Latest figures show negligible vacancy rates of less than two percent in the industrial submarket in both Bend and Redmond, with the number of lease transactions limited only by a lack of available space, and rents on the rise in the face of tightened supply and rising costs in Bend. Retail has been surprisingly resilient in the face of the pandemic. While some retailers suffered catastrophic blows, many have persevered with creative solutions, and even thrived — as a "testament to the spirit of enterprise and optimism." Consumer demand is robust and retail occupancy and lease rates remain strong, while some new retail construction in Central Oregon is either underway or in the pipeline. The office sector is somewhat of a different story. While the trend toward remote working has been a factor for landlords, Bend office vacancies remain relatively stable at under ten percent, but with lease rates remaining flat. Offices will change, but they won't shutter, and are likely to look to upgrade to adjust with the times as the evolution of hybrid work and employee preferences has seen a continuing flight to quality, as employers follow the demand for spaces with attractive amenities and flexibility. In the face of the relative uncertainty, there is no new office construction in Central Oregon. Inflation is patently the most dominant economic theme through 2022, with multiple factors precipitating its highest levels in 35 years. Ross added, "Real estate has long been known as a good inflation hedge. That is only partially true. The theory is that as inflation rises, rents will also rise. "That does not hold true for properties that are locked into long term leases with low lease rate escalators. Like bonds, when inflation rises, the values for these properties can take a hit. It will be important for owners to ensure their income grows with the inflation rate." Shortages are another strain on the overall picture — in everything from housing to workers and products and services, further fueling inflationary

pressure, though tempering an otherwise booming economy and real estate market. Central Oregon will feel these shortages as acutely as any region in the country and affordability will continue to be problematic, though the Oregon legislature and jurisdictions such as Bend are trying to incentivize more attainable housing through increased flexibility and code changes to encourage development of more living options. Ross does not see a recession looming but rather a slowing in growth. He said, "The hyper growth of 2021 is not sustainable, so a slowdown is inevitable. The Fed is changing course on monetary policy announcing the end to quantitative easing and probable interest rate hikes. For the most part that is good news, as it will help with inflation and supply chain disruptions. "Early 2022 indications are that the hot real estate market trends are still in full force and Central Oregon continues to be an attractive destination for in-migration and investment dollars." From a macro perspective, many experts see so-called "secondary" markets such as the Bend-Redmond metro area continuing to outgrow the country's major cities as, generally, prices tend to appreciate where jobs are available, and people are drawn. In recent years, we have seen a migration from gateway cities to smaller markets , spurring opportunities in the latter and Central Oregon should continue to see relative growth as jobs, population migration and attractive market dynamics contribute to appreciating prices across the board. Brian Fratzke, CCIM, principal broker and founder of Fratzke Commercial Real Estate Advisors, Inc. took more of a historical perspective regarding the regional market environment. He said, "I began selling and leasing commercial real estate in Central Oregon on April 1, 2004. At that time, anyone and everyone made money in real estate in Central Oregon. As the saying went, 'It was so easy, everyone was doing it'... And no one said that the market would ever go down. "In 2008-2010, there were more than 1,000 fully finished vacant homes in

Bend that no one wanted to purchase. We called them 'See Through Homes' because you could actually see through the windows because there was no one living in these houses. In the commercial real estate sector, two million square feet of move-in-ready industrial buildings sat vacant in Bend. "Now, we are already into the second quarter of 2022, 12-14 years later. We have massive demand for both commercial and residential real estate. We have almost no industrial buildings for lease or for sale in all of Central Oregon. "We have less than a two-week supply of homes in Bend and the median home price is quickly reaching \$800,000. This demand is occurring while inflation in the United States between March 2021 and March 2022 increased from a traditional three percent year-over-year average to 10.8 percent. The interest rate on a 30-year traditional home loan has increased from 3.25 percent to five percent. "Construction costs and taxes have never been higher since our country was established more than 245 years ago. "We humans do not control the market any more than we control receiving over fifty inches of snow in April. Wise investors of real estate understand that they do not control much other than their financial position, and how they manage their debt, cash flow and spending habits. "The costs associated with new construction will not decrease. There may be a buying opportunity at the national level but with so much cash chasing so few opportunities in Central Oregon, I do not see an implosion in commercial real estate values in our community happening any time soon. "Compound this demand with the State of Oregon Urban Growth Boundary land use planning process that does not move quickly enough to accommodate market fluctuations, and we will continue to experience high demand with limited inventory. "The demand by those wishing to locate to Central Oregon may be impacted over the short-term but overall, I expect Bend to become the second-largest city in Oregon behind the Portland Metro Area over the next 50 years."

► CONTINUED FROM PAGE 12

Commercial Real Estate Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
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
RE/MAX Key Properties 431 NW Franklin Ave. Bend, OR 97703	541-728-0033	541-389-5433	www.keypropertiesoregon.com marketing@rmkporcogn.com	Wendi Winfrey, Ryan Buccola, Tim Buccola	8	2016	60
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 hmolloy@pennbrook.com	Holly Molloy	10	1984	2
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@wspi.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 rlallen@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 coinfo@windermere.com	Dave Feagans	8	2005	46
Windermere Central Oregon Real Estate - Redmond 821 SW Sixth St. Redmond, OR 97756	541-923-4663	541-923-6416	www.windermerecentraloregon.com coinfo@windermere.com	Mike Gordon	3	1990	3

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.

Is There Turbulence Ahead for Commercial Real Estate?

by **BRUCE BARRETT, Commercial Broker — Windermere Central Oregon Real Estate**

Passengers in an airplane during turbulent weather are anxiously wondering, will the airplane remain level, rapidly ascend or take a sudden plunge? The natural laws of motion suggest that the airplane will remain in a state of equilibrium unless acted on by severe forces that cannot be managed by the control surfaces on the wings.

The same theory of equilibrium can be applied to commercial real estate (CRE) as severe economic turbulence impacts the marketplace. Recent turbulence includes a world-wide pandemic, rapid rise in interest rates, across the board supply shortages and persistent labor shortage. CRE owners and users are wondering if CRE will find equilibrium, rapidly ascend or take a sudden plunge?



Declining cap rates are caused by compression between rapidly rising sale prices and low income performance from lease rates that are not keeping up. Central Oregon CRE retains its high value for now and it is common to find cap rates across investment opportunities below 6 percent. Central Oregon may be impacted by national trends but According to Roger Lee, former Executive Director of EDCO, "During the last downturn, we had a concentration of jobs and economic activity in sectors that were big losers and we went deeper, but have generally come back faster and stronger than pretty much every place in the state."

A: Expect the continued strong demand for CRE in Central Oregon to compress cap rates and change traditional pricing models.

Q: Is there a chance for commercial property values to plunge?

One of the most recent threats to commercial property values occurred in 2019 and 2020 as a result of the pandemic. Vacancy rates in large markets increased dramatically. The office sector saw vacancy rates up to 30 percent and national lease renewal rates fell by at least 2 percent over the last five quarters according to the April NAR Report. The industrial sector vacancy rates and lease rate performance was just the opposite with national vacancy rates falling below 4 percent. In Central Oregon, vacancy is below 2 percent and lease rates are up over 7 percent. The good news is that Central Oregon has been a desirable location for companies and individuals in transition due to the pandemic so there is a positive net in migration to keep buildings full for the foreseeable future. One sector to keep an eye on is Traded Sector businesses. Those are companies who have a regional or national marketplace. Unfriendly business trends in Oregon and the shortage of CRE options are becoming issues. Roger Lee says, "Exodus to other lower cost markets is a real threat, particularly for our traded-sector businesses who are not place-bound."

A: Expect to see continue demand for CRE in Central Oregon but keep an eye on international factors such as wars and pandemics. Also be concerned about the number of businesses leaving the area to improve their bottom line.

Bruce Barrett is a commercial broker at Windermere Central Oregon Real Estate.

windermere.com
barrett@windermere.com

Any or all three scenarios could occur and here is how it might play out:

Q: Will CRE markets find equilibrium?

The turbulence right now in Central Oregon is in materials shortages, limited labor supply and appropriately zoned land. In Redmond, there is currently 170,000 square feet of industrial buildings planned and/or permitted, but these buildings are not being built because the projected high costs of the end product. Developers suggest that current lease rates, at an average of \$1.00 per square foot would need to be \$1.25 or higher per square foot to justify their investment. Lease rates are much higher in Bend with severely limited space availability and very little new inventory planned.

A: Expect commercial real estate in Central Oregon to be in a state of inventory shortage for the near future.

Q: Will Commercial Real Estate Values Rise Rapidly?

According to an April, 2022 national market report published by the National Association of Realtors, CRE cap rates continued to decline. Cap rate is a ratio between the net operating income and the purchase price. The number expressed as a percentage and is used when comparing various investment options. National averages show apartment acquisitions had the lowest cap rate of 4.9 percent, followed by industrial at 5.9 percent. Hotel properties had the highest cap rates, at 8.6 percent. Office cap rates were at 6.6 percent.

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- Possible uses – Tractor/Farm Equipment, Horse Trailer Sales, Farm/Feed Store, Irrigation Supply Store



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\$1,349,000

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1497 NW 6th St, Redmond
\$850,000

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- Remodeled as an auto repair shop with Showroom, Offices and 6 overhead doors on .55 acre
- Located on busy NW 6th St (US Hwy 97 Business Route) Near the Maple St intersection.
- Neighbors include Walmart and Home Depot
- Across from the Larch St on ramp to Parkway Bypass



Pete Rencher, Broker
541.420.3423
pete@windermere.com



Bruce Barrett, Broker
541.410.3484
barrett@windermere.com



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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
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 beckybreeze24@gmail.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	60
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
Blackwell Realty, LLC 2004 NE Eighth St. Bend, OR 97701	541-771-8131	N/A	www.terryblackwell.com Blackwellrealtylc@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

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The Highs & Lows of Real Estate in South County

by GINNY KANSAS — Ginny Kansas Real Estate & TAMRA CARRELL — SWBC Mortgage Corporation

Whether you're a seller or a buyer, it's spring time, and time to weigh the balances of entering the real estate market more than ever. You may rightly wonder if it is a good idea to put all your investment eggs in one basket?! Should you sell your home now — while prices are high — or resurrect your hopes of buying a home before the expected interest rate hikes price you right out of the market? Or, should you wait for lower sales prices, thinking a recession is looming? Will anyone be able to move to South County with the skyrocketed prices and our lower wages?

- According to the Mortgage publication *Markets in a Minute*,
- Housing inventory is up 8.3 percent since its seasonal low in March. Inventory remains 65.1 percent lower than the same week in 2020. Large investors have increased cash flow to devote to housing, having accumulated \$89 billion for building or buying rental homes.
 - As fixed mortgage rates surge, applications for adjustable rate mortgages have increased and now make up 7.4 percent of total applications.
 - Surging food, energy and shelter costs pushed consumer prices up 8.5 percent in March, slightly hotter than expected and the highest since 1981.
 - The prices that goods and services producers pay also rose. Wholesale inflation hit 11.2 percent in March, the biggest gain on record.

BEFORE YOU SPRING INTO ACTION

If you are considering selling:

The time is right for you to relocate by selling or buying IF you are looking to downsize, OR use the equity you've earned from the house you're living in now to buy a nicer home near loved ones. If that's the case, time is of the essence! Interest rates have already risen from 3.75 percent to 5.125 percent and are expected to increase four more times this year! This means the longer you wait you may have a mortgage \$300 to \$500 a month higher; think \$125 a month more per \$100,000 of the house sale.

If you decide to sell your home and want to get top dollar, you will need to start six-eight weeks before you wish to list your home in order to have repairs completed and have your listing ready to hit the market for High Sales season. If you're selling in order to buy elsewhere by using the sales proceeds so you won't have a mortgage, you will need to coordinate the timing of the sale so you don't have to move twice!

If you are considering buying a home:

Don't buy a house now because you are worried that prices will continue to rise. It is not worth buying a property higher than what you can afford, if it impacts your savings, retirement or you take on more debt to do so.

If you start working with a trusted Realtor now, you can act on this window of opportunity before it closes. So if you are looking for a home today, it needs to make sense for you and your finances.

If you are considering Selling OR Buying:

It is best to meet with a trusted Realtor and Lender who will give you several sales price ranges and loan options that fit your financial situation and goals. Do you have other investments? What are the tax consequences? When do you want to retire? and many other factors should be considered. Your mortgage is more than an interest rate — in certain situations, a fixed interest rate rather than the seemingly lower adjustable mortgage interest rate works better for you and costs you less in the long term. Every seller and every buyer has a different scenario, and it is important that your entire financial picture is considered. There are many different mortgage loan products that might be a good fit for your situation. After all, your life is not a one size fits all mortgage loan.

Why are buyers having such a difficult time now? Because Inventory of existing and newly constructed homes is so low, competition is brutal for the few available properties. Bidding wars have caused Buyer Fatigue, and supply chain disruption has stunted construction altogether. According to Regional Economist Josh Lehner, Oregon has underbuilt housing by 111,000 units in recent decades Deschutes County Builders are unable to build and/or finish homes in construction — due to the shortage of HVAC, windows, appliances and 30 percent or higher increases in costs for building supplies such as wood, drywall panels and rebar.

The supply of housing has not been able to match the demand, so prices will remain high and may continue to surge higher. In the past three years, it's easy to see the meteoric changes of SOLD homes prices as evidenced in the dramatic changes in the price per square foot. According to Central Oregon Association of Realtors and Multiple Listing Service of Central Oregon, the Median Sold price per square foot has risen astronomically in South County:

- In Sunriver 97707 from March 1-31, 2019 at \$258 to \$465 as of March 1-31, 2022.
- In Three Rivers South (Bend 97707) from March 1-31, 2019 at \$243 to \$419 as of March 1-31, 2022
- In La Pine 97739 from March 1-31, 2019 at \$181 to \$266 as of March 1-31, 2022

Where are all of these buyers coming from?

- 17 percent Portland
- 24 percent Other Oregon
- 23 percent California
- 36 percent Other States

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When Real Estate is the Additional Family Business

by ANGELIKA OLSEN — Family Business Coach

This edition of *Cascade Business News* focuses on real estate and in keeping with the theme, I'm sharing some thoughts around the intersection of real estate and family business.

Most Businesses Are Family Owned

Family-owned businesses, like any other, identify themselves based on their offering. The range is wide and spanning across industry lines, everything from dog grooming services to injection-mold-parts manufacturing. The family business's identity is grounded in the work they do and their presence in the marketplace. Yet, despite this diversity, many have one thing in common; they also hold real estate.

Investing in real estate is the logical direction for a profitable operation. As businesses are established, if they are lucky enough to flourish, they often choose to invest in real estate, and generally start out by buying or building the facility in which they operate.

Expanding into Real Estate Holdings

At first, purchasing real estate is a business decision that simply makes sense. But as time passes and the value of the property appreciates, its significance on the balance sheet often rivals, or even usurps, that of the original business it was intended to support. That's the point at which the family business shifts from simply a service or manufacturing business to a real estate investment business as well.

Appreciation on paper is generally great news, but it complicates the family business scenario regarding business structure, ownership and estate planning. Additionally, it not uncommon theme for the underlying asset to be overlooked, taken for granted-because it is viewed as an accessory,



not the main business. Here are some examples from my family business coaching experience.

Physical Plant and Its Management

A recent client from another state owned a 40,000 square foot manufacturing facility. Their physical plant had a complex HVAC systems and flat roofs in a severe climate that required proactive maintenance. The manufacturing operations depended on the building being safe and operable, roof leaks could shut down production. Yet, the job of physical plant maintenance was passed around the family business members like a hot potato. No one wanted the job.

That's understandable because maintaining a building is neither easy nor glamorous. But as a result, their operations were sometimes interrupted, impacting their bottom line. In addition, the eventual cost of building will repair will outweigh the cost regular proactive maintenance would have. The moral of the story is that building management is critical and ideally done by someone who understands structures and property maintenance. If no one inside the family is a good fit for the job, consider adding an employee or contractor to carry the responsibility.

Rental Property Management

In another case, the primary business was throwing sizeable profits each month and the leading gen chose to invest those profits in residential real estate. A decision made solo, without the input from the next gen. The properties were not selected based on any particularly thoughtful criteria or long ranging strategy. As the real estate portfolio grew and the properties aged, they required more and more attention, both in maintenance and management. When stacked

Continued on Page 21 ►

► CONTINUED FROM PAGE 16

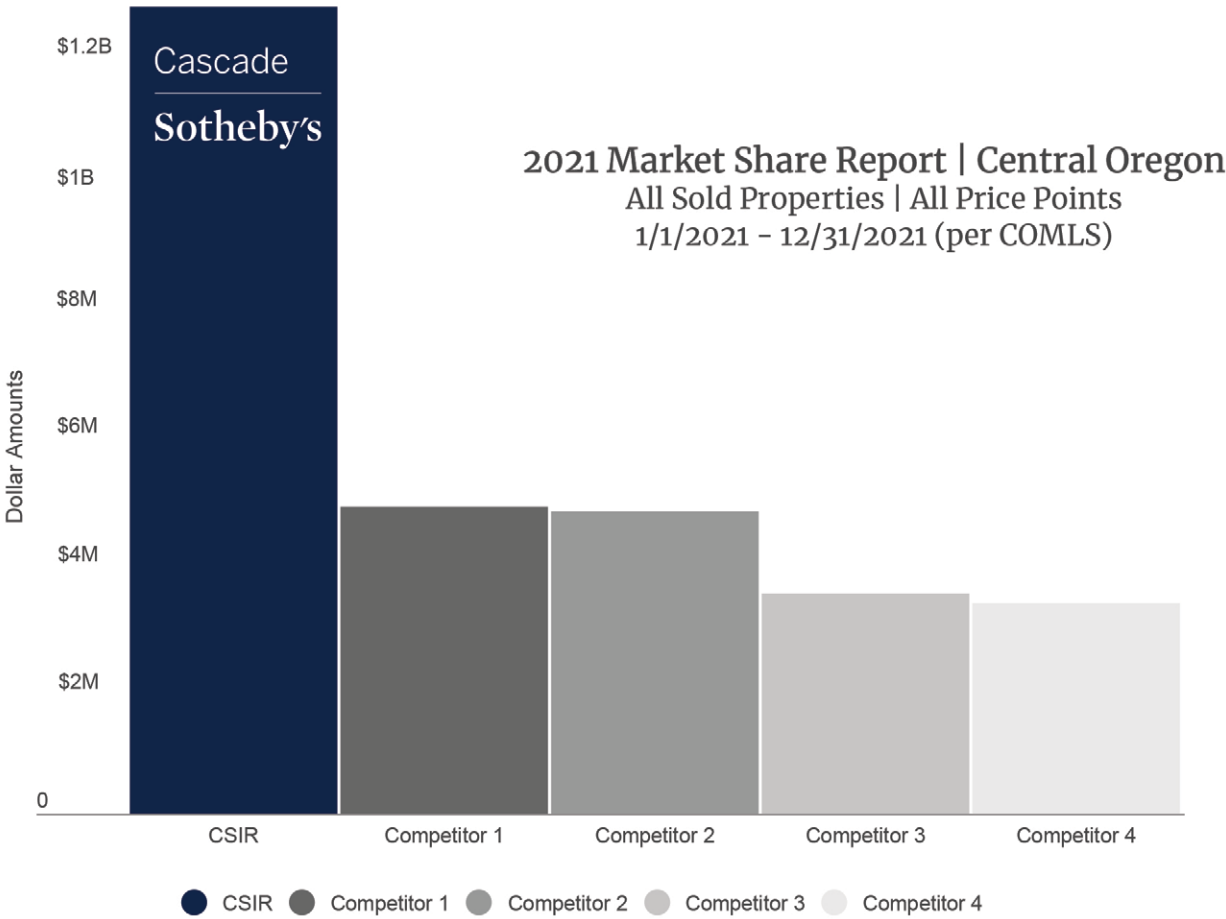
Residential Real Estate Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
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	28
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	cbbain.com/bend brianhouston@cbbain.com	Brian Houston	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	17
Crook County Properties, LLC 691 NE Third St. Prineville, OR 97754	541-447-3020	541-447-2120	www.crookcountyproperties.com tracym.ccp@gmail.com	Tracy Martinez	0	1985	4
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
DeLay & Billings Team Real Estate 721 SW Industrial Way, Ste. 120 Bend, OR 97702	541-330-8540	N/A	www.delayandbillings.com team@delayandbillings.com	Sam DeLay, Cole Billings	2	2005	4
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

Continued on Page 20 ►

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Bend, Oregon

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► CONTINUED FROM PAGE 18

Residential Real Estate Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
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
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 johnhgibsonpc@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
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 2928 NW Dogwood Ave. Redmond, OR 97756	541-385-5069	N/A	rcoffin@bendcable.com	Rick Coffin Jr.	0	1989	2
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
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	26
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 Cascade 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, P.C. Real Estate PO Box 5455 Bend, OR 97708	541-390-5833	N/A	lajudd@bendbroadband.com	Ms. Linda (L.A.) Judd, P.C.	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	1
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	www.premierepropertygroup.com info@premierepropertygroup.com	Barbara Stimmel	1	2009	28
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	1997	1
RE/MAX Key Properties 431 NW Franklin Ave. Bend, OR 97703	541-728-0033	541-389-5433	www.keypropertiesoregon.com info@rmkporegon.com	Cory Bettesworth	8	2016	60
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 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 1537 NE Fourth St. Bend, OR 97701	541-728-0995	N/A	www.roguerestate.com bend@roguerestate.com	Peggi Schoning	15	2002	21
Rogue Real Estate Sales & Property Management 219 NW Sixth St., Ste. 1 Redmond, OR 97754	541-312-3641	541-923-8854	www.roguerestate.com redmond@roguerestate.com	Marcia Hilber	2	2018	1
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	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

Additional Family Business

Continued from page 18

on top of their primary business, it was more than the family could handle and caused much stress on an already burdened family system.

Capital Asset Management

Lastly, it's a scenario you see in the farming and ranching industry, the crop or cattle operation is highly capital and labor intensive yet often barely profitable; the real value is in the land. In these situations, it's very important that the holding structure is set up with estate planning and succession in mind. When the site lends itself to other uses, perhaps development for recreational use or housing, the legacy's value shifts away from ranching or farming to the property. The complex and daunting task of creating a vehicle by which ownership will be transmitted from one generation to the next is key.

These may seem like obvious scenarios and that the family business leader would make decisions that lead to the best outcomes. But usually, family business leaders are so entrenched in their day-to-day operations and so overwhelmed with complex family dynamics that they give these "bigger picture" considerations little attention.

That's understandable because this shift is an invisible one, happening behind the scenes on paper while the primary operation requires the day-to-day attention and management, so it is often goes unacknowledged. Maybe that doesn't matter until it's time for family business succession or the selling of the family business

Another reason it's overlooked is because the family business leader may struggle to shift their identify

as landowners, landlords, investors, developers that they have unwittingly become. A shift in identity takes a lot of personal growth and attention.

Getting Clear on

Complex Family Enterprises

When a family business becomes a family enterprise by expanding into real estate or other areas, there is a lot going on. One value of the family business coaching I do is to establish some organizational clarity. Simply untangling

the web of inter-related businesses, finances, ownership, responsibilities and even vision for the future is a helpful practice. Getting a birds-eye view and an objective perspective can help move family business leaders from working in the business to working on the business.

If you are facing family business challenges, coaching can help. Reach out to me for a consult to discover how I can help, Angelika@angelikaolsen.com. angelikaolsen.com

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from being a service or manufacturing business leader to real estate business leader. How does the leading gen view themselves? What is their identity based on? Being human, it's a difficult transition to confidently wear another hat. Often, they cannot see themselves

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39 Brokers with RE/MAX Key Properties Honored for Career & Club Excellence by RE/MAX Headquarters

by RYAN BUCCOLA, Owner/Broker — RE/MAX Key Properties



PHOTO | COURTESY OF RE/MAX KEY PROPERTIES

Thirty-nine brokers with RE/MAX Key Properties in Bend qualified for esteemed RE/MAX Career and Club Awards, which honor high-achieving real estate professionals for their service to buyers and sellers and their longstanding service to the real estate industry.

“These Awards are some of the highest honors in the RE/MAX network,” said Ryan Buccola, broker/owner of RE/MAX Key Properties. “Each of these brokers have demonstrated an unmatched commitment to their clients and serve as leaders in our office. We are thrilled to recognize their achievements.”

RE/MAX Key Properties also presented 2021 Awards for Highest Volume in each of the Bend brokerage’s real estate divisions: Residential, Luxury, Commercial and Ranch and Land.

The following brokers were honored with Career and Club Awards during the brokerage’s annual Awards Presentation Breakfast at McMenamin’s on April 13, 2022:

- RE/MAX Hall of Fame:** Rhonda Garrison, Brent Landels and Connie Settle.
- RE/MAX Titan Club:** Michelle Mills.
- RE/MAX Chairman’s Club Team:** NestBend Team Lead Karen Malanga with Kristin Marshall and Jonny Malanga; and Cascadia Group Team Leads Angie Mombert and Brent Landels with Melissa Carson.
- RE/MAX Chairman’s Club:** Rhonda Garrison.
- RE/MAX Platinum Club Team:** Team Lead Gary Everett with Joan Steelhammer.
- RE/MAX Platinum Club:** Brent Landels, Connie Settle, Ryan Amerongen, Matt Johnson, Debbie Martorano, John Kelley, John Schimmoller, Amie DeMeyer,

- Veronica Theriot, Myra Girod, Eric Wilson, Crystal Young and Mary Stratton Dahlke.
- RE/MAX 100% Club Team:** Serbus Real Estate Team Lead Pattie Serbus with Megan Serbus.
- RE/MAX 100% Club:** Anna Ruder, Ryan Buccola, Brian Meece, Cindy King, Sheree MacRitchie, David Quiros, Ron Roberts, Selena McNeill, Nancy Melrose, Erin Campbell, Kristin Marshall, Ann Willis, Molly Maphet and Jonny Malanga.
- RE/MAX Executive Club:** Gloria DiSanto, A’Leah Knight, Stephanie Amerongen, Polly Purcell, Mark Ford and Jill Ballantyne.
- The following brokers were honored as Divisional Top Producers in the brokerage:
- RE/MAX Key Properties Residential Highest Volume Individual:** Michelle Mills.
- RE/MAX Key Properties Residential Highest Volume Team:** NestBend Team Lead Karen Malanga with Kristin Marshall and Jonny Malanga.
- RE/MAX Key Properties Collection (Luxury) Highest Volume Individual:** Michelle Mills.
- RE/MAX Key Properties Collection (Luxury) Highest Volume Team:** NestBend Team Lead Karen Malanga with Kristin Marshall and Jonny Malanga.
- RE/MAX Key Properties Commercial Highest Volume:** Ryan Amerongen and Brian Meece (individual, co-recipients).
- RE/MAX Key Properties Ranch & Land Highest Volume:** Gary Everett.

keypropertiesoregon.com

► CONTINUED FROM PAGE 20

Residential Real Estate Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
Stellar Realty Northwest 109 NW Greenwood Ave., #105 Bend, OR 97702	541-508-3148	N/A	www.bendpropertyfinders.com	Scott Besaw	0	N/A	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 Ave., Ste. 204 Bend, OR 97703	541-419-8710	541-389-0256	www.pennbrook.com hmolloy@pennbrook.com	Holly Molloy	10	1984	2
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	Janis K. Alexander, Christopher R. Ambrose, David R. Ambrose	27	2003	24
Trout Realty, Inc. 1241 SW Highland Ave. Redmond, OR 97756	541-548-8158	541-548-2900	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 807 SW Industrial Way Bend, OR 97702	541-388-0404	N/A	windermerecentraloregon.com coinfo@windermere.com	Dave Feagans, Principal Broker	4	2005	46
Windermere Central Oregon Real Estate - Madras 12 SW Fifth St. Madras, OR 97741	541-475-7001	N/A	windermerecentraloregon.com coinfo@windermere.com	Mike Gordon	0	2018	5
Windermere Central Oregon Real Estate - Redmond 821 SW Sixth St. Redmond, OR 97756	541-923-4663	541-923-6416	www.windermerecentraloregon.com coinfo@windermere.com	Mike Gordon	3	1990	46
Windermere Central Oregon Real Estate - Sunriver 57100 Beaver Dr., Bldg. 25, Ste. 110 (The Village) Sunriver, OR 97707	541-323-5888	541-323-5880	www.windermerecentraloregon.com coinfo@windermere.com	Jaynee Beck	1	2016	7

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.



CONGRATULATIONS

RE/MAX Bend Office Top Producers 2021

Titan Club



Michelle Mills



Rhonda Garrison



Brent Landels



Connie Settle



Rhonda Garrison

Hall of Fame

Chairman's Club



NestBend Team Lead Karen Malanga with Kristin Marshall & Jonny Malanga

Chairman's Club Team



Cascadia Group Team Leads Angie Mombert & Brent Landels with Melissa Carson

Platinum Club



Ryan Amerongen



Debbie Martorano



John Schimmoller



Veronica Theriot



Eric Wilson



Mary Stratton Dahlke



Connie Settle



Matt Johnson



John Kelley



Amie DeMeyer



Myra Girod



Crystal Young

Platinum Club Team



Team Lead Gary Everett with Joan Steelhammer

100% Club Team



Serbus Real Estate Team Lead Pattie Serbus with Megan Serbus

100% Club



Anna Ruder



Brian Meece



Sheree MacRitchie



Ron Roberts



Nancy Melrose



Kristin Marshall



Molly Maphet



Ryan Buccola



Cindy King



David Quiros



Selena McNeill



Erin Campbell



Ann Willis



Jonny Malanga

Executive Club



Gloria DiSanto



A'Leah Knight



Stephanie Amerongen



Polly Purcell



Jill Ballantyne



Mark Ford

RE/MAX Key Properties Brokerage Achievements

Highest Volume Residential
Michelle Mills (Individual)
NestBend, Karen Malanga (Team)

Highest Volume Collection
Michelle Mills (Individual)
NestBend, Karen Malanga (Team)

Highest Volume Commercial
Ryan Amerongen and Brian Meece (Individual, Co-Recipients)

Highest Volume Ranch & Land
Gary Everett



Duke Warner Real Estate Market Trend Report

With spring in full swing in Central Oregon, Bend's real estate market remained robust in March with the number of pending listings up 15 percent from February. While at the same time active properties increased 28 percent and the number of sold properties were up 28 percent from February's pace. The real estate trends in Central Oregon remain positive due to many homebuyer's abilities for remote working and the ability to upscale their lifestyle as compared to many urban metropolitan areas. In Duke Warner Realty's monthly Trend Reports we offer valuable insights by analyzing last month's residential real estate market activity in Central Oregon. This information can be a beneficial resource for any upcoming or changing trends we might see during the first half of 2022.

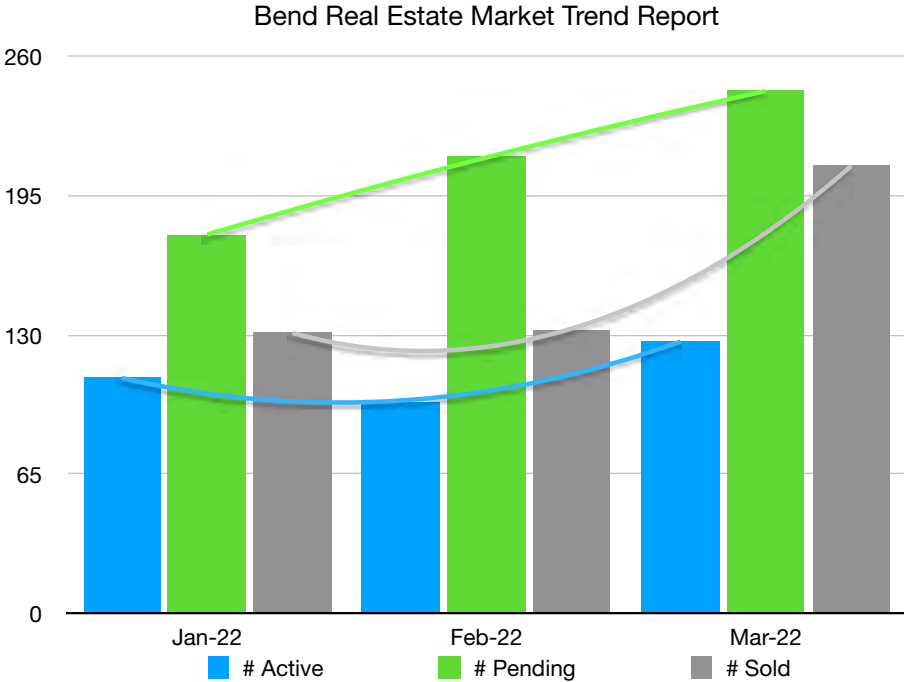
April 1 Inventory and March Activity

With 127 active listings as of April 1, the Bend market saw a 28 percent increase in available listings, up from 99 from the previous month. Pending homes were at 244, up from 209 from the previous month and homes continue to sell at a very impressive pace, leaving some potential 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 are being snapped up very quickly with average days on market at only 28 days and 19 days respectively. Redmond's active listings as of April 1, showed 55 homes active up from 49 in March. As we progress through the remaining winter months, we see the combined active listings for Central Oregon at 182 homes.

March numbers for the Redmond market shows us 116 homes sold; 110 new homes on the market, up from 86 from the previous month; and 92 homes pending, down from 94 from the previous month. The bulk of active homes on Redmond's market remain in the \$525,000 and up price range, showing 46. The \$225,000-\$325,000 had no active listings, the \$425,000-\$525,000 range had 6 active listings and the \$325,000-\$425,000 price range showed only three active listings.

For Bend, the numbers in February continued to illustrate a market with relatively low inventory. There were no active listings in the \$225,000-\$325,000 range, and only one in the \$325,100-\$425,000 range, two in the \$425,100-\$525,000 range and 16 in the \$525,100-\$625,000 price range. The \$625,000-\$725,000 had 24 active listings, the \$725,000-\$825,000 had 22 actives and the \$825,000-\$925,000 showed 18 active homes listed. Our Market Trend Report shows there was an increase in homes available in the higher price ranges, showing 44 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 are able to relocate to our beautiful area. It truly is a very healthy 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 Warner Realty Brokers know how to price properties according to the market trends and current housing competition.

Sold and Pending Listings

Bend had 244 pending homes in March up from 213 in February. These numbers highlight the need for more listings to keep up with the demand to buy a new home in Central Oregon. For sold listings in Bend, there were 209 in March as compared to 132 in February. In Redmond, we saw 116 sold in March up from 59 sold in February. History in the making as we continue to see real estate needs continuing to escalate 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.

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Hiatus Homes

Continued from page 1

pave the way for the inaugural Hiatus Homes community project.

Built on the foundation of creating livable spaces through creative and investigative design while keeping homes small, functional and highly energy efficient, the project known as Hiatus Benham was the first of two sold-out communities of homes completed by the company in Bend.

The initial project comprised 22 homes built in the “modern cottage” design style, in Southeast Bend, each studio of just under 600 square feet featuring space-saving design aspects and a focus on energy efficiency, as well as the community being structured to create engagement with neighbors amid community gardens and fire pits.

It sold out in 2020, followed by Hiatus Roanoke, featuring ten, two-bedroom two-bath zero energy-ready homes which were also rapidly snapped up by eager buyers by the beginning of 2022. The Roanoke homes were efficiently designed at just over 900 square feet of livable space plus a 357 square foot finished garage prepared as electric vehicle ready and finished as a flex space.

The high-performance homes also included engineered hardwood flooring, vaulted ceilings, quartz countertops, a standing seam metal roof, and a high-efficiency ventilation system with pollen filtration.

Hiatus Homes builds small houses with large ambitions, using advanced building techniques to reduce the energy needs of the home as much as possible with the goal of creating a house that produces more energy than it requires to achieve the “Zero Energy” goal.

The houses are insulated using a combination of GreenGuard Certified spray foam for the ceiling and blown-in insulation in the walls.

Once the house is complete, Energy Trust of Oregon performs a blower door test to capture the data on airflow coming in and out of the house.

Using that information along with appliance

ratings and window selection, Hiatus Homes can predict how much energy is needed to run the house. After average energy use is determined, solar needs are assessed and a partnership with Bend’s Sunlight Solar allows for competitive photovoltaic pricing for customers to set up an optimal solution for their homes.

Small and efficient home living is a fast-growing trend in the US and Russell says living in a smaller home is one of the best ways to impact the environment in a positive way and fight climate change.

Buildings consume roughly 40 percent of the energy in the US annually and are responsible for nearly half of the carbon dioxide emissions. Residential homes make up an average of 20 percent of this energy usage.

Living in a small home effectively reduces carbon emissions and Hiatus homes are some 30-40 percent more efficient than the average American house.

The move in Bend has also been bolstered by a push to incentivize more of the perceived missing “middle housing” strata in Central Oregon after the state made history in 2019 by being the first to adopt legislation — known as House Bill (HB) 2001 — to effectively end single-family housing and pave the way for more diverse types of living options.

Bend became the first city of more than 25,000 people to comply with that enactment, in the shape of amendments to the Bend Development Code — to implement Senate Bill (SB) 458.

Along with other new development types such as micro-unit, small dwelling unit, and zero lot line developments, it formed part of a state-mandated effort to address ways to provide flexible, alternative and attainable housing types for a growing and diverse population within city limits.

The primary thrust of the legislation aims to provide more housing choices, especially housing choices more people can afford, and required updates to local codes that previously limited the type of housing people can build, as cities such as Bend strive to create incentives for, and remove barriers to, development of a variety

Stake Offered in Hiatus Small Home Revolution

by SIMON MATHER — CBN Feature Writer

Hiatus Homes is actively looking for partners to continue to grow its groundbreaking small home community initiative, and zero-energy lifestyle, through the creation of a capital fund offering “mom and pop” investors the opportunity to participate in, and benefit from, nurturing its new wave in housing.

While Bend is the initial focus for Hiatus Homes in developing offerings, including the Midtown micro-apartment concept (see companion piece) the longer-term goal is to contribute to the small and energy-efficient living movement nationwide.

To that end, Hiatus Homes has launched The Hiatus Capital Fund to provide investors with an opportunity to be a part of this movement, and to generate long-term capital appreciation by providing the financial backing to make projects happen.

Hiatus CFO Ryan Andrews explained, “Our changing world requires changing models of living, especially when it comes to our homes and the way we build communities.

“Hiatus Homes builds beautiful, simple and energy efficient housing. Influenced by the tiny home movement, our small footprint homes help create urban density and help provide solutions to housing challenges.

“The Hiatus Capital Fund solves a funding challenge often associated with our building types and allows individuals to invest in our philosophy in a flexible way, while generating strong returns. With an ownership stake in our portfolio of developments, investors will receive profit distributions as the properties complete and sell to their new owners.

“We have seen a growing demand for this type of housing, with the homes in our Behnam Rd community, for example, reselling for 75 percent more just three years after they were built.”

The demand for smaller and more efficient housing is growing across the country, but the real estate development industry has been slow to catch up. Financing projects in this category is traditionally difficult, but Hiatus has innovated around this hurdle by creating The Hiatus Capital Fund.

Andrews added, “It allows mom and pop accredited investors to be a part of our home building philosophy. While real estate investments are typically capitalized one at a time, we have created an evergreen investment portfolio.

“Hiatus Homes has created not only an opportunity to usher in a new era of home building and real estate development, but also a new opportunity to invest in our future.

Continued on Page 38 ►

Continued on Page 38 ►



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CAPITAL FUND

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REAL ESTATE DEVELOPMENT

Join the founders of
Hiatus Homes for a
20-minute webinar, and
learn how you can invest
in this innovative housing
movement.



REGISTER AT: HiatusCapitalFund.com

Property Management *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
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.
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.
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. 549 SW Mill View Way, Ste. 208 Bend, OR 97702	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, rent while building, 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 marketing@compasscommercial.com	Dan Kemp	11	2000	Asset & property management of commercial investments. Currently manages 2.7 million square feet of commercial property throughout Central Oregon. Offers a full team including property managers, assistant property managers, a maintenance project manager, facilities technicians, accountants & a general manager.
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 in Bend, Redmond, Sisters, Culver, Terrebonne & Prineville.
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	10	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 900 Wall St. 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	Jack Rinn, Christin Barber	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.
Mountain Resort Properties/Century 21 Cascade 57084 Grizzly Ln. PO Box 3508 Sunriver, OR 97707	541-593-8685	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	nwtenantscreening.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.

Property Management *(Listed Alphabetically)*

CONTINUED FROM PREVIOUS PAGE

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
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 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.
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.
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	Griffin Priebe	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	541-548-2900	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 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@thegarnergroup.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.

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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 Fourth St. PO Box 67 Madras, OR 97741	541-475-4885	541-475-4348	www.Amerititle.com madras@amerititle.com	Jamie Williams, 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.

Not listed?

Call 541-388-5665 & get your company on a list!

Deschutes Title Acquires Columbia County Title & Escrow Services, Inc.

Deschutes Title has recently purchased Columbia County Title and Escrow Services, Inc. This is not the first expansion Deschutes Title has seen in recent years. In 2017, Deschutes Title opened a branch in Redmond and a La Pine branch in 2021. This expansion marks their very first location outside of Central Oregon.

After over 40 years of ownership, Ron Bridge, a resident of Redmond, has decided to sell Columbia County Title and Escrow Services. Bridge did extensive research to find the perfect fit for not only the employees but also the local Columbia County community. It is exciting to announce Columbia County Title and Escrow Services has sold to another Independent Agency in the Pacific Northwest who has the same values and concerns for the community. Deschutes Title is a family owned and operated company with over 100 years of experience in the title and escrow industry.

In selecting a successor owner for Columbia Title and Escrow Services, it was essential new leadership be vested in the community; value the importance of doing business local and supportive of the employees and their families. Deschutes Title is committed to all three.

Daily contacts and staff, previously at Columbia County Title and Escrow Services, will remain unchanged ensuring transactions continue with the care and service the community of Columbia County has come to expect. Employee contact information has not yet changed and the location will remain at 240 S First Street in St. Helens, Oregon.

Deschutes Title, as part of the highly successful Schreiner Group of title companies, has a tradition of providing topnotch and personalized professional services, which continues one person at a time. The Schreiner family has been

involved in the title business in the Northwest since the early 1900's. With having a St. Helens, Oregon branch and affiliated offices in Longview and Vancouver, Washington, it will continue to provide the local community with expertise and special insights into the area's real estate needs.

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► CONTINUED FROM PAGE 30

Mortgage Companies *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	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	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.
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.
PacRes Mortgage 61532 SE Colima St. Bend, OR 97702	541-526-8161	541-526-8161 (e-fax)	www.pacresmortgage.com/bend hello@pacresmortgage.com	Trevor Alexander, Keely Matteo	2	2004	Residential & multifamily mortgage, purchase, refinancing, first & second & reverse 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 sean.brennan@summitfunding.net	Sean Brennan	3	1994	Residential mortgage.
U.S. Bank Home Mortgage 1 1442 NE Third 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	541-510-4272	541-382-0442	www.mortgage.usbank.com/ryanroskowsk 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	541-312-4850	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	Customer Service	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).
Washington Trust Bank 1219 NE Third St., Ste. 120 Bend, OR 97701	541-516-8320	N/A	www.watrust.com/centraloregon cjallen@watrust.com	Cory J. Allen	11	2021	Commercial loans, mortgage loans, consumer loans, deposits & wealth management.
Wells Fargo Home Mortgage 650 SW Bond St. Bend, OR 97702	541-633-1955	877-323-7823	www.wellsfargo.com	Custom Service	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.



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RECENT TRANSACTIONS

Continued from Page 4

Compass Commercial Real Estate Services brokers **Peter May, CCIM** and **Russell Huntamer, CCIM** represented the landlord, **G Group, LLC**, in the lease of a 1,151 SF retail suite located at Westside Yard at 210 SW Century Drive in Bend. Huntamer also represented the tenant, **Velvet Goldmine**.

Tom Tapia, CCIM, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Seller in the sale of 141 SE 3rd Street, in Bend, for \$597,000.

Brokers **Peter May, CCIM** and **Russell Huntamer, CCIM** with **Compass Commercial Real Estate Services** represented the landlord, **G Group, LLC**, in the lease of a 1,200 SF retail suite located at Westside Yard at 210 SW Century Drive in Bend. Huntamer also represented the tenant, **Prime IV**.

Dan Steelhammer, Broker, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Buyer in the sale of 14.79 Acres of land at 22622 Peacock Lane, in Bend, for \$572,000.

Brokers **Peter May, CCIM** and **Robert Raimondi, CCIM** with **Compass Commercial Real Estate Services** represented both the landlord, **Deschutes Center, Bend OR, LLC**, and the tenant, **Loana Perez**, in the lease of a 1,586 SF office suite located at 20340 NE Empire Avenue in Bend.

Tom Tapia, CCIM, Principal, and **Brian Fratzke, CCIM**, Principal, both of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Landlord in a 72-month lease of 6,772 +/- SF of industrial space at 2479 NE 4th Street, in Bend.

Brian Fratzke, CCIM, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Landlord, & **Tom Tapia, CCIM**, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Tenant in a 62- month lease of 6,688 +/- SF of industrial space at 2511 NE 4th Street, in Bend.

Dan Steelhammer, Broker, of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord in a 38- month lease of 905 +/- SF of office space at 2445 NE Division Street, in Bend.

Dan Steelhammer, Broker, of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord in a 12- month lease of 1,280 +/- SF of office space at 446 NW 3rd Street, in Prineville.

Brian Fratzke, CCIM, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Landlord, & **Tom Tapia, CCIM**, Principal of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Tenant in a 62- month lease on 6,688 +/- SF of industrial space in the High Desert Industrial Park at 2561 NE 4th Street, in Bend.

Dan Steelhammer, Broker, of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord in a 38- month lease of 1,888 +/- SF of office space at 446 NW 3rd Street, in Prineville.

Brian Fratzke, CCIM, Principal, & **Tom Tapia, CCIM**, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Landlord & Tenant in a 60-month lease of 7,090 +/- SF of industrial space at 615 Glenwood Drive, in Bend.

Brian Fratzke, CCIM, Principal, & **Tom Tapia, CCIM**, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Landlord & Tenant in a 60-month lease of 9,000 +/- SF of industrial space at 615 Glenwood Drive, in Bend.

Brian Fratzke, CCIM, Principal, & **Tom Tapia, CCIM**, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Landlord & Tenant in a 60-month lease of 3,350 +/- SF of industrial space at 615 Glenwood Drive, in Bend.

Dan Steelhammer, Broker, of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord in a 42- month lease of 15,000 +/- SF of retail space at 224 SW 6th Street, in Redmond.

Brian Fratzke, CCIM, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Landlord, & **Tom Tapia, CCIM**, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Tenant in a 62- month lease of 3,596 +/- SF of industrial space at 2561 NE 4th Street, in Bend.

Brian Fratzke, CCIM, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Landlord & Tenant in a 60-month lease of 3,020 +/- SF of office space at 929 SW Simpson Avenue, in Bend.

Tom Tapia, CCIM, Principal, & **Brian Fratzke, CCIM**, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Tenant in an 84-month lease of 4,226 +/- SF of industrial space at 2738 NW Potts Court, in Bend.

Brian Fratzke, CCIM, Principal, of **Fratzke Commercial Real Estate Advisors, Inc.**, represented the Landlord & Tenant in a 60-month lease of 5,750 +/- SF of office space at 920 SW Emkay Drive, in Bend.

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Unretiring to Stay in the Game

by ED WETTIG, CFP — Cornerstone Financial Planning Group

Knowing when it's the right time to retire can be difficult, especially if you love your job. Even professional athletes have a hard time knowing when to walk away!

These athletes thought they were ready for retirement but "un-retired" and returned to seek new challenges or extend legendary careers. Let's look at their non-traditional retirement stories.

After the 2022 NFL season (and after missing out on another Super Bowl), Tom Brady announced his retirement, only to roll it back about a month later. His "retirement" barely lasted 40 days! After reflecting on his decision, he stated that the time will come when he is ready to retire, but it's "not now." Instead, fans can expect to see him playing for the Tampa Bay Buccaneers for his 23rd season in the NFL.

Michael Phelps is one of the most decorated Olympic athletes and claimed 22 medals (18 gold) when he announced his retirement in 2012. But, he dove into the pool one more time for the 2016 Summer Olympic games and went on to win six more Olympic medals, including five gold medals. After 16 years of competing in the Olympics, Phelps announced his official retirement. He's still close to Team USA and served as part of the NBC commentary team at the 2020 Summer Olympics in Tokyo.



announcing that he was HIV-positive. He then went on to play in the 1992 NBA All-Star Game (and earned the MVP award). He wanted to play in the 1992-1993 season, but the comeback got scrapped in the preseason. He then went on to play 32 games in the 1996 season and then retired for good. At least, from basketball. Today, Johnson is an entrepreneur, and you often read of his involvement in a number of high-profile deals in a wide variety of industries.

The good news about retirement is that it's far from the end. It's merely a change in circumstances and might even be turned around if you miss the action or are offered the right deal. Retirement isn't necessarily about leisure but about using your time to pursue what moves and motivates you. If you're considering retiring, be sure to consider what you want to get out of retirement and paths you might consider.

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Earvin "Magic" Johnson led a superstar NBA career and retired in 1991 after

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APRIL 21
CONGRESSIONAL DISTRICT 5 REPUBLICAN PRIMARY*

APRIL 26
DESCHUTES COUNTY COMMISSION POSITION 1
REPUBLICAN PRIMARY*

APRIL 27
CROOK COUNTY COMMISSION POSITION 2

APRIL 28
CONGRESSIONAL DISTRICT 2 REPUBLICAN PRIMARY*

MAY 2
JEFFERSON COUNTY SHERIFF

MAY 3
CONGRESSIONAL DISTRICT 2 DEMOCRATIC PRIMARY*

MAY 4
JEFFERSON COUNTY COMMISSION POSITION 1

MAY 5
JEFFERSON COUNTY COMMISSION POSITION 2

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Jim Darcey



Bella Lewis

SCORE Central Oregon welcomes three new certified mentors to its team.

Jim Darcey is a retired business owner who moved to Bend from Southern California last year. He has over 30 years of experience in the printing industry, with involvement in all aspects of business including HR, sales, marketing and operational efficiency and profitability. He graduated from UC Berkeley. While running his businesses in California, as a volunteer, he was active as the Chair and member of the local Workforce Development Board for many years. With an interest in helping others succeed and knowing that his business knowledge would translate to any field, he connected with the local SCORE chapter here in Central Oregon and is

now providing mentoring guidance. His interests also include golf, hiking and reading and continued learning in many fields.

Bella Lewis is a retired Procter & Gamble executive with broad experiences in manufacturing, logistics, customer service, operations, transportation, warehousing, organizational development and business strategy. She began volunteering at SCORE this year to help people start and grow their business, and ultimately achieve their vision for what their business can become. Lewis' other passions include whitewater kayaking, snowboarding, skiing and hiking.

Seetharam Dravida (DS) is a Retired IBM executive with experience in supply chain management, distribution, operations management and public policy. He began volunteering with SCORE this year to support and foster Small Businesses. His passions include reading, writing and business coaching.



Seetharam Dravida

Sam DeLay of Team DeLay and **Cole Billings**, formerly of Duke Warner, announce their new partnership — **DeLay & Billings Team Real Estate** (DBTRE).

With nearly 136 transactions in 2021 between the two brokers, combining efforts and talents allow them to grow their existing client base both locally in Central Oregon and reach outside the area with a unique team approach. DBTRE will start with six licensed brokers all in positions that best match their skill sets and their strengths ensuring you get the best of each of us throughout the transaction.

Bend-based telecom company **BendTel** welcomes **Alec Pacheco**. As a senior account executive in BendTel's sales team, Pacheco is responsible for developing customized solutions and providing a consistently outstanding level of customer service. With over seven years of experience in customer care, Pacheco has played a key role in all aspects of the buyer's journey. From sales and customer service to support and delivery, Pacheco is keenly aware of the importance every stage plays in the customer's experience.

In order to help businesses select the right technology, Pacheco recognizes that a deep understanding of their specific needs and budget is required. Which is why he respects BendTel's approach to providing tailored services for customers, versus a "one-size-fits all" solution. Pacheco's professional passion for creating connections and building trust allows him to develop long-lasting relationships with his clientele. Whether Pacheco is sharing a bright idea or introducing a new concept, sparking "light bulb moments" with clients is his favorite part about working in sales.

Pacheco has been deeply rooted in Central Oregon since 1999. He is an alumnus of Mountain View High School and holds a Bachelor of Science degree from Oregon State University with a minor in Chemistry. When Pacheco isn't connecting businesses with the best technology available, he enjoys recreating outdoors and spending time with his wife and two kids.



Alec Pacheco



Russ Monroe

Compass Commercial Asset & Property Management welcomes **Russ Monroe**, CSM to the team. Monroe will be starting as the vice president of Asset and Property Management at the end of April. He will be overseeing the department and also managing a portion of the company's portfolio, which is currently comprised of 137 office, retail and industrial buildings totaling over 2.7M square feet in Central Oregon.

Monroe has more than 15 years of experience in commercial property management, successfully managing 4.5 million square feet of commercial and retail properties worth a market value of \$750 million. He also maintains a Certified Shopping Center Manager (CSM) designation from the International Council of Shopping Centers. He most recently served as VP of Property Management at Capstone Advisors in Carlsbad, California, where he oversaw and operated 21 commercial properties totaling 1.5 million SF across four states.

Laird Superfood, Inc. (NYSE American: LSF) announced the appointment of **Andrew Judd** as chief commercial officer. Judd will be responsible for the commercial strategy and the development of LSF. He will oversee marketing, sales, product development and customer experience to drive business growth and aggressively expand market share. Judd is an experienced marketing leader focused on building exceptional teams and go-to-market models that build brands and businesses. He has led teams across brand marketing, insights and creative services from large strategic CPG enterprises to emerging high-growth brands. Most recently, he was CMO of Yasso. Before that he served as CMO of ONE Brands and VP Marketing for the Boulder Brands business unit of Pinnacle Foods. Previous roles included leading the management of the So Delicious brand at WhiteWave, Category Director for ice cream, iced coffee, blended beverages and value-added milk portfolio at Saputo Dairy Foods and various roles at Campbell Soup Company.



Andrew Judd



Cyrus Mooney

Bend Chamber welcomes **Cyrus Mooney**, events and programs lead.

Mooney is a born and raised Oregonian that finally made the leap to Bend to follow his passions and work in the community. He started as a student at Oregon State University, studying business in 2013. He continued to work within the institution and the field of higher education as he completed his master's degree.

Mooney has found fulfillment in his personal and professional commitments by providing opportunities for individuals to develop further and expand their skills and experiences. As an operations coordinator at OSU within the Department of Recreational Sports, Mooney prioritized areas of inclusivity and social justice to promote more equitable outcomes for folks in the community and beyond. He found his way to the Bend Chamber through a motivation to contribute to a city that he cares deeply about and hopes to positively impact local

businesses and growing professionals.

In his free time, Mooney enjoys exploring new areas of Oregon with his wife Ariel and building new memories with their three rescue pets.



Morgan Schmidt



Barry B. Heath



Kurt Barker



John Letovsky

In February, **Volunteers in Medicine** (VIM) welcomed **Morgan Schmidt** as the newest member of the board of directors. Schmidt brings a wealth of experience to the VIM board and has dedicated her career to community building and collaboration. She's a co-founder of the Clergy for Justice of Central Oregon, founded Pandemic Partners, Chairs the Presbytery of the Cascades Wildfire Response Committee, chairs the Homeless Leadership Coalition's Community Engagement Committee. She also serves as a member of the Larkspur Neighborhood Association Board, and an appointed representative for the City of Bend's Neighborhood Leadership Alliance.

Schmidt is a true believer in the power of board leadership to transform an organization and looks forward to growing the legacy of her predecessors at VIM. As an advocate for justice and peace, she has made it a priority to strengthen her community and provide a welcoming environment where everyone can thrive. By joining the VIM board, Schmidt will be able to advocate for the underserved in Central Oregon and further strengthen the community through her service.

VIM is also saying goodbye to two longtime board members, **Reverend Dr. Barry B. Heath** and **Kurt Barker**.

And after five years as the clinical leader of VIM, **John Letovsky**, MD, has announced his retirement as medical director.

The VIM community welcomes **Heather Laird** ANP, MS as VIM's new medical director, beginning April 18. Laird has been involved with community medical care since first moving to Bend in 2013. She began volunteering as a nurse practitioner at Volunteers in Medicine that same year, while working her full-time job in telemedicine. Laird's desire to work with patients in person led her to Mosaic Medical, first at the Madras clinic, and more recently at their East Bend location.

Laird is a graduate of Whitman College and was a Peace Corps volunteer in Nicaragua, where she became fluent in Spanish. Through her Peace Corps experience, she developed a desire to learn technical skills to help her community, inspiring her to attend the University of Washington for a masters of science in environmental and occupational health sciences, after which she obtained her adult nurse practitioner degree from University of California at San Francisco.

In her free time, Laird enjoys the company of her husband, two young children and their pit-mix, Olive. They favor using bikes and skis to explore, and call themselves amateur gardeners, growing as many fruits and vegetables as the short Central Oregon growing season allows.

Jamie Garza and **Glen Rojas** join **Rotary Club of Greater Bend**.

Garza has lived in Central Oregon for 30+ years. She knows the area well and absolutely loves Central Oregon. She enjoys all of the amazing recreational opportunities and takes advantage of them often. When Garza is not busy selling real estate she is hanging out with her dog and enjoying many of the outdoor activities offered in Central Oregon. She enjoys hiking, fishing, camping, boating and traveling to new places. Being the youngest of ten children, family is one of her main priorities and she enjoys spending time with them. Through Rotary, Garza will strive to do charitable work by helping in Central Oregon and also support international efforts through the World Service Committee.

Rojas, and his wife, Debra, a Family Therapist, moved to Bend in 2021 to be closer to Family. They have two daughters and two grandchildren living in Bend, and a son living in North Carolina.

Rojas advanced his career as a director of Community Services in Chino, California, and moved on to become the city manager. Later in his career, Rojas moved to Menlo Park, California to become the city manager, from which he retired in 2011. Rojas served as an adjunct professor in the MPA program at San Francisco State University and as a consultant contractor for Facebook.

Rojas service to Rotary started when he joined the Rotary Club of Chino, California in 1982. He then became a charter member of the new Rancho de Chino Club in 1989 and was the president of that club for one term. Rojas moved to the Club of Menlo Park where he served both as foundation president and club president and then district assistant Governor for District 5150.

Rojas is committed to community service and has already become involved with the Environmental Committee of the Club.



Jamie Garza



Glen Rojas

Got a Who's Who?

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Celebrating 10 Years of Helping Every Body Thrive!



Synergy Celebrates Tenth Anniversary Achieving Milestones

April 10 marked the tenth anniversary of Synergy Health & Wellness (Synergy) helping cultivate health in all its forms for over 13,000 clients to date. Synergy celebrates the milestones it has achieved to create and provide inclusive nutrition and massage therapies, innovative diabetes events and education and inspiring ideas focused on community building.

Driven by passion and an entrepreneurial spirit, Anshutz has implemented strategic initiatives to expand the clinic’s services based on the demand for innovation in nutrition and diabetes care and group programming, and massage therapies. The wellness industry has greatly evolved over the past decade and the Synergy team has consistently met the challenge by enhancing its standards of best practices based on research findings and regulatory standards to offer new approaches, ideas and tailoring its programming. Some of the highlights from the past ten years include:

- Built a unique team of nine clinicians, including Licensed Massage Therapists, Registered Dietitian Nutritionists and Certified Diabetes Educator, who share a passion for an inclusive approach that celebrates and nurtures people of every size, weight, ability, race, gender, orientation, religion or age.
- Expansion into Redmond to expand capabilities to serve clients throughout greater Central Oregon.
- Advanced Diabetes Certifications, including ADCES accreditation since 2016, and its diabetes educators are certified in administering Medtronic and Omnipod insulin pumps to patients with both Type 1 and Type 2 diabetes.
- Launched Healing Body Trust Group programs, which helps attendees explore a different approach in viewing their body and make peace with food.
- Integrated telehealth and virtual care visits during COVID-19, and now offer hybrid care options for all patients and programs.
- Won 2022 Bend Chamber of Commerce Business Excellence Award for Innovation, Small Business Category. Thank you to the Chamber of the Commerce and our community.
- Launches first-ever three-day Body Trust immersion retreat this fall.
- The largest private clinic in Central Oregon to provide medical nutrition therapy and diabetes education.

“We are honored to celebrate and thankful to have achieved this milestone,” said RanDee Anshutz, founder at Synergy. “Through our team’s work and commitment to helping every body thrive, we have been able to improve the health of thousands of clients. This is a tremendous achievement, and we want to thank our clients and partners for their support over the past years.”

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2012

ESTABLISHED

Conceived on the vision of creating community and inclusivity within the roots of healthcare, synergy began with massage therapies and nutrition.

2013

TEAM

Within a year, hired several practitioners to accommodate increased client volume, and obtained local and state contracts for massage and nutrition education for organizations.



2016

Walk Strong

WalkStrong program launched, a body-positive, inclusive walk training program for 5k and 10k distances.



2017

Synergy Training Center

launched Synergy’s Training Center, providing continuing education opportunities to Oregon Massage Therapists.



2018

ADCES Accreditation

Accredited: Association of Diabetes Care & Education Specialists. Upholds the 10 National Standards for Diabetes Self-Management and Support (DSMES).



2019

Healing Body Trust® Groups

The Healing Body Trust® groups were conceived where brave women and femmes can gather, discuss, and explore a liberating approach to health and vitality.



2020

COVID-19 and Virtual Care / Redmond Office Opening

Expanded to offer services in Redmond. In response to the COVID-19 pandemic, Synergy pivoted to add virtual care services for the protection of clients and staff.



2021

Innovative Diabetes Ed. & Care

Revised Thriving with Diabetes Classes to include a more hands-on approach and utilization of CGM technology. Certified to administer Medtronic and Omnipod insulin pumps to patients with both Type 1 and Type 2 diabetes.



2022

Business Excellence Award for Innovation!

Synergy is a Proud Recipient of the Bend Chamber of Commerce Business Excellence Award for Innovation! Our goal is to continue providing excellent care to our clients throughout greater Central Oregon and continue to enhance our education programs.



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Central Oregon Business Calendar

Email Your Upcoming Business Events to CBN@CascadeBusNews.com

Event Details at CascadeBusNews.com/Business-Events



April 20
1-5:30pm Redmond Chamber Business Expo and Job Fair at the Deschutes Fair and Expo Middle Sister Conference Center.

April 20
5:30-7:30pm Sunriver Area Chamber of Commerce Community Potluck at SHARC.

April 20
5:30-8pm ConnectW April Monthly Meeting at Open Space, Bend.

April 20
5:30pm Deschutes County Historic Landmarks Commission Virtual and In-Person Public Forum at Deschutes Services Building, Bend.

April 21
11:30am-1pm Bend Chamber Ribbon Cutting at Washington Trust Bank.

April 21
7-8pm City Club Virtual Congressional District 5 Republican Primary Forum.

April 22
10am Central Oregon Disability Support Network Spring Park Playdate at Blakely Park, Bend.

April 23
5-10pm La Pine Chamber of Commerce and Visitors Center Annual Chamber Awards Banquet at La Pine Community Center.

April 26
9-11am Bend Chamber Virtual Employment Law Seminar.

April 26
7-8pm City Club Virtual Deschutes County Commission Position 1 Republican Primary Forum.

April 27
5-6pm COCC Virtual Nursing Program Info Session.

April 27
7-8pm City Club Virtual Crook County Commission Position 2 Primary Forum.

April 28-29
2022 Seller Velocity Conference at Lodge Bend.

April 28
5pm EDCO Virtual and In-Person PubTalk at Silver Moon Brewing.

April 28
7-8pm City Club Virtual Congressional District 2 Republican Primary Forum.

April 29
Virtual and In-Person Seller Velocity Conference at Riverhouse on the Deschutes.

April 29
9-10am COCC Virtual Nursing Program

Info Session.

April 30
10am Central Oregon Disability Support Network Spring Park Playdate at Blakely Park, Bend.

May 2
7-8pm City Club Virtual Jefferson County Sheriff Primary Forum.

May 3
7-8pm City Club Virtual Congressional District 2 Democratic Primary Forum.



(Ongoing)
COCC Small Business Development Center Virtual Classes.

Building Permits

COMMERCIAL PERMITS WEEK ENDING 4-1-2022

City of Redmond

\$4,951,899.00	-	Commercial (New) 34,813 sf. at 300 SW Salmon Ave. Redmond 97756 OR Owner: Oregon Industrial Properties-Redmond, LLC 1302 Puyallup St. #A Sumner, WA 98390 Builder: Rawhide Equities, LLC 541-410-1056 Permit # 711-21-001828
\$698,603.00	-	Commercial (Multi Family) 5,326 sf. at 731 SW 10th St. Redmond 97756 OR Owner: Toney Properties, LLC 2747 SW 6th St. #101 Redmond, OR 97756 541-678-5751 Permit # 711-21-002347
\$299,247.00	-	Commercial (Multi Family) 2,484 sf. at 1610 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007 Permit # 711-22-000324
\$33,000.00	-	Commercial (Tenant Improvement) at 365 NE 11th St. Redmond 97756 OR Owner: Vista La Monte Partners, LLC PO Box 1468 Kihei, HI 96753 Permit # 711-22-000279

City of Bend

\$1,888,816.00	-	Commercial (Multi Family) 75,449 sf. at 611 NE Bellevue Dr. Bend 97701 OR Owner: Vintage at Bend 2 Limited Partnership Permit # PRRE202107584
\$350,000.00	-	Commercial (New) 2,774 sf. at 2838 NW Crossing Dr. Bend 97703 OR Owner: Grove NWX, LLC Builder: Delta Services, Inc. 503-593-6035 Permit # PRRE202108494
\$45,000.00	-	Commercial (New) 45,081 sf. at 3790 NE Purcell Blvd Bend 97701 OR Owner: Bend La Pine School District 1 Permit # PRRE202107429

Deschutes County

\$50,000.00	-	Commercial (Addition) at 19425 Calico Rd. Bend 97702 OR Owner: Dish Wireless 5701 S Santa Fe Dr. Littleton, CO 80120 Builder: M & A Contracting, Inc. 503-581-6125 Permit # 247-22-000297
\$40,000.00	-	Commercial (Addition) 68 sf. at 110 W Cascade Ave. Sisters 97759 OR Owner: Schliep Trust 2768 NE Forum Dr. Bend, OR 97701 Permit # 247-22-000652
\$15,000.00	-	Commercial (Tenant Improvement) at 20950 Limestone Ave. Bend 97703 OR Owner: T-Mobile 139 White Oak Ln. Oak Bridge, NJ 8857 Builder: Mastec Network Solutions, LLC 866-545-1782 Permit # 247-21-004359

COMMERCIAL PERMITS WEEK ENDING 4-8-2022

Deschutes County

\$25,000.00	-	Commercial (Alteration) at 60080 Crater Rd. Bend 97702 OR Owner: American Tower PO Box 723597 Atlanta, GA 31139 Builder: M & A Contracting, Inc. 503-581-6125 Permit # 247-21-008066
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Crook Co and City of Prineville

\$55,000.00	-	Commercial (New) at 1600 SW Baldwin Rd. Prineville 97754 OR Owner: Apple, Inc. 1 Infinite Lp. MS 36-2TX Cupertino, CA 95014 Permit # 217-22-002091
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City of Redmond

\$892,986.00	-	Commercial (Multi Family) 7,664 sf. at 1630 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007 Permit # 711-21-002937
\$605,964.00	-	Commercial (Multi Family) 5,030 sf. at 1650 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007 Permit # 711-21-002936
\$500,432.00	-	Commercial (Multi Family) 4,154 sf. at 1510 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007 Permit # 711-21-002939
\$500,432.00	-	Commercial (Multi Family) 4,154 sf. at 1510 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007 Permit # 711-21-002939
\$354,423.00	-	Commercial (Multi Family) 2,484 sf. at 1530 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007
\$353,700.00	-	Commercial (Multi Family) 2,484 sf. at 1520 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007 Permit # 711-22-000326
\$339,003.00	-	Commercial (Multi Family) 2,814 sf. at 1500 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007 Permit # 711-21-002938
\$299,247.00	-	Commercial (Multi Family) 4,884 sf. at 1620 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007 Permit # 711-22-000325
\$25,483.00	-	Commercial (Multi Family) 226 sf. at 1530 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007 Permit # 711-21-002940
\$25,483.00	-	Commercial (Addition) 226 sf. at 1530 SW Juniper Ave. Redmond 97756 OR Owner: Rythmia Opportunity Business, LLC 2950 E Barnett Rd. Medford, OR 97504 Builder: Vik Construction Company 541-501-5007 Permit # 711-21-002940

City of Bend

\$972,497.00	-	Commercial (New) 7,552 sf. at 3120 NE Boulder Creek Dr. Bend 97701 OR Owner: Petrosa Residential Owners Assoc Permit # PRNC202105314
\$750,000.00	-	Commercial (Alteration) 75,293 sf. at 912 SE Armour Rd. Bend 97702 OR Owner: Ronald and Linda Temple Rev Trust Builder: Northwest Quality Roofing, LLC 541-647-1060 Permit # PRRE202108458
\$510,585.00	-	Commercial (New) 3,626 sf. at 3130 NE Boulder Creek Dr. Bend 97701 OR Owner: Petrosa Residential Owners Assoc Permit # PRNC202105317
\$62,000.00	-	Commercial (Alteration) 3,184 sf. at 63455 N Hwy 97 Ste. 62 Bend 97703 OR Owner: CVSC, LLC Builder: Western Construction Services, Inc. 360-699-5317 Permit # PRRE202108559
\$49,114.00	-	Commercial (New) 800 sf. at 3120 NE Boulder Creek Dr. Bend 97701 OR Owner: Petrosa Residential Owners Assoc Permit # PRNC202105319

Rosell Wealth Management

Continued from page 4

will be providing guidance for the fund. The fund was inspired by founder David Rosell's passion for the Central Oregon Community. Rosell was looking for way to support the community in a sustained and impactful way that involved the company and their clients. Clients of Rosell Wealth Management nominated this year's grant recipients and will be invited to do so each year. The mission of the James A. Lee Community Gift Fund is to offer financial support for charitable nonprofit organizations in our community with the

intention of making an immediate and lasting impact by helping those in need. The fund is named after Jim Lee, a longtime Bend resident, active community member, founder of InvitExcellence and former executive director of Abilitree. "Jim has dedicated a tremendous amount of time and energy to helping anyone who needs a helping hand, a motivational talk to get back on track, or a hug," said Rosell. "I have never met another individual who has done more for the people of our community without ever asking for anything in return." The launch of the James A. Lee Community Gift Fund coincides with the 20th anniversary celebration of Rosell Wealth Management. Rosell Wealth Management is an

independent financial planning and wealth management firm based in Bend, Oregon. The firm specializes in helping their clients confidently transition into retirement and effectively manage the distribution phase of retirement. Their approach can be summarized in three words — Relationships, Resources & Results. Founder David Rosell is a renowned speaker and the author of two books, *Keep Climbing* and *Failure is Not an Option*. **Grant Recipients & Presenters** • **La Pine Community Food Kitchen** — Presented by: Jim Middleton, former president of COCC • **Sleep in Heavenly Peace** — Presented by: Brenna Hasty, VP of Operations at The Flybook

• **Volunteers in Medicine** — Presented by: Jim Lussier, former president and CEO of St. Charles Hospital • **Bethlehem Inn** — Presented by: Andrew Jordan, former Police Chief of Bend • **Furnish Hope** — Presented by: Sally Russell, Mayor of Bend • **Shepherd's House** — Presented by: Connie Druliner, owner of Express Employment Professionals • **Boys & Girls Club** — Presented by: John Hummel, District Attorney of Bend • **MountainStart Family Relief Nursery** — Presented by: Katy Brooks, CEO of the Bend Chamber of Commerce • **KPOV** — Presented by Amy Moser of the Christine Browning Group rosellwealthmanagement.com

ColeBreit Engineering

Continued from page 4

the firm into its next chapter. Cole will step into the role of principal emeritus with a focus on mentoring the next generation of firm leadership. "It is an honor and joy to pass the leadership baton to my talented, highly-qualified daughter, Laura," said Cole. "I've been inspired watching her personal growth as a Professional Engineer and leader of ColeBreit over the past nine years. It became obvious to me that she

was the ideal person to guide Axiom Engineers into its future. I look forward to the big things the great people of these two teams will accomplish with Laura at the helm." "Completing this merger is the culmination of years of careful brainstorming and planning," said Breit. "Ray and I are both thrilled about the opportunities this merger will create for our clients, employees and communities we serve. As we look toward the future, I intend to keep both my father's and Axiom's record of success going strong." As a result of the merger, ColeBreit Engineering now boasts:

• Fifty mechanical, electrical, plumbing, fire protection, lighting, energy and commissioning professionals • Five west coast offices in Bend and Corvallis in Oregon, and in Monterey, Napa and Santa Cruz in California • Deep knowledge and experience in market sectors ranging from civic, educational, commercial, healthcare, residential, hospitality, industrial, biotechnology to agricultural Breit founded ColeBreit Engineering in 2013. Her vision of providing high-quality, hands-on and client-focused design and engineering services, combined with the company's

commitment to a positive culture for their team members, quickly grew the company from a two-person firm to a team of 17, and now to the 50-person combined firm that it is today. Axiom Engineers was founded in 1970, with the philosophy that the best solution can come from the most fundamental principles. The company has since grown and expanded its services and its offices across California. The combined firm will continue to operate on the principles of quality, integrity, and expertise, with an unwavering commitment to client and employee success. colebreit.com

Benchmark Pyramid

Continued from page 4

accommodating up to 1,600 guests, which is awarded Silver LEED status by

the U.S. Green Building Council. Both business and leisure guests will find the bounties of the Pacific Northwest at CURRENTS, the hotel's signature restaurant, as well as environmentally minded, sustainably driven wellness treatments at Drift Spa. Guestroom

fireplaces, private patios or balconies and scenic views are part of the Riverhouse experience. Riverhouse is the third Pacific Northwest travel destination within the Benchmark Pyramid portfolio, joining Skamania Lodge in Stevenson,

Washington and Willows Lodge in Woodinville, Washington, with other regional properties including YOTELPAD Park City in Park City, Utah and Snow King Resort in Jackson, Wyoming also a draw for travelers. benchmarkpyramid.com

Hiatus Homes

Continued from page 25

of housing types in all residential zones. Currently, Hiatus is working on several new developments including seven homes in the Old Mill District, with the majority accommodating an Attached Dwelling Unit (ADU) above a detached garage, nine Homes in the Orchard District and an innovative 40-unit apartment concept set to debut in 2023. In more of a micro-housing style, the latter is a "first-of-its-kind" multi-family development in Bend's Midtown area. To be known as Hiatus Penn Flats, it is envisioned as a stepped, three-story building with lofted flats and three common kitchen/living room facilities

with a farm table for communal meals. The building will also feature a workout room, communal workspace, raised decks, ground-level outdoor spaces and a rooftop fire pit and deck with views of Pilot Butte. Transportation includes car share parking as well as bike lockers and electric bike charging stations. Environmentally-friendly laundry detergent brand Dirty Labs has been tapped to collaborate with Hiatus on a state-of-the-art laundry room for tenants. The "intelligently designed" interior units will feature vaulted 13-foot ceilings, and large windows creating a flood of light into the space. Each unit is approximately 440 square feet with a lofted bedroom for additional space. Russell, considered a thought-leader in the design and development of small



HIATUS PENN FLATS | RENDERING COURTESY OF HIATUS HOMES

spaces and communities, added, "Hiatus Homes is delivering the dream of living in Bend to more people, increasing housing density in the region and

creating energy efficient, sustainable living with home models that are zero energy ready." hiatushomes.com



HIATUS CEO JESSE RUSSELL WITH CFO RYAN ANDREWS | PHOTO COURTESY OF HIATUS HOMES

Hiatus Small Home Revolution

Continued from page 25

"People invest capital into the fund as part of their investment portfolio or retirement account and in doing so own a piece of each project. "As the construction of homes is completed and they are all sold, a portion of the profit generated by the development is sent back to investors as a distribution. "In the past only institutions, Wall Street or private equity funds had access to investment like this, but through the Hiatus Capital Fund, accredited investors are able to be a part of this growing trend in the housing market and benefit financially as well. "We are giving our investors an opportunity to stay in the fund and grow with Hiatus Homes with maximum flexibility to choose when to pull their investment back out when they choose. "With a minimum investment of \$50,000, we have created a low barrier to entry for involvement in truly innovative home building." Hiatus is holding monthly webinars for potential new investors to learn more about this opportunity and anyone interested in finding out more information can visit the company website at hiatushomes.com.

Town & Country

Rosell Wealth Management Launches the James A. Lee Community Gift Fund to Support Local Nonprofits



David Rosell and Linden Gross



Rodney and Kira Cook



Cheryl Emerson, David Rosell,
Sharri Dempsey and Clyde Evans



Hayley and Josh Jenssen



Ray and Barbara Warrington, Diane
Elliott and Carol Lee



Heather Ewing and
Roger Egle



Don Stevens



Bob O'Connor and
Morri Wykoff



Seated: Juliana Young and John Hummel, Kelli Hayes, Hattie and Chris Starling.
Standing: Connie Worrell Druliner and Jerry Druliner, Carol Greg



Sandy Henderson, Kathy Tabakman,
Jack Rosell, Teresa Payne, Zeke Kamm, Liz Rink



Jim and Brenda Allen



Jim Lee and Jim Lussier



Michael Addington and Christopher Dent



Christy Lawrence and Alec Layman



Rosa and Ace Felder



Trina and Peter Grube



Jeff Monson and Allison Brock



Bruce Childs and Brenna Hasty



Gwenn Wysling and Megan Burgess



A message from



HUMANITY in Action

Expanding Opportunity for Homeownership in Bend and Redmond

Dozens of working families in Bend and Redmond will own their first home because of generous contributions and pledges to the Humanity in Action Capital Campaign. Join us in thanking the champions, heroes and leaders who are building a brighter future for Central Oregon through Habitat for Humanity.



Thank you to our leading Humanity in Action supporters



Campaign Pledge of \$200,000 or more

Les & Judy Alford
The Bend Foundation
Bend-Redmond Habitat for Humanity
Board of Directors



Campaign Pledge of \$100,000 or more

Jeff and Margie Robberson
Maybelle Clark Macdonald Fund
Taylor Northwest



Campaign Pledge of \$50,000 or more

Brian's Cabinets
Ron & Mary Carver
Central Oregon Association
of Realtors
Deschutes County Title
First Interstate Bank
Weston Technology Solutions

Pledges to the Humanity in Action campaign may be made over a period of up to five years.

Thank you to Jeff and Margie Robberson — Heroes for Humanity



“Bend-Redmond Habitat for Humanity creates opportunities for working families to establish memories and community. More than houses, they build homes.”

— Jeff and Margie Robberson
Heroes for Humanity

Contact

Darrion Cotroneo
Bend-Redmond Habitat for Humanity

Phone
541-526-8186

Email
dcotroneo@brhabitat.org



We build **strength, stability** and **self-reliance** through **shelter**.