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— Page 29

Enhancing & Promoting the Economic Vitality of Central Oregon Since 1994

Accomplished under 40

by JEFF MARTIN — CBN President/CEO

As CBN celebrates our 20th year of honoring young business leaders in Central Oregon, we — along with our sponsor, Washington Trust Bank — thought it would be fun to reach out to some of our past award winners and ask...

WHERE ARE THEY NOW?



ASHLEY MEARS, VP-COMMERCIAL RELATIONSHIP MANAGER, WASHINGTON TRUST BANK — 2018 AWARD RECIPIENT

What advice would you give to your former self at the time you were featured as an Accomplished Under 40 Award recipient?

I would tell myself to slow down a bit and trust the process. At that stage, I was very focused on what was next; what the next role looked like, how to grow, how to prove myself. While that drive served me well, I would remind myself to be more present and recognize that careers are built over time, not overnight.

Relationships, reputation, and consistency matter more than any single milestone.

What has changed the most in Central Oregon since then?

The growth has been incredible. Central Oregon has evolved from a smaller, more relationship-driven market into a much more dynamic and competitive environment. There's more capital, more businesses, and more opportunities, but also more complexity. What hasn't changed, though, is the importance of community. Even with all the growth, relationships still drive business here.

How has your career and community involvement changed since you were selected?

My career has continued to evolve, but the biggest shift has been moving from execution to a more strategic, relationship-focused role. I've had the opportunity to work more closely with business owners, particularly in helping them navigate

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Inside Central Oregon's Ever Changing Real Estate Landscape

Market Shift to More Balanced Environment

by SIMON MATHER — CBN Feature Writer

In the ever-changing landscape of Central Oregon's residential real estate market, active practitioners in the industry anticipate a transition to a more balanced, stable environment as 2026 gets fully underway, with steady price appreciation rather than sharp price hikes.

While Bend remains relatively high priced, innovative approaches are providing prospective buyers with more options — though elevated interest rates and, in some cases, limited affordability continue to impact demand.

Susanna Abrahamson, local Central Oregon broker and current president of Cascade East Association of Realtors (CEAR), said we were coming off the "highs of the COVID-19 era."

During that timeframe (2020-2022) the market, in Bend in particular, surged due to a massive influx of remote workers, historically low mortgage rates, and a severe,

pre-existing housing shortage. These urban buyers sought lifestyle changes, driving, high demand, multiple offers, and record-low inventory.

The situation was compounded by a shortage of construction as local demand far outpaced the ability to build new homes, creating a long-term supply deficit.

Abrahamson said, "A lot of people were moving here and working remotely, but thankfully, the market has transitioned from that frenzied pace to a new, albeit higher-priced, equilibrium, though demand remains strong."

"Interest rates obviously are elevated now compared to the unprecedented lows of recent history but are still reasonable compared to the overall historical picture."

"Higher-end properties are still seeing strong interest, but in terms of new building, we need more single-family options matching what residents want."

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Central Oregon Real Estate Spotlight — Pages 11-33

Mt. Bachelor Brings New Life to Former LOGE Property

Resort Unveils 79 New Lodging Units

by NOAH NELSON — CBN Feature Writer

Just in time for summer, Mt. Bachelor will be revitalizing Entrada Lodge, the Century Drive motel previously known as The Trailhead Lodge. Mt. Bachelor has announced that bookings will be available for the upcoming summer of 2026.

The property had previously been rented by LOGE Camps, a Washington-based hotel chain. However, they were effectively evicted from the property back in February, due to months of back rent. Brett Evert, the president and majority owner of Entrada Lodge Inc., along with John Merriman, the ski operator's president, hashed out the deal in the months since LOGE's February 11 departure.

When LOGE Camps moved into the property in summer 2018, Evert's company had granted them an initial three-year lease and later offered a longer lease for five years. In the summer of 2025, the Washington company began missing rent payments, citing company-wide cash flows, as reported by *The Source* in February.

The lodge sits on 6.6 acres adjacent to the Deschutes National Forest, offering direct access to outdoor



PHOTO | CASCADE BUSINESS NEWS

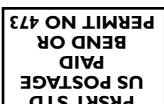
activities such as skiing, snowboarding, biking, hiking and paddling. It is less than 10 minutes from downtown Bend and about a 20-minute drive to Mt. Bachelor

"This venture for Mt. Bachelor allows us to continue to grow and extend the Mt. Bachelor experience beyond our mountain," said Erin Bohon, director of resort services and lodging for Mt. Bachelor. Mt. Bachelor is leasing the property under a long-term agreement with the landowner, though

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Hayden Homes Earns 2026 Great Place To Work Certification

Hayden Homes is proud to be Certified by Great Place To Work for the third year in a row. The prestigious award is based entirely on what current team members say about their experience working at Hayden Homes. This year, 96% of team members said it's a great place to work — 39 points higher than the average U.S. company. Great Place To Work is the global authority on workplace culture, employee experience, and the

Continued on Page 38 ▶

RECENT TRANSACTIONS

Broker **Emilio Tiscareno**, with **Compass Commercial Real Estate Services**, represented the buyer, 2741 NW Lolo Drive, LLC, while **Compass Commercial Real Estate Services** brokers **Dan Kemp, CCIM**, and **Adam Bledsoe**, represented the seller, Resdogs Holdings, LLC, in the sale of 0.9 acres of land at the corner of NW York Drive and NW Lolo Drive in Bend. The land sold for \$1,570,000. **Fratzke Commercial Real Estate Advisors, Inc.**, announced the sale of the Redmond Industrial Park for \$21,000,000.00. **Brian Fratzke, CCIM and Principal Broker**, represented the Buyers (Redmond Industrial

Continued on Page 38 ▶

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New Indoor Ski & Snowboard School, Shredder Bend, Opens on Bend's Eastside

by **SOPHIE BRENTLINGER** — **Compass Commercial Real Estate Services**

A new, community-focused ski and snowboard training facility opened in Bend this March, introducing a year-round approach to snow sports education designed for local residents. Shredder Indoor Snowboard & Ski School, started by Morgan Schaening, was created to make skiing and snowboarding more accessible, convenient and fun, especially for Bend's growing population of young families.

The project came together with the help of Compass Commercial broker Graham Dent, who worked closely with Schaening to secure a space that met the unique physical requirements needed for the business. "Finding the right building in Bend was a challenge," said Schaening. "We

Continued on Page 38 ▶

Free Yard Debris Disposal Returns to Deschutes County Collection Sites This Spring

Deschutes County is encouraging residents to get their homes ready for wildfire season and take advantage of the free yard debris drop-off events offered each year through the FireFree program. During a wildfire, most homes are lost when falling embers smolder and ignite dry, vulnerable areas around a house. Embers can travel several miles to land in fallen pine needles, leaves or

other yard debris and start a fire close to home. Residents can help lower that risk by clearing out flammable debris and maintaining defensible space around their homes. To help make that work easier, FireFree offers free yard debris disposal at local collection sites across the county. Events begin May 1, but

Continued on Page 38 ▶

Portland Gear Expanding into Bend with New Old Mill District Store

A well-known Oregon brand is coming to Bend to begin its next chapter. Portland Gear, the Portland-based travel and apparel brand known for its signature "P" logo and water-resistant T-shirts and hats from the back of his van. The now-iconic "P" logo, which incorporates the shape of Oregon within the style of the letter, helped build a strong following in and around district's retail mix. Founded more than a decade ago by Portland native Marcus Harvey, Portland Gear began with Harvey selling branded T-shirts and hats from the back of his van. The new shop will move into the former Wild Child space at 450 SW Powerhouse Dr., Ste. 403, adding travel gear, luggage and apparel to the

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code and funding recommendations to the City Council in alignment with the goals outlined in the City's Consolidated Plan. Affordable Housing Advisory Committee is currently recruiting one member who is a real estate professional. All committee members must demonstrate an interest in meeting the needs of very low-, low-, and moderate-income populations in Bend. For more information, visit the Affordable Housing Advisory Committee webpage.

Affordable Housing Advisory Committee is seeking applicants to fill one vacancy; terms are three years.

Contact: Racheal Baker, Affordable Housing Manager, 541-323-8550 or rbaker@bendoregon.gov.

Bend Economic Development Advisory Board

The Bend Economic Development Advisory Board (BEDAB) provides input to the Bend City Council on economic development and business issues and initiatives. The board seeks to provide broad representation from local key industries. Members work closely with the City's economic development partners, including the Chamber of Commerce, Economic Development for Central Oregon, Visit Bend, Oregon State University- Cascades, St. Charles Health System, East Cascades Works and the Small Business Development Center at Central Oregon Community College. For more information, visit the Bend Economic Development Advisory Board webpage.

Bend Economic Development Advisory Board is seeking applicants to fill one vacancy for a partial term ending January 1, 2029. Members appointed to partial terms may

BEND

◆ Community committees, boards and commissions are a great way to get involved with local government. The City has several Council-appointed advisory groups that make recommendations to City Council or City administrative staff. Applications are being accepted for the Affordable Housing Advisory Committee, Bend Economic Development Advisory Board, City of Bend Accessibility Advisory Committee and the Human Rights & Equity Commission.

Advisory body members are eligible for a stipend (\$40/meeting, not to exceed \$500/year) to help lower barriers to participation (see information below).

Applications are due on April 30, 2026, at 5pm.

Visit bendoregon.gov/committees to learn more and to apply.

Affordable Housing Advisory Committee

The Affordable Housing Advisory Committee (AHAC) provides policy,

seek reappointment for up to two consecutive three-year terms, not including any partial terms. Bend Economic Development Advisory Board is also seeking applicants to fill alternate positions, which are intended to be ready to fill a vacancy on the board.

Contact: Cyrus Mooney, Business Advocate, 541-385-6680 or cmooney@bendoregon.gov.

City of Bend Accessibility Advisory Committee

The City of Bend's Accessibility Advisory Committee's (COBAAC) purpose is to assist and advise the City on the most efficient and responsible means by which to make its programs, services, activities and facilities accessible to all of Bend's residents and visitors. COBAAC is a City Manager-appointed committee.

For more information, visit the City of Bend's Accessibility Advisory Committee webpage.

City of Bend's Accessibility Advisory Committee is seeking applicants to fill one vacancy; terms are three years. Additionally, City of Bend's Accessibility Advisory Committee is seeking applicants to fill alternate positions, which are intended to be ready to fill a vacancy on the board, and last one year.

Contact: Cassandra Kehoe, Accessibility & Equity Manager, 541-693-2141 or ckehoe@bendoregon.gov.

Human Rights & Equity Commission

The primary goal of the City of Bend Human Rights and Equity Commission (HREC) is to advise the City Council on policies and practices that impact equity, human rights and inclusion within the community. The Commission works to identify barriers to equity and to recommend strategies

for dismantling those barriers. The Human Rights and Equity Commission strives to create systemic change that benefits the entire community by centering on the voices of those most impacted by inequity. For more information, visit the Human Rights and Equity Commission webpage.

The Human Rights and Equity Commission is seeking applicants to fill two vacancies: both for partial terms ending January 1, 2028. Members appointed to partial terms may seek reappointment for up to two consecutive four-year terms, not including any partial terms. HREC is also seeking applicants to fill alternate positions, which are intended to be ready to fill a vacancy on the board.

Contact: Mellissa Kamanya, Affordable Housing Coordinator, 541-382-5615, or mkamanya@bendoregon.gov.

Stipends

The City of Bend offers a stipend program for City advisory board, committee and commission voting members who choose to participate. The intent is to expand opportunities for community members to connect with the City and lower barriers to engagement. The program will provide members of City advisory boards, committees and commissions with a stipend of \$40 per meeting, not to exceed \$500 per person annually. This stipend covers assumed costs of volunteering on an advisory group such as travel, parking, stable internet connection and other expenses. Please note that non-voting members, alternate members, and Bend Metropolitan Planning Organization Budget Committee members are not eligible for the stipend. View the Advisory Body Stipend Program Policy for additional information.

DESCHUTES COUNTY

◆ Deschutes County recently released reports that show the transient lodging tax collection results for FY 2025-26, updated through the month of March 2026. Please keep in mind that these funds are recorded on a cash basis; therefore, this information reflects the results of payments for activity through February 2026.

To access the full report go to CascadeBusNews.com and search *Transient Lodging Tax Collections*.

◆ As the May 19 primary election approaches, the Deschutes County Road Department reminds political campaigns and supporters to keep political signs out of county road rights of way. The County will remove any signs placed there.

Political campaigns and supporters are responsible for making sure signs are not placed in public road rights of way. Property owners and campaigns can use the interactive map on the Deschutes County Dial website to find the approximate right of way lines.

County code allows campaign signs to be posted on private property in unincorporated areas of the county with the landowner's permission. Signs may be displayed up to 30 days before an election and must be removed within five days after the election.

Political signs are also prohibited in state highway rights of way. These boundary lines are not always clearly marked. Before placing a sign near a state highway, please contact the Oregon Department of Transportation through its "Ask ODOT" online portal.

Insure Pacific Opens its Doors with New Westside Office Location in Bend

by JEFF SPRY — CBN Feature Writer

Further expanding its capable reach to provide personalized, locally-owned insurance care to the Central Oregon community, Insure Pacific, a sister agency to Prineville Insurance, is celebrating its 91st year doing business in 2026 by delivering good old-fashioned dedication and integrity.

The new office location on Bend's westside just opened last month at the Embark shared space building where they'll continue to offer exceptional client services for their customers' needs across the entire spectrum of insurance for home, auto, farm and ranch, commercial, and life.

President Monica Elsom is thrilled at the prospects for this centrally-situated communal locale and her staff's commitment to the residents of Bend, Redmond, Sisters and neighboring towns.

"We are excited that we've opened our Bend office," she tells CBN. "We're already seeing a good reaction to it. We've been in business for over 91 years in Central Oregon, so the space may be new but we've had solid relationships in Bend already, so we're just trying to build on

that. I'm seeing a lot of opportunity, and we're also gaining a lot of customers who are frustrated and can't talk to their agent anymore and are being casually passed off to a service center.

"It's been a growing issue that these big financial firms are buying up the smaller agencies, so you're not getting that local attention and customer service that you really paid your agent for in the first place. We're here, we're local and we have a full staff, so I wanted to expand on that."

Insure Pacific is a respected independent agency that represents many carriers its agents can quote from, thereby eliminating clients getting stuck with just one particular provider to allow for the smartest and most cost-efficient options out there.

"Embark is a co-working space, and it's a very different way to work. It's very social and very networking, and everybody works together, so it's kind of nice. We're having a

lot of fun with it. Half of the building is Ruffwear, and the other half is businesses of all types. There's nonprofits in there, there's architects, there's realtors and all kinds of companies. We have meeting rooms and desks and you can really do whatever you want within the



PHOTOS | COURTESY OF INSURE PACIFIC



MONICA ELSOM

space. There's not really a lot of agencies in that area so we're hoping we'll have a bunch of customers in that direction."

Since they've been in business for nearly a century, Insure Pacific has a nearly unlimited selection of resources they can tap into for customers, including names like Liberty Mutual, Travelers, Mutual of Enumclaw, Hallmark, SafeCo and Acuity, just to name a few.

"The market is changing quite a bit, and we've gone through two years of carriers tightening up," she adds. "Fire scores made a big mark on that. Reinsurance for all these giant carriers has decreased, so it's getting harder for some of them to write business that they used to write without a problem. But that's why you come to an independent agent, because they have so many resources and have close relationships with all our carriers. It's very rare we can't find coverage for someone, and we have a full crew that will search high and low for the best option."

Insure Pacific is located at 2843 NW Lolo Dr. in Bend. insurepacific.com • 541-238-7775

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Hayden Homes' Parkside Place Ribbon Cutting Celebrates Successful Housing Partnership

by JENN KOVITZ, Community Engagement & Government Affairs — Hayden Homes

On April 7, Hayden Homes celebrated the model home ribbon-cutting and grand opening of the vibrant new Parkside Place community. The event, co-hosted by the Bend Chamber, marked a major milestone for housing goals in both Oregon and the City of Bend.

Parkside Place is a direct result of the state's first housing pilot project, 2016's House Bill 4079. This successful public-private partnership offers hundreds of new market-rate and affordable housing units for rent and homeownership on Bend's central eastside. The 37-acre community — with more than 300 new housing units — is located less than a mile from grocery stores, restaurants, and other services. Parkside Place represents the culmination of an incredible multi-year collaboration between Hayden Homes, the State, and the City to create housing that Bend's middle-income households can afford.

Following HB 4079, the State awarded Bend a pilot project allowing a one-time urban growth boundary expansion for housing development if at least 30 percent of the homes were priced affordable to people earning 80 percent of area median income (AMI) or below. Oregon State Senator Anthony Broadman, who previously served on the Bend City Council and now represents much of Central Oregon in District 27, spoke at the event.

"Parkside Place is an example of what is possible for Central Oregonians when the public and private sectors work together to solve our greatest challenges," said Senator Broadman. "The City of Bend and Hayden Homes have partnered to successfully use one of our state's first legislative housing tools to produce hundreds of deed-restricted and market-rate homes that more local wage-earners can afford."

A deed restriction is a tool to create long-lasting housing affordability by restricting the rental or sales price of a housing unit every time it is re-leased or resold. Deed restrictions are often in place for decades, and can ensure that an apartment or home is only

made available to a household earning below a specific area median income.

At Parkside Place, Hayden Homes exceeded the required 30 percent deed-restricted housing, delivering a full 40 percent of the units in the community as affordable — including 108 rental apartment units in the first phase of development. All 139 affordable units in Parkside Place will be deed-restricted for fifty years and priced for households earning 80 percent of Deschutes County AMI or below. (In 2025, 80 percent AMI is \$98,800 for a family of four* according to the U.S. Department of Housing and Urban Development, or H.U.D.).

Hayden Homes has also delivered new market-rate housing that more local households can afford. Market-rate homes in Parkside Place are currently priced beginning at \$424,990 — approximately \$295,000 less than Bend's median home sales price. According to H.U.D., this sales price is affordable for households earning 81 percent area median income and above. At Parkside Place, more nurses, educators, healthcare workers, first responders, fixed-income retirees, and other middle-income households can access attainable homeownership.

"At Hayden Homes, we know it's going to take all of us to help solve our region's housing crisis," said Craig Smith, Chief Operating Officer for Hayden Homes. "We are committed to being a part of the solution. Parkside Place is a community where Bend's hardworking individuals and families can find homeownership opportunities they can afford with local services nearby. We are grateful for our elected leaders' collective efforts to help produce the housing



HAYDEN HOMES TEAM MEMBERS AND LEADERSHIP FROM THE BEND CHAMBER OF COMMERCE CHEER AS OREGON STATE SENATOR ANTHONY BROADMAN CUTS THE RIBBON AT THE PARKSIDE PLACE MODEL HOME GRAND OPENING | PHOTO COURTESY OF HAYDEN HOMES

our region needs, and Hayden Homes is thrilled to welcome everyone to our new community in Bend."

Parkside Place offers thoughtfully designed homes and lifestyle options designed to suit every stage of life. Homeowners will enjoy beautifully maintained common areas and a future 4-acre park, as well as HOA dues set well below those of many nearby communities.

Neighbors and Central Oregonians are encouraged to tour this unique community and learn more during the upcoming Grand Opening Weekend. From 12-5pm on Saturday, April 11, and Sunday, April 12, guests at this free event can tour a new model home, meet the sales team, and be part of this exciting milestone. Complimentary food, refreshments, and fun giveaways will be available throughout the weekend.

*H.U.D. determines that a household is not "housing cost burdened" if they spend no more than 30 percent of their income on housing. For example, the AMI in the Bend-Redmond MSA in 2025 is \$123,000 (assumes family of four, two wage earners).

hayden-homes.com

New Goodwill Superstore Launched on North End of Bend

by SIMON MATHER — CBN Feature Writer

Crowds thronged the new 10,000-square-foot Goodwill "superstore" location on the North side of Bend, near Costco, during a recent Grand Opening and ribbon cutting ceremony, with over 220 people through the doors within the first 15 minutes of the official launch.

The new large-format store and job training center expands Goodwill's footprint in Central Oregon, to go along with existing locations on the southern edge of Bend and in Redmond.

The new store is stocked with a wide range of donated goods, including clothing, housewares, electronics, artwork and sporting equipment, while the center also functions as a hub for workforce development resources.

Goodwill Industries spokesperson and public relations manager Hayley Platt said, "We will celebrate our 100th anniversary next year, and a lot of people still don't realize that job training is really our mission. Revenue from donated goods supports programs that help people find employment."

"Goodwill Industries of the Columbia Willamette (GICW) instructors actually provided over 40,000 hours of free skills and vocational training to employees and community members in 2025 through northwest and Central Oregon and Southwest Washington."

"GICW is able to offer these services at no cost thanks to generous donors and loyal shoppers, and we aim to continue providing meaningful connections and community engagement with this exciting new location, bringing additional jobs and learning opportunities."

The new outlet, located on Hunnell Road, has over 50 employees working in the retail space and job connection facility, with a rotating group of Career Center instructors helping enhance community members' social and professional skills.

The organization provides free job training, resume assistance, interview preparation and networking opportunities with local employers, while a classroom



BEND MAYOR MELANIE KEBLER AND CITY OFFICIALS AT THE RIBBON CUTTING FOR THE NEW 10,000-SQUARE-FOOT GOODWILL STORE IN BEND ON HUNNELL ROAD | PHOTO COURTESY OF GOODWILL INDUSTRIES

for computer training and English as a Second Language (ESL) courses is also on site.

Regular hours for the store are 10am-8pm, seven days a week, and Platt said the new Bend location was selected to better serve that part of the city as it continues to grow.

She added, "This is just a great spot for us to expand access — both for shoppers and for people who want to donate or use our employment services."

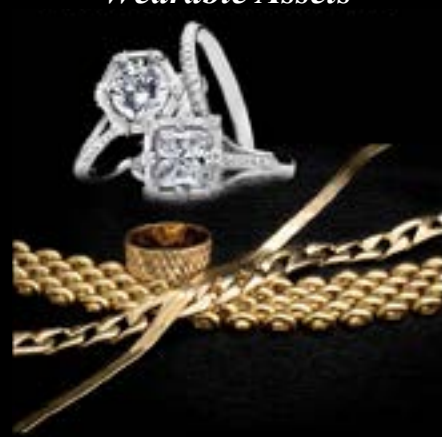
"Gently used clothing, home goods, and other donated items will support both sustainability and local impact. We actually are the kings of re-use! Donating keeps usable materials out of landfills and helps fund programs that strengthen the community — giving a hand up not a hand out."

goodwill.org

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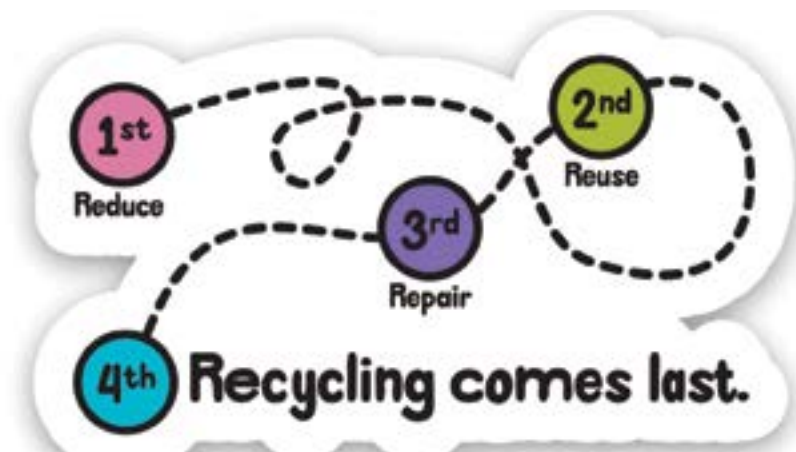
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AI & Its Intersection with Employment Law

Best Practices & Common Pitfalls

by SHAYDA LE, Partner — Barran Liebman LLP

Many of us are adapting to artificial intelligence taking on a more prevalent role in various aspects of business and work life, and most of us are doing so at varying paces, depending on industry, size of organization, types of tasks, and potential for risks. Where AI intersects with employment law, here are some best practices and common pitfalls which can inform the path you chart.

Hiring and Disability Considerations

Employers might use AI to review and filter job applications or resumes. On the plus side, applications can be quickly filtered out where they do not meet the minimum qualifications for the position, and candidates can be prioritized who best meet the skills and experience for the role. On the downside, AI can introduce unknown and unintended biases through the screening process, where it describes an ideal candidate to resemble *personal* characteristics held by previous successful candidates, rather than the *skills* required for the position.

Employers might use AI to aid in assessing interview performance. On the plus side, AI-powered interview platforms can assess candidate responses in video interviews, evaluate facial expressions, as well as tone and language, to predict skills and likelihood of success. On the downside, AI might be more or less accurate when assessing facial expressions or voice tone amongst candidates of different races, or due to speech differences, or based on facial paralysis, autism, or anxiety disorders. By design, these tools generalize what is “the norm,” and in doing so, may penalize people with differences, even where those differences present no advantage or disadvantage in the role.

In addition to generalizing “the norm,” AI systems might filter out candidates with disabilities before they have the opportunity to request a reasonable accommodation for the application process. Further, employers may not realize where AI tools intersect with and conflict with disability-related obligations. An employer might appropriately make a reasonable accommodation for an applicant, such as by affording someone a longer response time for an assessment exam; but using an AI tool that does not recognize or account for the accommodation could then negatively interpret the candidate’s slower performance on the exam.

Some of these risks can be mitigated by thoroughly vetting third-party software and services and understanding how they audit for bias, evaluate fairness, and describe the model’s logic and key features. Organizations can also develop their own internal bias audit systems. Users should be trained and supported in how to create system prompts that are effective in avoiding systemic biases. And processes can be established where employees involved in hiring and screening clearly track and document the data inputs, the system prompts, and the checks and balances used, in case the organization ever needs to demonstrate that it made best efforts to avoid and mitigate bias.

Performance Evaluations

In systematizing performance evaluations, AI can identify data-driven insights



about employees, where a broader range of measures of productivity and success can be synthesized and considered in evaluating contribution. Where a non-AI supported performance review process might consider how many customer calls or tickets an employee addressed, an AI-supported process might also summarize information about task completion, size of those tasks, scope of that work, timeline for completion, customer satisfaction scores, measures of collaboration with internal colleagues, synthesized into a weighted scorecard. Incorporating data that might otherwise be impractical for an individual supervisor to gather can improve objectivity.

Further, in evaluating how a manager is issuing their performance reviews, AI could be used to flag a pattern of potential bias in evaluations, such as certain demographic groups getting systematically lower ratings or certain managers showing consistent positive or negative scoring tendencies across certain positions or teams. This can give HR or senior management a tool with which to evaluate the managers and the efficacy of their review process.

AI can also be used to turn a completed performance review into a personalized development plan for each individual employee, recommending targeted training programs or specific career development skills or skill gaps that can be addressed to help get employees ready for future advancement.

At the same time, managers should use their judgment to evaluate that such data is representative of the traits they want to emphasize, to verify that an individualized development plan is fair and balanced, and to be sure they have not abdicated in their own responsibilities to manage and understand their teams.

Workplace Investigations

AI might also be used to streamline workplace investigations, such as by pulling emails, summarizing information, or categorizing evidence for review. The investigator should still personally review the underlying data that bears on the fact-finding outcome, but can use AI to create helpful summaries or cluster certain documents together, so that the manual task of preparing a chronology of events or summary of an issue can be streamlined. These approaches make the information easier to review; they do not replace the human review itself.

Lower risk uses of AI in the employment law setting can include using it to summarize application information, using it to collate data amongst multiple applicants, to streamline and template email communications, to improve accessibility for disabled applicants, and to generally create aids for human decisionmakers rather than replacing human analysis and decision-making, and ensure that the employees who use AI to aid employment-related decisions appreciate that their use of AI to reach those decisions still involves a responsibility to understand and scrutinize that information.

Shayda Le is a Partner at Barran Liebman LLP where she advises and represents employers on a wide range of employment issues. For questions, contact Shayda at 503-276-2193 or sle@barran.com. barran.com

Ashley Mears

Continued from page 1

growth, challenges, and long-term planning.

On the community side, my involvement has become more intentional. Earlier in my career, I said yes to everything. Now, I focus on opportunities where I can make a meaningful impact and align with causes I care deeply about, especially those supporting local businesses and families.

What did it mean to you to receive the award?

It was incredibly meaningful. At the time, it felt like validation that the hard work was paying off. Looking back, it also connected me to a network of driven, community-minded individuals who continue to do great things. It’s something I’ve always been proud of.

What are some of your proudest accomplishments that make you who you are today?

Professionally, I’m proud of the relationships I’ve built and the trust I’ve earned with clients. In banking, that trust is everything. Being able to support businesses, especially through both good times and challenging ones, is

Mt. Bachelor

Continued from page 1

financial terms were not disclosed. The land is held by Entrada Lodge Inc., according to county records.

The move marks Mt. Bachelor’s first entry into lodging operations, representing a new business venture for the ski area as it expands beyond its traditional mountain-based offerings.

“Trailhead Lodge is a natural extension of the Mt. Bachelor experience,” said John Merriman, president and general manager of Mt. Bachelor. “We’re excited to create a space in Bend where our community can gather year-round — whether that’s

something I don’t take lightly.

Personally, I’m proud of learning how to balance career ambition with being present for family and community. That balance isn’t perfect, but it’s something I’ve become much more intentional about over time.

What advice would you give to this year’s — and future — recipients of the Accomplished Under 40 Award?

Don’t view this as a finish line- it’s just a moment in a much longer journey. Stay curious, stay humble, and continue investing in relationships. The people you meet and the way you show up over time will matter far more than any single recognition.

What question would you ask yourself for this interview?

I would ask: *Are you still doing the work that challenges and motivates you?* And the answer is yes; but it looks different than it did back then. It’s less about proving something and more about creating value - for clients, for my organization, and for the community I’m a part of.

Additional Comments

Looking back on being named an *Accomplished Under 40* recipient in 2018, it feels like both a different chapter and the foundation for everything that’s followed.

fueling up for a powder day, meeting friends for après, or relaxing after a summer ride or hike. This is about building connection beyond the mountain and giving our guests another way to experience everything that makes this place special.”

Trailhead Lodge is designed with simplicity, flexibility and outdoor access in mind. The property features exterior-access rooms, pet-friendly accommodations and practical amenities tailored to active travelers. Guests can enjoy a hot tub and pool, expansive outdoor areas and spaces intentionally designed to transition seamlessly from morning coffee to evening gatherings.

In addition to lodging, Trailhead Lodge will serve as a vibrant outdoor event space and après destination for both visitors and locals. The property will feature local beer on tap, regional wine offerings and welcoming gathering spaces — creating a social hub for skiers, riders, bikers and hikers in every season.

mtbachelor.com

Networking Isn’t Personal Anymore — With Four in Five Professionals Calling it Transactional

by CHRIS PETTY, Franchise Owner — Express Employment Professionals

A growing majority of Americans say networking no longer feels like relationship-building but a thinly veiled transaction — and new survey data shows just how pervasive that discomfort has become.



According to a recent Express Employment Professionals-Harris Poll survey, 79% of U.S. hiring managers and 75% of job seekers say networking today feels more like a business transaction than a genuine personal connection.

At the same time, 84% of job seekers say networking is primarily about identifying job opportunities — not building relationships — revealing a widening gap between what professionals want networking to be and what it has turned into.

And the problem goes far deeper than awkward small talk.

Tech is Making Networking Worse

Online platforms were supposed to make meeting people easier, but instead, they’ve introduced a new layer of artificiality.

- 78% of job seekers say online networking platforms have made interactions more transactional.
- 84% of hiring managers agree.
- Even though 59% of hiring managers think these platforms make authentic connections easier, most admit the interactions still feel impersonal and opportunistic.
- 72% of job seekers say it’s difficult to form authentic relationships in environments where the goal feels transactional from the start.

And perhaps the most telling figure: 85% of hiring managers now evaluate networking contacts based strictly on their influence or usefulness.

In other words, the “what can you do for me?” energy is unmistakable.

Younger Workers Feel it the Most

Gen Z and millennials — the generations most fluent in digital networking — are also the ones most likely to say it feels shallow, performative or forced.

- Nearly 1 in 3 Gen Z job seekers (32%) say they reach out to old contacts for leads or references despite not speaking for long periods.
- 34% of Gen Z strongly agree that building meaningful connections is difficult in transactional environments, making them the most likely group to feel alienated by networking norms.

Their concerns echo a broader trend. In separate national research by Freeman, 91% of Gen Z professionals say in-person events are essential to building real interpersonal skills, and over two-thirds believe technology has left them feeling less connected at work.

The Return of Real Connection

While nearly all hiring managers (92%) and job seekers (84%) agree networking is critical for getting a foot in the door, there’s mounting frustration with how it’s done.

The disconnect is clear. People want opportunity, but they don’t want to feel like a commodity.

With 81% of hiring decision-makers agreeing that authentic relationships are difficult to build when networking feels transactional, both sides appear ready for something different.

Discover more research and real-world workforce trends from the America Employed series at ExpressPros.com/Newsroom.

Survey Methodology


The Job Insights survey was conducted online within the United States by The Harris Poll on behalf of Express Employment Professionals from November 3 to 19, 2025, among 1,002 U.S. hiring decision-makers.

The Job Seeker Report was conducted online within the United States by The Harris Poll on behalf of Express Employment Professionals from November 7 to 20, 2025, among 1,003 adults ages 18 and older.

For full survey methodologies, please contact Sheena.Hollander@ExpressPros.com, director of Corporate Communications & PR.

The Central Oregon Express office is located at 296 SW Columbia, Suite B, Bend. expresspros.com/bendor • 541-389-1505

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EarthCruiser Marks 18 Years as Overland Segment Continues to Evolve

provided by EARTHCRIUSER

EarthCruiser marks 18 years since its founding in Australia on April 1, 2008, at a time when the overland segment continues to grow and evolve within the broader RV industry.

For founders Lance Gillies and Michelle Boltz, the business has always been closely tied to a personal way of life. "We've been traveling in vehicles for as long as we can remember," said Gillies. "Across Australia and around the world. We've been very fortunate, and we're grateful for the opportunities that have come with that." That experience became the foundation for EarthCruiser — designing and building vehicles that are fit for purpose, intended for real travel rather than adaptation.

Eighteen years on, much has changed in the overland and RV industries. New products, new entrants, and new interpretations of vehicle-based travel continue to emerge as the category grows.

Few companies in the overland segment have operated continuously across multiple phases of that evolution — from early niche adoption through to broader industry attention today.

According to Gillies and Boltz, that evolution is expected. "Like any industry, it changes as more people become involved," said Boltz. "Customer expectations shift, technology improves, and different approaches develop. That's part of it."

What has not changed, they say, is the underlying reason people are drawn to it. "The vehicles evolve," Gillies said. "But the reason people use them doesn't. It's still about getting outside, traveling further, and stepping away from the pace of



EARTHCRIUSER DESIGNED TO FIT IN A SHIPPING CONTAINER FOR EASY WORLD TRANSPORT | PHOTOS COURTESY OF EARTHCRIUSER



MICHELLE BOLTZ AND LANCE GILLIES IN BEND

everyday life — something we're seeing more people look for."

Over the past 18 years, EarthCruiser has worked with customers, suppliers, and a wide range of builders and crew — relationships that have shaped both the products and the company itself. "We've been fortunate to work with a lot of good people along the way," said Gillies. "Customers, suppliers, and the crew we've had the opportunity to work with — through good times and difficult ones. That's something we don't take lightly."

Today, EarthCruiser is applying that experience through evolving product platforms and partnerships. The company is currently focused on expanding its composite camper platforms through a partner-based model aimed at improving accessibility and scalability.

The company remains grounded in the same principles it was founded on — simplicity, durability, and real-world usability. As the industry continues to grow and change, Gillies and Boltz see their role as consistent. "Things will keep evolving," Gillies said. "They always do. We're just looking forward to continuing to be part of it."

earthcruiser.com

Central Oregon Commercial Real Estate

A Market Defined by Tight Supply & Shifting Demand

by RYAN AMERONGEN, Broker & CCIM — REMAX Key Properties Commercial

Central Oregon's commercial real estate market continues to demonstrate resilience heading into 2026, with fundamentals that remain strong but increasingly nuanced across asset classes. While the region mirrors many national trends, it stands apart in one key way: limited supply continues to underpin performance, even as demand patterns evolve.



At a high level, vacancy across most sectors remains low, and investor interest is steady. However, the story on the ground is less about broad growth and more about divergence between asset types, building quality, and tenant demand.

What's Hot: Industrial Space

Industrial continues to be the standout performer across Central Oregon. Vacancy rates in Bend and Redmond have consistently hovered in the 2-5% range, reflecting a persistent shortage of available space. Demand is especially strong for small- to mid-sized industrial buildings, driven largely by local and regional businesses expanding operations rather than large national logistics users. Limited new construction — due to high land and development costs — has further constrained supply, reinforcing upward pressure on lease rates and asset values.

Investors and owner-users alike continue to target these assets, with many willing to renovate older inventory to meet tenant expectations.

Retail: Experience Still Wins

Retail in Central Oregon has quietly strengthened, especially in high-traffic and lifestyle-oriented areas. Vacancy in Bend has tightened significantly in recent quarters, with some submarkets effectively fully leased.

The key trend in retail is not just occupancy, but tenant mix. Food and beverage, fitness, and experiential retail concepts continue to outperform traditional soft goods retailers. Landlords are increasingly repositioning spaces to cater to these users.

At the same time, second-generation retail space can still face challenges, particularly if it lacks visibility, parking, or modern build-outs. The gap between "prime" and "commodity" retail has widened.

Office: Stabilizing, but Evolving

The office sector remains in transition, but Central Oregon has fared better than most markets nationwide. While national office vacancy rates remain elevated, Bend's office vacancy has stayed relatively low — hovering in the mid-single-digit range.

Hybrid work has reduced overall demand, but not eliminated it. Instead,

tenants are becoming more selective, prioritizing quality over quantity. Smaller footprints, higher-end finishes, and flexible layouts are now the norm. Landlords who are investing in their vacant spaces to fit the new mold are experiencing the most leasing success.

Multifamily: Strong Fundamentals, Near-Term Adjustments

Multifamily remains fundamentally sound, supported by sustained population growth and in-migration to the region. However, the sector is working through a wave of new supply delivered in recent years, with more large projects underway.

Vacancy rates have come down from recent highs and are expected to continue stabilizing into 2026, as the development pipeline slows and demand catches up.

Long term, housing affordability constraints and population growth are expected to keep multifamily demand elevated, making it a continued focus for investors.

What's Not: Older Product and Speculative Development

One of the clearest emerging themes is the growing divide between newer, high-quality assets and older, functionally obsolete properties. Across asset classes, tenants are gravitating toward buildings that offer modern amenities and efficient configurations. This mirrors national trends, where recently built properties are capturing the majority of leasing activity.

Meanwhile, speculative development remains limited. High construction costs, financing challenges, and longer permitting timelines have made ground-up projects more difficult to pencil.

Looking Ahead: Stability with Select Opportunities

Overall, Central Oregon's commercial real estate market is best described as stable, supply-constrained, and opportunity-rich for those willing to be strategic. Vacancy risk remains low, and improving capital market conditions are expected to support increased transaction activity over the next 12 to 18 months.

For investors and owner-users, the opportunities lie in repositioning underutilized assets and aligning with evolving tenant demands. For landlords, the focus will be on upgrades, tenant experience, and proactive leasing strategies.

In a market defined by limited inventory and steady growth, success will come not from timing the cycle — but from understanding where demand is headed next.

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Aligned Commercial Real Estate 695 SW Mill View Way Bend, OR 97702	541-325-2027	503-386-2330	www.alignedcre.com info@alignedcre.com	Gary North, Karen Koppel	2	2023	3
Brooks Resources Corporation 409 NW Franklin Ave. Bend, OR 97703	541-382-1662	541-385-3285	www.brooksresources.com romy@brooksresources.com	Romy Mortensen	10	1969	0
Century 21 North Homes Realty 2421 S Hwy. 97 Redmond, OR 97756	541-548-2131	N/A	www.century21northhomes.com Barrettrealestate@gmail.com	Bruce Barret	1	2026	2
Coldwell Banker Commercial Realty 1160 SW Simpson Ave., Ste. 100 Bend, OR 97702	541-382-4123	N/A	www.cbeworldwide.com bendadmin@cbrealty.com	Gregg Lane	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	Russell Huntamer	55	1996	31
ENGEL & VOLKERS Bend 828 NW Wall St. Bend, OR 97703	541-350-8256	N/A	bend.evrealstate.com Michelle.Rea@evrealstate.com	Marcel Dolak, Michelle Rea	3	2020	48
ETHOS Commercial Advisors 2755 NW Crossing Dr., Ste. 201 Bend, OR 97703	503-205-0610	N/A	www.ecacre.com info@ecacre.com	Ryan Norwood, Josh Bean	4	2026	1
Fratzke Commercial Real Estate Advisors, Inc. 963 SW Simpson Ave., Ste. 220 Bend, OR 97702	541-306-4948	541-306-4860	www.fratzkecommercial.com emerson@fratcommercial.com	Brian Fratzke, Emerson Fratzke	17	2007	7
Green Tree Commercial Real Estate 937 NW Newport Ave., Ste. 211 Bend, OR 97703	503-689-4498	N/A	www.greentreecre.com dinah@greentreecre.com	Dinah Green	1	2024	1
Investors Real Estate Solutions, LLC 920 NW Bond St., Ste. 202 PO Box 2356 Bend, OR 97703	541-285-0110	N/A	www.investorsre.net scott@ires.email	Scott Gibbs	1	2014	0
INVESTwest Commercial Real Estate PO Box 1381 Bend, OR 97709	541-480-7198	541-382-5981	www.investwestcommercial.com cbarber@investwestcommercial.com	Jack Rinn, Christin Barber	2	1989	2

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Knightsbridge International Real Estate 920 NW Bond St., Ste. 107 Bend, OR 97703	541-312-2113	N/A	www.kbire.com troy@kbirc.com	Troy Batson	1	2020	1
Kodiak Commercial Real Estate 55025 Forest Ln. Bend, OR 97707	541-390-4705	N/A	www.kodiakcre.com kodiak@kodiakcre.com	Kodiak Malmstrom	6	2017	3
NAI Cascade - Bend 243 Scalehouse Ip. Ste. 3A Bend, OR 97702	541-706-9370	541-306-3007	www.naicascade.com info@naicascade.com	Katy Haines, Jenn Limoges, Walt Ramage	5	2010	6
Northwest Commercial Real Estate Services 2873 SW Bentwood Dr. Redmond, OR 97756	541-548-7633	541-548-2408	www.NWCommercial.com don@donleccim.com	Don Lee	1	1999	1
Northwest Properties & Investment Services, LLC 2542 NE Courtney Dr., Ste. 200-A PO Box 6808 Bend, OR 97701	541-350-5373	N/A	bob@npisv.com	Robert J. Krohn	3	2015	1
RE/MAX Key Properties 42 NW Greenwood Ave. Bend, OR 97703	541-728-0033	541-389-5433	www.keypropertiesoregon.com marketing@rmlkoregon.com	Cory Betteworth, Tim Buccola	6	2015	83
Taylor Brooks 409 NW Franklin Ave. Bend, OR 97703	541-382-1662	N/A	www.taylorbrooksdev.com valerie@brooksresources.com	Valerie Yost	2	2023	2
The Real Estate Gallery USA 1780 SW Troon Ave. By appointment only Bend, OR 97702	541-480-2628	N/A	www.therealestategalleryusa.com connie@therealestategalleryusa.com	Connie Thomson	1	2003	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	Peter McCaffrey	25	1985	2
Willow Canyon Group 384 SW Fifth St. Madras, OR 97741	541-815-4380	541-475-5662	www.willowcanyongroup.com rallen@willowcanyongroup.com	Rick Allen	1	2006	1

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Navigating the Commercial Real Estate Debt Landscape — 2026 & Beyond

by RYAN NORWOOD, CFA, Managing Director — ETHOS Commercial Advisors LLC

The conversation surrounding commercial real estate debt has undergone a significant shift as we move through 2026. For the past three years, the industry was largely defined by a “wait-and-see” caution—a period of transition as owners and lenders adjusted to a new interest rate reality. Today, that narrative has matured. The market is no longer defined by a lack of capital, but rather by the diversity and selectivity of it.



As Ethos Commercial Advisors establishes our new office in Bend, we are doing so at a time when Central Oregon's financial ecosystem is becoming increasingly sophisticated. My focus in leading this office is to bridge the gap between our unique local market and the broader national capital markets, ensuring local owners have every tool available to them.

The Bedrock: Our Local Lending Community

Despite the reach of national markets, real estate remains an intensely local business. One of the most vital components of the Central Oregon economy is our network of local and regional community banks and credit unions.

These institutions are the bedrock of our market for a simple reason: they understand the “why” behind a project and the owner. A national lender might look at a spreadsheet and see a set of coordinates, but a local lender understands the nuances of the Redmond industrial corridor, the growth trajectory of local business, and the specific seasonal ebbs and flows of our tourism-driven retail and hospitality landscape. This relationship-based flexibility is irreplaceable. Our goal at Ethos is to complement and partner with these local institutions. There is no substitute for a lender who lives in the same community where they are deploying capital.

A Growing Seat at the National Table

While local banks remain the first call for many, we are seeing a notable shift in how national capital views our region. Historically, institutional lenders like life insurance companies, CMBS, and private debt funds tended to focus on “Primary Markets” like Los Angeles, Denver or Seattle and Portland.

However, because of the sustained population and job growth in the High Desert, the region has become a market that fits the criteria for a wider variety of institutional groups. This evolution provides local owners with a seat at a

larger table, offering a broader range of structures that can work alongside traditional bank financing.

Navigating National Trends Locally

Nationally, the debt markets have found a rhythm. The 1-year Treasury has remained in the low- to mid-four percent range since October 2024 and the Federal Reserve continues to move towards a more normalized environment. Further, an abundance of capital in the debt capital markets has driven credit spreads on commercial real estate loans consistently lower.

At Ethos, we help clients look at this broader landscape and ask, “What is the best fit for this specific asset?” By opening up the capital stack, we can show owners options they may not have previously explored:

- **Regional Lending Networks:** Deep connectivity with local Oregon banks and credit unions to secure competitive terms from relationship-based lenders who understand the specific nuances of the Pacific Northwest and Intermountain West markets.
- **Flexible Structural Nuances:** Focus on optimizing “soft” terms beyond the interest rate, including minimal prepayment penalties (flexible exit strategies), lighter covenant packages, and interest-only periods to maximize cash-on-cash returns.
- **Bridge and Structured Credit:** Filling the gap for “transitional” assets that are in the process of being de-risked or stabilized, and preparing for more permanent financing.

Looking Forward

The opening of our Bend office is a commitment to the long-term health of the Central Oregon commercial landscape. We are moving away from the defensive posture of the last few years and into an era of strategic, well-funded growth.

By combining local relationships with an institutional level of underwriting and capital access, we can ensure that local developers and investors have a full range of options. Central Oregon is a resilient, growing market, and its capital structures should be just as robust.

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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	2
Assist-2-Sell Buyer & Seller Realty Services 2900 NW Clearwater Dr., Ste. 200-89 Bend, OR 97703	541-388-2111	N/A	www.2sellcentraloregon.com jries@assist2sell.com	Jordan Ries	2	2005	1
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	80
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 HomeServices Northwest Real Estate Village at Sunriver, Bldg. 7 PO Box 4306 Sunriver, OR 97707	541-593-1234	541-593-6038	www.bhhsnw.com ktaylor@bhhsnw.com	Dan Cook, Keri Taylor	0	1948	10
Berkshire Hathaway HomeServices Northwest Real Estate 805 SW Industrial Way, Ste. 10 Bend, OR 97702	541-322-8880	541-322-8887	www.bend.bhhsnw.com ktaylor@bhhsnw.com	Keri Taylor, Dan Cook	2	1948	48
Black Butte Realty Group 377 W Sisters Park Dr. PO Box 441 Sisters, OR 97759	541-595-3838	N/A	www.blackbutte.com blackbutte@blackbutte.com	Kendra Littrell, Gary Yoder	10	1973	3
Blackwell Realty LLC 2004 NE Eighth St. Bend, OR 97701	541-771-8131	N/A	blackwellrealtyle@gmail.com	N/A	0	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	10	1969	0
Cascade Hasson International Realty - Downtown Bend 821 NW Wall St. Bend, OR 97701	541-383-7600	N/A	www.cascadehasson.com info@cascadehasson.com	Brandon Fairbanks	0	2006	10
Cascade Hasson Sotheby's International Realty 650 SW Bond St., Ste. 100 Bend, OR 97702	541-383-7600	N/A	www.cascadehasson.com info@cascadehasson.com	Brandon Fairbanks	20	2006	125
Cascade Hasson Sotheby's International Realty - Sisters 291 W Cascade Ave., Ste. 100 Sisters, OR 97759	541-593-4277	N/A	www.cascadehasson.com info@cascadehasson.com	Brandon Fairbanks	0	2006	12
Cascade Hasson Sotheby's International Realty - Sunriver 57100 Beaver Dr., Bldg. 23, Ste. 140 Sunriver, OR 97707	541-593-2122	N/A	www.cascadehasson.com info@cascadehasson.com	Kelly Winch	0	2006	20
Cascade Hasson Sotheby's International Realty - Redmond 535 SW Sixth St., Ste. 101 Redmond, OR 97756	541-512-4106	N/A	www.cascadehasson.com info@cascadehasson.com	Tara Farstvedt	0	2006	9

Continued on Page 18 ▶

Bend's Rental Market is Shifting, Here's What it Means

by **RON ROSS, Broker — Compass Commercial Real Estate Services**
Bend's Apartment Excess: A Reality Check



If it feels like Bend is suddenly full of vacant apartments, you're not imagining it. More than 1,187 multifamily units have been delivered over the past two years, with another 1,406 under construction. Vacant inventory now exceeds 1,000 units, and at current absorption rates, it could take up to five years to work through the excess, assuming there's no additional development.

Supply vs. Affordability: A Critical Distinction

Contrary to common narratives, the data does not support the existence of a true housing shortage in Bend. The issue is better understood as an affordability challenge, influenced by several overlapping factors.

These include wages not keeping pace with costs, inflation, higher construction and labor expenses, rising utilities and insurance, and growing regulatory pressures such as restrictions on natural gas and SDCs.

Impact on Market Fundamentals

The combination of oversupply, elevated interest rates, and sharply rising operating expenses has impacted asset valuations.

Rents have stayed mostly flat over the past three years, while costs have climbed, compressing net operating income. Transaction activity has slowed as buyers base deals on current income and financing conditions. At the same time, many sellers are still anchored to past pricing, which has made it harder to get deals done.

Not all properties are affected equally. Newer Class A assets are feeling the most pressure due to higher rents and increased competition. Meanwhile, workforce housing and Class B/C properties continue to perform relatively well, with strong occupancy driven by more attainable price points.

Path to Market Stabilization

A recovery in Bend's multifamily market will depend on a few key factors. Sustained population and job growth will be critical, particularly as growth has slowed from approximately 3% annually during the pandemic to closer to 1-1.5% today. Rent growth must resume, operating costs need to stabilize, and interest rates will need to moderate to support improved valuations and transaction activity.

Strategic Considerations

Even with current challenges, there are still opportunities in the market. Owners considering selling should focus on stabilizing occupancy and achieving true market rents, since buyers are underwriting based on actual in-place income. Taking care of deferred maintenance and pricing realistically for today's conditions are also important.

Seller financing is another option worth considering. In today's lending environment, it can help bridge pricing gaps and attract more buyers. It may also improve marketability, support stronger pricing in exchange for favorable terms, generate ongoing income through note payments, and offer potential tax advantages.

For Buyers: Position for the Next Cycle

While the short-term outlook is more challenging, it's important to keep a long-term perspective. Bend still benefits from strong fundamentals, including its appeal as a lifestyle destination, steady population growth over time, and limited supply due to geography and regulation.

These factors support the view that Bend will remain a strong investment market over the long term, even as it works through the current oversupply phase. Historically, acquisitions made during periods like this tend to deliver the best returns over time.

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CONTINUED FROM PAGE 16

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Brokers
Century 21 North Homes Realty 57084 Grizzly Ln. Sunriver, OR 97707	541-593-8688	N/A	www.isellsunriver.com keith@isellsunriver.com	Keith Petersen	4	2010	6
Chambers Theory LLC DBA Home Fridays Real Estate 15 SW Colorado Ave., Ste. 5 Bend, 97702	541-317-3088	N/A	www.chambertheoryor.com teambend@chambertheory.com	Chris Chambers	3	2006	1
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
Coldwell Banker Bain 1160 SW Simpson Ave., Ste. 100 Bend, OR 97702	541-382-4123	N/A	cbain.com/bend bendadmin@cbrealty.com	Gregg Lane	4	1969	55
Coldwell Banker Mayfield Realty 809 SW Canyon Dr. Redmond, OR 97756	541-548-1250	N/A	www.coldwellbankermayfield.com coldwellbankermayfield@gmail.com	N/A	0	1959	17
Coldwell Banker Sun Country Realty, Inc. 715 NW Third St. Prineville, OR 97754	541-447-4433	541-447-7486	www.cbsun.com info@cbsun.com	Traci Utterback	1	1993	26
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	6
Crooked River Realty 5135 SW Clubhouse Rd. Terrebonne, OR 97760	541-923-2000	N/A	www.crookedriverrealty.com crookedriver@crookedriverrealty.com	Molly Charlie	1	1972	7
Dahlquist Realty 9 Landrise PO Box 4562 Sunriver, OR 97707	541-815-9002	N/A	www.haleydahlquist.com haley@haleydahlquist.com	Haley Dahlquist	1	2002	1
Dennis Haniford's Cascade Realty 51477 Hwy. 97 PO Box 428 La Pine, OR 97739	541-536-1731	541-536-1174	www.homes4oregon.com dennis.haniford@gmail.com	Dennis Haniford	0	1974	4
Desert Pine Properties, LLC 1045 NW Bond St., Ste. 214 PO Box 88 Bend, OR 97709	541-388-9973	541-388-6733	www.desertpineproperties.com stay@desertpineproperties.com	Deborah Posso	2	2008	2
Dreams Realty Group, LLC 63 SE Fifth St. Madras, OR 97741	541-475-3030	N/A	www.dreamsrealtygrp.com info@dreamsrealtygrp.com	Julia Randall, Joe McDonald, Jennifer Townsend	0	2008	6
Duke Warner Realty 1033 NW Newport Ave. Bend, OR 97701	541-382-8262	541-385-3272	www.dukewarner.com info@dukewarner.com	Kris Warner	2	1966	30
Eagle Crest Properties 8300 Coopers Hawk Dr. PO Box 1215 Redmond, OR 97756	541-923-9625	N/A	www.eaglecrestproperties.com ccp@eagle-crest.com	Robin Fields, Robin Fields	1	1988	10, 10

Continued on Page 20

The Bend Market Paradox
Rising Volume, Falling Sales & a Widening Wealth Gap

by CHRISTIN J HUNTER, Principal Broker — The Agency Bend

Bend's housing market has spent the last two decades quietly breaking a core real estate assumption: more sales drive more volume. In reality, the opposite has occurred. Even as total transactions declined, overall dollar volume surged, revealing a deeper shift in how value is created and who is driving it.



In 2005, Bend recorded 3,897 sales totaling approximately \$1.3 billion in volume. By 2015, transactions had declined to 3,403, yet total volume remained nearly unchanged at \$1.3 billion. Fast forward to 2025, and the shift becomes unmistakable: just 2,534 sales generated roughly \$2.4 billion.

At the same time, the composition of those sales changed dramatically. In 2005, only 55 homes sold for \$1 million or more. By 2015, that number edged up to 65. In 2025, it surged to 719.

This is the clearest signal of Bend's evolution. The market is no longer driven by transaction count, but by price concentration.

Over time, sustained appreciation has elevated the value of each transaction. Fewer homes are selling, but each sale carries significantly greater weight. As a result, total dollar volume has expanded even as activity has slowed.

But price growth alone does not fully explain the trend. Bend has increasingly become a destination market, attracting buyers with greater purchasing power, many from outside the region. This has pushed pricing benchmarks higher and reshaped expectations across all price tiers.

At the same time, structural constraints have limited transaction volume. Rising interest rates beginning in 2022 reduced affordability and slowed activity, particularly among buyers dependent on financing. Many homeowners who secured historically low mortgage rates have chosen not to sell, further restricting inventory and limiting turnover.

The result is a market defined by constraint: fewer listings, fewer transactions, and higher prices.

However, the most telling shift is not just in pricing or volume, but in who remains active.

Despite higher interest rates, a segment of the market continues to transact at a high level. The rapid expansion of the luxury segment underscores this reality. In 2025, 719 homes sold for \$1 million or more, compared to just 55 in 2005. A relatively small share of buyers now drives a disproportionate amount of total volume.

This reflects a widening divide in purchasing power. While many buyers have been sidelined by affordability challenges, others, often less dependent on financing or entering the market with significant equity, remain largely unaffected.

In practical terms, Bend has become a two-speed market. One segment is highly sensitive to interest rates and economic pressure, while another continues to operate with relative insulation. Even in periods that feel slower, capital continues to flow at the upper end.

From a market perspective, this shift challenges how performance is measured. A decline in transaction count does not necessarily indicate weakening demand. Instead, it often reflects a narrowing of participation.

In my experience working in Bend's market, this divergence has become increasingly visible. Well-positioned properties continue to command strong interest and pricing, but the path to a successful transaction has become more strategic. Buyers are more selective, and sellers must be more intentional in how they position their homes.

Looking ahead, this pattern is unlikely to reverse quickly, if at all. Unless inventory expands or financing conditions shift meaningfully, Bend will likely continue to see fewer transactions generating higher overall volume.

Bend's housing market isn't just evolving, it's revealing who can still compete.

Data sourced from FlexMLS and the Cascades East Association of REALTORS Multiple Listing Service (MLS), representing residential sales within Bend.

Christin J Hunter is a Principal Broker with The Agency Bend and a Central Oregon real estate advisor and market strategist specializing in residential, investment, and evolving market trends.

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▶ CONTINUED FROM PAGE 18

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ENGEL & VOLKERS Bend 828 NW Wall St. Bend, OR 97703	541-350-8256	N/A	bend.evrealstate.com Michelle.Rea@evrealstate.com	Michelle Rea, Sam Real, Marcel Dolak	3	2020	48
eXP Realty/Mountain Resort Properties 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	17
Gibson Realty Inc. Bend, OR 97707	541-593-5000	541-593-8121	www.gibsonrealtyinc.com john.gibsonpc@aol.com	John Gibson	0	1983	1
Ginny Kansas Real Estate PO Box 3134 Sunriver, OR 97707	541-977-2710	N/A	www.ginny.com ginny.m.kansas@gmail.com	Ginny Kansas-Meszaros	1	2018	N/A
Harcourts The Garner Group Real Estate 444 SW Sixth St. Redmond, OR 97756	541-527-8550	N/A	www.thegarnergroupp.com info@thegarnergroupp.com	Shelley Griffin, Erica Davis, Sara Lafaver	1	2023	5
Harcourts The Garner Group Real Estate 1204 NW Skyline Ranch Rd. Bend, OR 97703	541-383-4360	N/A	www.thegarnergroupp.com info@thegarnergroupp.com	Erica Davis, Shelley Griffin, Sara Lafaver	1	2024	2
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	Erica Davis, Sara Lafaver, Shelley Griffin	4	2008	34
Hayden Homes LLC 250 SE Timber Ave. Redmond, OR 97756	541-923-6607	541-548-0761	www.hayden-homes.com kmcgowan@hayden-homes.com	Katie McGowan	105	1989	0
High Desert Realty 101 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-312-9449	541-312-8598	www.bendoregonrealstate.com clientservice@highdesertrealty.com	Andrew Ellis	4	2001	17

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John L. Scott - Bend 50 SW Bond St., Ste. 1 Bend, OR 97702	541-317-0123	541-317-1009	www.bendoffice.johnlscott.com jacobhaley@johnlscott.com	Jacob Haley	2	1931	47
Keller Williams Central Oregon 233 SW Wilson Ave., Ste. 102 Bend, OR 97702	541-585-3760	N/A	www.kwcentraloregon.com	Customer Service	4	2015	108
Knightsbridge International Real Estate 920 NW Bond St., Ste. 107 Bend, OR 97703	541-312-2113	N/A	www.kbire.com troy@kbire.com	Troy Batson	1	2020	26
La Pine Realty 51681 Huntington Rd., Ste. C PO Box 377 La Pine, OR 97739	541-306-0756	541-536-3766	lapinerealty.com lisa.tavares.lapinerealty@gmail.com	Lisa A. Tavares	1	1971	11
Morgan & Associates Realty - Sunriver PO Box 2576 La Pine, OR 97739	541-536-5992	541-652-3301	www.morganandassociatesrealty.net brokermorgan@aol.com	Cheryl Morgan	0	2003	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. 2445 NE Division, Ste. 102 Bend, OR 97703	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 Pförsich	18	1991	2
Ponderosa Properties LLC 178 S Elm St., Ste. 102 PO Box 1779 Sisters, OR 97759	541-549-2002	N/A	www.ponderosaproperties.com admin@ponderosaproperties.com	Debbie Dyer	2	1991	7
Premiere Property Group, LLC. Bend 25 Minnesota Ave., Ste. 1 Bend, OR 97703	541-241-6860	N/A	www.premierepropertygroup.com info@premierepropertygroup.com	Barbara Stimmel	3	2009	34
R.B. Financial Services Inc. NMLS 234048 500 Highland Meadow Lp. Redmond, OR 97756	877-757-8666	N/A	www.rbfinaancialservices.com rb@rbfinancialservices.com	Robert W. Browne	1	1997	1
RE/MAX Key Properties 42 NW Greenwood Ave. Bend, OR 97703	541-728-0033	541-389-5433	www.keypropertiesoregon.com info@rmkporegon.com	Tim Buccola, Cory Bettesworth	6	2015	79
RE/MAX Out West Realty Prineville 896 NE Third Prineville, OR 97754	541-447-8993	541-447-7323	www.remaxoutwest.com outwestrealty@gmail.com	Kara Becker, Joe Becker	0	2011	12
Realty Pros LLC 915 SW Rimrock Wy., Ste. 201-199 PO Box 1845 Redmond, OR 97756	541-480-9567	541-548-3630	brokersonya@gmail.com	Sonya Gangstead	0	2005	3
Red Door Realty 1860 NE Fourth St. Bend, OR 97701	541-390-6005	N/A	christinebrowning.com christine@christinebrowning.com	Chris Samuel	2	2000	11
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	williamsimmonsagency.com simmonsrealty@yahoo.com	Jordan Simmons	1	1950	2
Stellar Realty Northwest 109 NW Greenwood Ave., #105 Bend, OR 97702	541-508-3148	N/A	www.oregonpropertyfinders.com info@stellarnw.com	Scott Besaw	1	2009	135
Sunriver Realty 57057 Beaver Dr. PO Box 3650 Sunriver, OR 97707	541-593-7000	541-593-5123	sunriverrealty.com realtyreception@sunriver-realty.com	Kristin Long	3	1968	16

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South County Market Trends

What Q1 2026 Reveals Compared to 2025

by GINNY KANSAS-MESZAROS, Owner/Principal Broker — Ginny Kansas Real Estate

The South County real estate market in Central Oregon — including Bend 97707, Sunriver and La Pine — is showing a shift in activity as we move into 2026, according to the local market trends in the Multiple Listing Service. Comparing the first quarter of 2025 to the same period in 2026 reveals a market that is adjusting to changing buyer behavior rather than declining overall.



In Bend 97707, total sales increased from 26 homes in Q1 2025 to 30 homes in Q1 2026, representing a 15% rise in transaction activity. This indicates continued demand in this area. However, it is important to note that Bend 97707 includes a mix of traditional residential properties and luxury resort communities such as Caldera Springs, Crosswater, and Vandevent Ranch. These higher-end developments can significantly influence pricing and volume metrics within the broader data.

Those purchasing investment homes or building ADUs in eligible acreage properties are offsetting higher costs with their rentals. Vacation rental homes in Sunriver 97707 and Bend 97707 make up the lion's share of the Deschutes County's Transient Room Tax.

Sunriver experienced a slight decrease in activity, with sales declining from 30 homes in Q1 2025 to 26 homes in Q1 2026. This shift may reflect a change in second-home and investment buyer behavior.

La Pine saw the most notable change, with sales dropping from 47 homes in Q1 2025 to 35 homes in Q1 2026 — a 26% decrease.

While transaction volume has shifted across these markets, pricing appears to remain relatively stable overall. The market is showing signs of normalization.

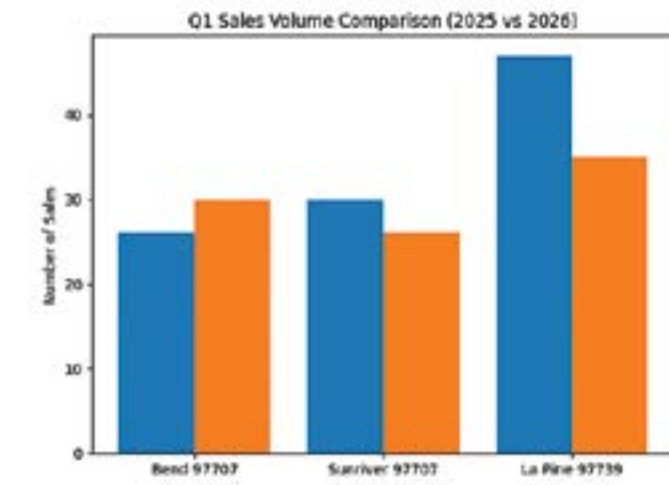
Inventory trends also suggest a transition toward a more balanced market.

Overall, the South County market is evolving into a more sustainable and balanced environment.

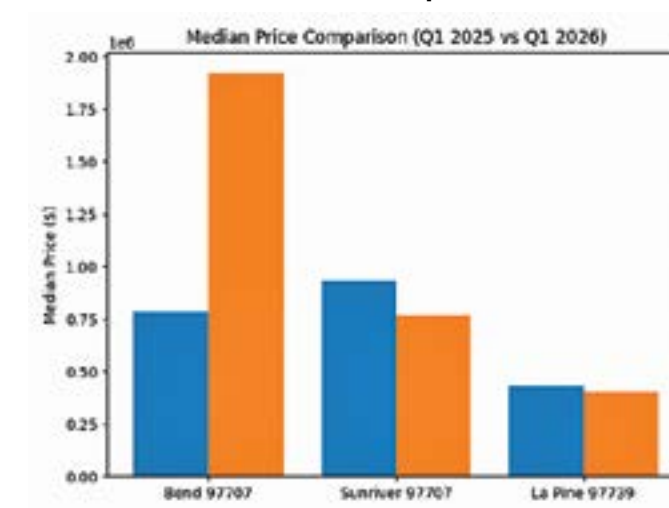
For both buyers and sellers, understanding these differences is key to making informed decisions in today's Central Oregon real estate market.

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Sales Volume Comparison



Median Price Comparison



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The Agency Bend 431 NW Franklin Ave., Ste. 100 Bend, OR 97703	541-508-7430	N/A	www.theagencybend.com bend@theagencyre.com	Grant Ludwick, Nick Wilhite, Matt Robinson	2	2023	23
The Real Estate Gallery USA 1780 SW Troon Ave. By appointment only Bend, OR 97702	541-480-2628	N/A	www.therealestategalleryusa.com connie@therealestategalleryusa.com	Connie Thomson	1	2003	1
Total Real Estate Group LLC 1133 NW Wall St., Ste. 104 Bend, OR 97703	541-330-0588	541-330-0589	www.total-property.com admin@total-property.com	Cheri Smith, Molly Brundage	2	2003	22
Trout Realty, Inc. 1241 SW Highland Ave. Redmond, OR 97756	541-548-8158	N/A	www.troutrealty.com jason@troutrealty.com	Jason Trout	0	1971	2
Varsity Real Estate 2843 NW Lolo Dr. Bend, OR 97703	541-215-4442	N/A	www.varsityoregon.com trevor@varsityoregon.com	Sam DeLay, Trevor Qualman, Cole Billings	1	2024	12
Wild River Real Estate 53556 Kokanee Way La Pine, OR 97739	541-610-5242	N/A	wildriverrealestate@gmail.com	Kara Kirkpatrick, Loni Koerner	0	2005	2
Willow Canyon Group 384 SW Fifth St. Madras, OR 97741	541-815-4380	541-475-5662	www.willowcanyongroup.com rallen@willowcanyongroup.com	Rick Allen	1	2006	1
Windermere Realty Trust - Redmond 821 SW Sixth St. Redmond, OR 97756	541-923-4663	541-923-6416	www.co.withwre.com redmondadmin@windermere.com	Barbara Barany	3	1990	46
Windermere Realty Trust- Bend 807 SW Industrial Way Bend, OR 97702	541-388-0404	N/A	www.co.withwre.com bendadmin@windermere.com	Barbara Barany	3	2005	31

This is a sampling of Central Oregon's Residential Real Estate Companies. If you would like to be added to this list, please email cbn@cascadebusnews.com.

Bend Premier Real Estate Formalizes Women-Led Leadership Team

Aligning Brokerage Leadership with the Reality of Today's Real Estate Workforce

by **LYNNEA MILLER, Principal Broker — Bend Premier Real Estate**

Bend Premier Real Estate, Central Oregon's proudly independent, family-owned real estate brokerage, today announced the formal expansion of its senior leadership team into a four-woman management structure, reinforcing a clear belief: when women make up the majority of the real estate workforce, women should also hold meaningful leadership authority.

Nationally, real estate agents, full- and part-time, are approximately 65% women, yet leadership roles across the industry have historically lagged behind that representation. Bend Premier's "Women Who Lead" initiative addresses that disconnect with a structural commitment to women-led decision-making, mentorship, and hands-on brokerage support that improves outcomes for both agents and consumers.

The expanded leadership team includes Lynnea Miller, Founder and Principal Broker; Nataalka Palmer, Managing Principal Broker; LaRonda Acuff-Sack, Principal Broker and Director of Operations and Client Services; and Jaynee Beck, Principal Broker and Director of Training and Agent Development. Together, they bring more than 120+ combined years of experience to guide agents, strengthen standards, and protect the client experience across Central Oregon.

Why Women in Leadership and Why Now

Bend Premier's leadership model is grounded in a straightforward industry reality: women are driving production, relationships, and client trust across real

estate, but too often are underrepresented in the roles that set the tone, make decisions, and shape the culture.

"Women have powered this industry for decades," said Lynnea Miller, Founder and Principal Broker. "When leadership doesn't reflect the talent doing the work, you lose something essential, mentorship, perspective, and the kind of operational consistency that supports long-term careers. Women Who Lead isn't symbolic. It's real authority, real responsibility, and daily involvement."

Miller added that the brokerage's independent structure allows leadership to be built intentionally around people, not a template. "We've stayed independent by choice. It gives us the freedom to build a culture with high standards, direct support, and leadership that's accessible and engaged."

Leadership Close to the Work

Bend Premier's Women Who Lead initiative is designed as an operating structure, not a short-term program. The leadership team's focus is direct and practical: coaching, compliance, operations, training, and transaction support that prevents issues early and helps agents build durable, reputable businesses.

"You'll never feel like you're building your business alone here," said Nataalka Palmer, Managing Principal Broker. "When women lead with real authority, support becomes systemic. Coaching is normal. Questions are welcomed early. Standards are clear. That's better for agents and it's better for the public."

Palmer emphasized that the initiative is rooted in performance and professionalism. "Our job is to be in an agent's corner consistently, not just when something goes wrong, but in the daily work that helps them grow into the kind of agent clients trust immediately."

What It Means for Agents and Clients in Central Oregon

Bend Premier's leadership model translates into tangible brokerage support, including:

- Weekly broker huddles focused on clarity, skill-building, and market readiness
- One-on-one business coaching to strengthen confidence, systems, and long-term growth
- Contract and negotiation support to reduce risk and improve outcomes
- Hands-on leadership access during complex transactions and turning-point moments

For Central Oregon consumers, the brokerage notes that internal leadership presence directly affects the client experience. Better-supported agents create smoother transactions, clearer communication, stronger negotiation, and fewer surprises, particularly in a market where real estate decisions often shape lifestyle, family plans, and financial futures.

Leadership Team Overview

Together, the Women Who Lead team is structured to cover the full lifecycle of brokerage performance: vision, compliance and agent growth, operations and client service, and training and development.

• **Lynnea Miller, Founder and Principal Broker:** Founded Bend Premier



(L-R) JAYNEE BECK, NATALKA PALMER, LARONDA ACUFF-SACK, LYNNEA MILLER | PHOTO COURTESY OF BEND PREMIER REAL ESTATE

Real Estate in 2011 with a belief that an independent, relationship-driven brokerage could outperform franchise models through service, standards, and leadership presence.

• **Nataalka Palmer, Managing Principal Broker:** Leads day-to-day brokerage management with a focus on mentorship, agent development, and transaction confidence through coaching and hands-on support.

• **LaRonda Acuff-Sack, Director of Operations and Client Services:** Oversees systems and transaction processes to deliver consistent, high-touch service and operational excellence.

• **Jaynee Beck, Director of Training and Agent Development:** Leads agent training and professional development as required by the national and state associations as well as the Oregon Real Estate Agency.

About Bend Premier Real Estate:

Founded in 2011, Bend Premier Real Estate is a proudly independent, family-owned brokerage serving buyers, sellers, and investors throughout Central Oregon. The firm is built on close, experienced leadership and genuine agent support, with a reputation for professionalism and client care in Bend's competitive market. bendpremierrealestate.com

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Central Oregon Real Estate

Continued from page 1

"The problem with a lot of resort towns is that people live here but don't necessarily work here, and we see the need for more stable workforce housing to allow the opportunity for people to live and work in the same community."

"Entry-level prices in Bend are currently hovering around \$475-\$500K, but Redmond is somewhat lower and if people are prepared to move to outlying communities like La Pine and Prineville to get a foothold, there are opportunities to consider."

"Prospective homeowners need to get creative to get on the property ladder, and there are more options nowadays, including the move toward cottage-style developments, and more townhomes — encouraged by the state-led effort to encourage more density."

Hiatus Homes in Bend is one example of developing "pocket neighborhoods" of small, energy-efficient cottages (approx. 400-600 sq. ft.) and twinhome units designed for sustainable, community-focused living. They focus on high-quality, net-zero-ready designs, often combining a main home with an accessory dwelling unit (ADU) to create "missing middle" housing.

Cottage-style developments similarly offer increased affordability through smaller footprints, shared common spaces, and efficient land use, often serving as a bridge between single-family homes and apartments.

These projects frequently use cluster zoning to reduce infrastructure costs and, in some cases, community land trusts to keep homeownership accessible at or below 80% of the area median income. Ownership models like community land trusts (where a nonprofit owns the land) ensure more long-term affordability.

In terms of Central Oregon market dynamics, home prices in areas like Bend and Redmond appear to be holding firm, with experts projecting gradual

appreciation rather than massive gains.

Inventory has increased, reducing the fierce competition of previous years, though desirable, well-located homes still move quickly, and the buyer/seller landscape is changing to a more balanced market, where sellers need to price strategically, and buyers have more room for negotiation.

Matt Johnson, a principal broker with The Johnson Group at REMAX/Key Properties, said, "Demand is still relatively strong in Central Oregon, with different markets within the Tri-County area having different dynamics."

"Sales data for March this year shows sales are up year-over-year, while time on market decreased, showing that if properties are priced right, they will sell."

"Sales data for March this year shows sales are up year-over-year, while time on market decreased, showing that if properties are priced right, they will sell."

~ Matt Johnson, Principal Broker
Johnson Group
REMAX/Key Properties

"The average sales price in Bend is around \$750,000, which is obviously vastly different from the dips of 2008/2009, but Bend is a different place now."

"Overall, we are seeing a pretty balanced market, though people who were appearing to come off the sidelines may be hesitant currently until the geopolitical picture becomes clearer and less uncertain."

"There is still a lot of catching up to do in terms of new construction, which lagged behind for so many years, and population levels are still increasing. The affordability question is highlighted by the fact that the first-time homebuyer average age is now around 40 years old."

"There are still a lot of homeowners sitting on those 3% interest rates they locked in several years ago that just can't afford to sell, as rates have pretty much doubled since then."

"Overall, we do see more stability in the Central Oregon market, and I do like, for example, Redmond, as homes there offer a little more bang for the buck to go along with the industrial activity, the regional airport, a revitalized downtown, and more land available to be developed."

Key regional trends include median home prices in Bend remaining high (around \$713,000-\$798,500), reflecting strong long-term desirability, while Redmond remains a more affordable alternative, with tighter inventory levels that often favor sellers.

While mortgage rates remain elevated, some buyers are entering the market as options increase, and the outlook for the region continues to be a highly desirable location for lifestyle-driven buyers and remote workers, supporting sustained demand.

Pricing strategy and timing will continue to be key for both buyers and sellers in 2026, while sustained demand, coupled with limited developable land in some areas, suggests continued long-term value, with experts predicting moderate appreciation.

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HOA Growth Reshaping Housing Nationwide

by LEAH ETLING — CBN Feature Writer

Homeowners associations (HOAs) are rapidly becoming a defining characteristic of the American housing landscape. According to the latest data from the Foundation for Community Association Research, nearly 78.1 million Americans, roughly one in three, now live in HOA-governed communities. This shift reflects broader trends in how housing is developed and maintained across the country.

Researchers say growth is propelled by an evolution in residential development. Over the past several decades, local governments and homebuilders have increasingly leaned on HOAs to manage shared infrastructure, amenities and long-term maintenance obligations. This approach allows municipalities to reduce public costs while enabling developers to build neighborhoods with attractive amenities, like open space, walking paths or fitness centers.

That trend is especially evident in new home sales. An estimated 81% of newly built homes nationwide are now located within community associations, signaling a significant shift for future homebuyers. For many, HOA living is the primary path to homeownership.

For buyers, this model offers several advantages. HOA communities often provide shared amenities, predictable maintenance and structured governance, which can simplify ownership and enhance quality of life. From a broader market perspective, HOAs also support housing supply by enabling higher-density development and helping local governments manage infrastructure demands more effectively.

"Community associations are a proven housing model that strengthens communities," says Dawn M. Bauman, CAE, chief executive officer of Community Associations Institute. "They provide professionally maintained common areas, shared amenities, and a framework that brings neighbors

together while protecting property values and building stronger, more connected communities."

In Oregon, HOA adoption is growing steadily, though at a more moderate pace than the national average. The state is home to approximately 4,200 HOAs, with about 587,000 residents, roughly 14% of the population, living in these communities. This places Oregon 25th nationwide in HOA concentration.

While breakout data for Central Oregon was unavailable, the region continues to experience strong residential housing growth. HOAs play a key role in that expansion, particularly in newer developments where coordinated planning, shared amenities and open space preservation are priorities.

An estimated 81% of newly built homes nationwide are now located within community associations, signaling a significant shift for future homebuyers.

Oregon's relatively lower HOA penetration compared to national figures suggests there is still room for growth. The state's unique blend of urban centers and environmentally focused communities also influences how HOAs are structured and utilized. In many cases, they serve as a way to balance development with natural surroundings, and provide new shared spaces while supporting growth.

As housing demand continues to rise, Oregon appears poised to follow the same long-term trajectory seen nationwide, one where HOAs play an increasingly central role in shaping communities and delivering new housing options.

"The data shows that HOA living has become a defining model of American homeownership," says Jake Gold, CAE, executive director of the Foundation for Community Association Research. "Its continued growth reflects the confidence of homebuilders, buyers, and local governments in a model that supports long term stability and well planned communities."

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Agwest Farm Credit 2950 SW Sixth St. PO Box 607 Redmond, OR 97756	541-504-3500	541-504-3505	www.agwestfc.com	Weston Flowers	8	1935	Agricultural & non-conforming loans, appraisal services.
All Seasons Mortgage 61124 Ambassador Dr. Bend, OR 97702	503-910-3043	N/A	www.allseasonslending.com team@allseasonslending.com	Sarah Andersch-Coursey, Travis Coursey, John Andersch	3	1990	Purchase & refinance loans, VA, FHA & USDA loans, reverse mortgages, construction loans, lot loans, jumbo loans & lines of credit.
Boss Mortgage, LLC 304 NE Third St. Bend, OR 97701	541-799-2677	541-204-0214	www.bossmortgage.com randy@bossmortgage.com	Randy Vance	16	2023	Residential mortgage loans.
Columbia Bank - Residential Mortgage 400 SW Bluff Dr., Ste. 100 Bend, OR 97702	541-312-4850	N/A	www.ColumbiaBank.com JackieWestover@ColumbiaBank.com	Jackie Westover	5	1996	Residential real estate financing for purchases, refinances & construction. A multitude of loan programs to choose from. Serving Oregon, Washington, Idaho, California & Nevada.
Cross Country Mortgage 334 NE Irving, Ste. #104 Bend, OR 97701	541-390-0264	888-505-1876	www.crosscountrymortgage.com/lacey-wa-4934-Scanbrennan scan.brennan2@CCM.com	Scan Brennan	2	1994	Residential mortgage.
Evergreen Home Loans 2900 NW Clearwater Dr., Ste. 100-18 Bend, OR 97703	541-318-5500	541-877-732-6046	www.evergreenhomeloans.com lfisher-berlanga@evergreenhomeloans.com	Linda Fisher-Berlanga	1	1986	Construction, jumbo, residential, USDA, FHA, FHA 203K, VA & conforming.
Fairway Independent Mortgage Company 1033 SW Highland Ave. Redmond, OR 97756	541-548-1957	541-610-1688	academymortgage.com/tyrellhobbs Tyrell.hobbs@academymortgage.com	Tyrell Hobbs	4	2022	Full service mortgage company, banker residential, FHA/VA construction & equity.
Guild Mortgage 397 Upper Terrace Dr. Bend, OR 97702	541-678-5501	Call First	www.branches.guildmortgage.com Chenes@guildmortgage.net	Cherie Smith	2	2024	Home mortgage & refinancing.
Movement Mortgage 209 NE Greenwood Ave., Ste. 100 Bend, OR 97701	541-323-0422	541-323-0426	www.movement.com chis.sterling@movement.com	Chris Sterling	15	2007	Residential mortgages.
Northwestern Home Loans 42 NW Greenwood Ave., Ste. 2 Bend, OR 97703	541-323-7000	N/A	www.northwesternhomeloans.com matt@nwhomeloans.com	Matthew Bassitt	9	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.
R.B. Financial Services Inc. NMLS 234048 500 Highland Meadow Lp. Redmond, OR 97756	877-757-8666	N/A	www.rbfinaancialservices.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 pat@kelleyrealestate.com	Patrick Kelley	3	1945	Purchase trust deeds, notes & loans prior to sale.
U.S. Bank Home Mortgage 86 SW Century Dr. Bend, OR 97702	541-548-1123	N/A	www.usbank.com josh.alexander@usbank.com	Josh Alexander	1	2001	Full-service lender - purchase, refinance, lot loans, construction to permanent, jumbo, first-time home buyer, wealth management.
Washington Federal Bank 735 NE Perrell 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.watrtrust.com/centraloregon cjallen@watrtrust.com	Cory J. Allen	14	2021	Commercial loans, mortgage loans, consumer loans, deposits & wealth management.

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Avoiding Due Diligence Mistakes That Turn Commercial Real Estate Deals into Lawsuits

by **CHRISTIAN P. FOOTE, Esq., Real Estate Attorney — Merrill O'Sullivan Stewart**

Commercial real estate disputes that end up in litigation tend to share one thing in common: somebody skipped a step before closing. Often, this results from a buyer who avoided the tough questions or who failed to push deeper when a seller was less than forthcoming. But due diligence is not the time to shy away from friction. It is the buyer's one chance to understand exactly what it is purchasing and what liabilities it may be inheriting.



Yet deals continue to go sideways in the same predictable ways. Here are the areas that deserve the closest attention, and the ones most likely to generate post-closing problems when they don't get it.

Leases Are the Asset. Read Them Like It

For income-producing property, the leases form the heart of the deal. Leases should be reviewed early in the transaction for any material issues that may require time to resolve. A buyer should review the leases and all related documents to ensure that there are no tenant rights or landlord obligations that may affect the profitability of the property or expose the purchaser to unaccounted for costs.

Buyers should also push to get all tenant estoppel certificates — and demand answers if the seller has difficulty getting an estoppel for any key tenants. An estoppel locks the tenant into confirming the material terms of its lease and prevents the tenant from later claiming the terms were different than represented. It is cheap insurance against post-closing disputes.

Title Is More Than a Policy

All buyers know they need title insurance. Fewer understand what to do with it. A title policy is only as useful as the buyer's review of its exceptions — every mortgage, easement, covenant and restriction listed on Schedule B. Each needs to be pulled, read and evaluated against the buyer's intended use. Pair that with an updated ALTA/NSPS survey showing the legal description, easement locations, encroachments and existing improvements, and you have the foundation for understanding what the buyer is actually acquiring.

A practical tip: forward the seller's existing title policies and surveys, if available, to the title company and surveyor immediately. These third parties need lead time, and giving them a head start avoids the closing delays that can result when these items are ordered too late.

Know Who You're Buying From

A buyer should analyze and review all existing or threatened litigation, claims, or other proceedings against both the property and the seller. In addition to the items requested, the purchaser should order independent lien and judgment searches against every seller entity or affiliated entity. But buyers often focus on the property and overlook the entity that owns it. If the seller is an LLC owned by other entities, the buyer's attorney should request formation documents, operating agreements, certificates of good standing and a complete ownership schedule for every entity in the chain. Gaps in entity-level diligence can surface after closing as disputes over authority to convey, undisclosed ownership interests, or competing claims to sale proceeds.

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Don't Overlook Affiliate Agreements and Environmental Risk

Agreements between the seller and its affiliates — management contracts, consulting arrangements, service agreements — deserve heightened scrutiny. These may not reflect arm's-length terms, and if they survive closing, the buyer inherits obligations that were never fairly negotiated. The better practice is to identify them during diligence, terminate them at closing and replace them on market terms.

Environmental diligence should be calibrated to the property's actual use. A Phase I is standard, but the buyer should also ask specifically about underground storage tanks, asbestos-containing materials, PCB-containing equipment and any regulatory enforcement history. Environmental problems are among the most expensive post-closing liabilities a buyer can inherit and among the hardest to detect without asking the right questions upfront. If the Phase I flags recognized environmental conditions, a Phase II assessment involving subsurface sampling may be necessary before the buyer can make an informed decision about whether to proceed, renegotiate, or walk away.

Every Shortcut Has A Price

In sum, every shortcut in the diligence process is a potential claim waiting to surface after closing. The title exception that wasn't read becomes the easement dispute. The lease that wasn't reviewed becomes the tenant lawsuit. The storage tank that wasn't disclosed becomes the remediation project. Thorough due diligence is not just good lawyering. It is the most effective form of litigation prevention there is.

Christian P. Foote is a real estate attorney with Merrill O'Sullivan Stewart in Bend. His practice covers the full lifecycle of commercial real estate, including purchases, sales, leasing, entity formation and secured financing, as well as post-closing litigation, landlord-tenant matters and partnership disputes. He can be reached at chris@mosattorneys.com.

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Kate Burns
Associate

Kate specializes in civil and business litigation, corporate transactions, landlord/tenant law, and real estate, providing expert guidance in disputes, business formation, mergers, and property management.

Christian P. Foote
Of Counsel

Christian P. Foote is an Oregon and California-licensed attorney guiding owners and investors through the full real estate lifecycle, from transactional structuring and entity formation to operational issues and resulting litigation.

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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	Jill Rivoli	25	1971	Nightly vacation homes & condos in premier privately-owned Black Butte Ranch properties.
Black Butte Realty Group 377 W Sisters Park Dr. Sisters, OR 97759	541-595-3840	N/A	Blackbutte.com pmanagement@blackbutte.com	Kendra Littrell	10	1978	Vacation rentals, property management.
Cobalt Properties Group 376 SW Bluff Dr., Ste. 8 Bend, OR 97702	541-322-5966	541-322-5967	www.cobaltpropertiesgroup.com jed@cobaltpropertiesgroup.com	Jed Bellefeuille	14	2003	Commercial & residential property management.
Compass Commercial 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	Russ Monroc	32	2000	Commercial property management for retail, office & industrial properties throughout Central Oregon & SW Washington.
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. 214 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 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 info@highdesertpm.com	N/A	7	1991	Property management, eviction for hire, tenant screening, placement residential & landlord/tenant hotline.
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 920 NW Bond St., Ste. 202 PO Box 2356 Bend, OR 97703	541-285-0110	N/A	www.investorsre.com scott@ires.email	Scott Gibbs	1	2014	Management, leasing, brokerage of commercial properties. Court appointed receivership, facility management, operations, 24/7/365 emergency response, tenant relations, full-cycle accounting, financial reporting, regulatory compliance, project management & consulting.
INVESTwest Commercial Real Estate PO Box 1381 Bend, OR 97709	541-480-7198	541-382-5981	www.investwestcommercial.com cbarber@investwestcommercial.com	Christin Barber	1	1989	Commercial leasing & mgmt. in Central Oregon.
La Pine Property Management Services 51493 Huntington Rd. PO Box 904 La Pine, OR 97739	541-536-1114	541-536-1114	rentinglapine.com rentinglapine@gmail.com	Brittney Manning	1	1997	Residential mgmt. including rentals in South Bend, La Pine, Gilchrist & Crescent. Evictions for hire in Deschutes & Klamath counties.
Lifestyles Real Estate & Property Management 208 SE Vine Lane Bend, OR 97702	541-797-0484	N/A	www.bendlifestylesrentals.com office@lifestylesgroupre.com	Michelle Hardesty	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.
Mountain Resort Properties/cXP Realty 57084 Grizzly Ln. PO Box 3508 Sunriver, OR 97707	800-346-6337	541-593-5041	www.mtresort.com Rentals@MtResort.com	Tim Hadley	10	1989	Vacation rentals, real estate sales & property management services.
Mountain View Property Management 644 NE Greenwood Ave., Ste. 2 Bend, OR 97701	541-330-8373	541-389-1436	www.today4rent.com julie@today4rent.com	Julie Davison	10	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	Andy Stearns, Shari Ballard	15	1996	Unfurnished & furnished rentals, rental/vacation rental sales, management, maintenance, screening, financials, collections, marketing, reservations.
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	Rick Hansen	11	2004	Property management in Central Oregon.
Plus Property Management 615 SW Deschutes Ave. Redmond, OR 97756	541-923-6768	541-389-2449	www.investoregon.com jbailey@investoregon.com	Jason Bailey	2	2004	Property management in Central Oregon.
Property Systems Inc. 900 SE Wilson Ave., Ste. D Bend, OR 97702	541-382-4112	541-382-9053	www.propertyssystemsinc.com psibend@aol.com	Rob Petrescu, Katrina Petrescu	2	1995	Commercial, industrial & residential, in & outside of Central Oregon.
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.

Continued on Page 32 ▶

Central Oregon Rental Market Shifts in 2025, Points Toward Stabilization in 2026

by RICK HANSEN, MBA, General Manager — Plus Property Management



The Central Oregon rental market went through a noticeable shift in 2025, moving away from the rapid growth of the past few years into a more balanced and stable environment.

After the post-pandemic surge in demand and pricing, things have started to normalize. With more housing inventory coming online and renters becoming more price-sensitive, rental rates have softened over the past 18 months. While that has put some pressure on rental income, it's better viewed as a return to more sustainable levels rather than a sign of a weakening market.

From Growth to Stability

For property owners and managers, 2025 felt different. Instead of strong rent growth carrying performance, success depended more on day-to-day execution.

With more competition and longer leasing timelines, the focus shifted to:

- Keeping units occupied
- Retaining reliable tenants
- Pricing units appropriately
- Reducing vacancy and turnover

This is a natural progression for a maturing market — where results are driven less by momentum and more by how well properties are managed.

Execution Matters More

As conditions changed, the investors who performed best were the ones who stayed flexible and focused on the fundamentals.

Rather than relying on rising rents, performance in 2025 came down to:

- Staying responsive to market conditions
- Delivering a consistent tenant experience
- Managing leases strategically
- Keeping a close eye on expenses

These basics made a real difference in maintaining stability as rental rates adjusted.

Looking Ahead to 2026

Heading into 2026, the market appears to be settling. While we're not expecting significant rent increases in the near term, the declines seen over

the past year seem to be leveling off.

As new supply gets absorbed and pricing expectations reset, the market should move toward a more sustainable balance.

For property owners, the priorities remain straightforward:

- Maintain occupancy
- Protect asset value
- Operate efficiently

A Reset — Not a Decline

It's important to keep this shift in perspective. What we're seeing is not a downturn, but a correction from the unusually strong conditions of the past few years.

Central Oregon still benefits from strong long-term drivers, including population growth and continued demand for its lifestyle. The market hasn't weakened — it's simply returning to a more normal footing.

New Tax Incentives

Recent federal tax changes introduced in 2025 may also support real estate investment moving forward.

These provisions allow for accelerated depreciation of certain building components and improvements, particularly through cost segregation strategies. In addition, qualifying assets may still benefit from bonus depreciation, enabling a larger portion of those costs to be deducted earlier in the investment lifecycle.

While full building write-offs are not permitted, these provisions can significantly improve after-tax returns and cash flow for real estate investors. They are also expected to encourage continued development and support domestic manufacturing and industrial investment.

Final Thoughts

The Central Oregon rental market is entering a new phase — one defined less by rapid growth and more by steady, well-managed performance.

For investors, 2026 will be about consistency and execution rather than relying on market-driven gains. The good news is that the long-term outlook remains positive, and opportunities should continue to emerge as the market stabilizes.

Reach out to me if you would like to discuss your investment strategy. investoregon.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 jan.millar@amerititle.com	Jan Millar	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 Jan.millar@amerititle.com	Jan Millar	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	Justin Homan	1	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	11	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 jan.millar@amerititle.com	Jan Millar	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 Title 397 SW Upper Terrace Dr. Bend, OR 97702	541-389-2120	541-389-2180	www.deschutescountyttitle.com customerservice@deschutestitle.com	Evie Henderson	20	2003	N/A
Deschutes Title 845 SW Veterans Way Redmond, OR 97756	541-527-1274	541-527-1281	www.deschutescountyttitle.com redmondscrow@deschutestitle.com	Evie Henderson	8	2017	N/A
Deschutes Title - La Pine 51515 Huntington Rd., Ste. 1, PO Box 1037 La Pine, OR 97739	541-876-6990	541-876-2740	deschutescountyttitle.com lapine@deschutestitle.com	Austin Plamondon, Nicole Day, Evie Henderson	3	2020	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.local.firstam.com/or/offices/bend margreen@firstam.com	Mark Green	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/redmond margreen@firstam.com	Mark Green	5	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/sunriver margreen@firstam.com	Mark Green	4	1890	First American Title Co.
First American Title of Oregon - Sisters 431 E Cascade Ave. Sisters, OR 97759	541-904-3048	866-902-9868	www.local.firstam.com/or/offices/sisters margreen@firstam.com	Mark Green	2	1890	First American Title Co.
Western Title & Escrow Company - Bend 1777 SW Chandler Ave., Ste. 100 Bend, OR 97702	541-389-5751	541-330-1242	www.westerntitle.com sean.mcdonald@westerntitle.com	Sean McDonald	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 sean.mcdonald@westerntitle.com	Sean McDonald	3	2014	Western Title & Escrow Co., Bend, OR
Western Title & Escrow Company - Prineville 446NW Third St., Ste. 107 Prineville, OR 97754	541-447-7861	541-447-5424	www.westerntitle.com sean.mcdonald@westerntitle.com	Sean McDonald	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 sean.mcdonald@westerntitle.com	Sean McDonald	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 sean.mcdonald@westerntitle.com	Sean McDonald	4	1987	Western Title & Escrow Co., Bend, OR

This is a sampling of Central Oregon Title Companies. If you would like to be added to this list, please email cbn@cascadebusnews.com.

Property Management (Listed Alphabetically)

CONTINUED FROM PAGE 30

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
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	950	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	541-548-8158	N/A	www.troutrealty.com jason@troutrealty.com	Jason Trout	1	1972	Commercial & residential property mgmt. & sales. Central Oregon.
Velocity Property Management 2524 NE Division St., Ste. 1 Bend, OR 97703	541-388-1382	541-408-9841	velocitypropertymanagement.com info@velocitypropertymanagement.com	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	N/A	www.viking-pm.com vikingpm@live.com	Toni O'Hara	3	2002	Residential & commercial in Prineville & Bend.
Willow Canyon Properties 212 SW Fourth St., Ste. 201 Madras, OR 97741	541-475-8000	541-475-8001	www.willowcanyonproperties.com frontdesk@willowcanyonproperties.com	Rick Allen	4	2001	Residential, commercial & industrial property management. Placement & property management of single & multi-family units.

This is a sampling of Central Oregon Property Management. If you would like to be added to this list, please email cbn@cascadebusnews.com.

Taylor Brooks Announces Sale of Cooley Road Industrial Lot in Juniper Ridge to Central Oregon Irrigation District

by JUDY CAMPBELL

Real estate developer Taylor Brooks announced that it has sold Lot 5 of the Cooley Road Industrial Lots subdivision in Juniper Ridge to Central Oregon Irrigation District (COID). The lot is south of Cooley Road and includes a portion of COID's main canal.

When asked about how this land was specifically selected, Craig Horrell, managing director of COID, said, "COID has been here for 100+ years and will be here for a hundred more — this property provides the district flexibility to manage staff, operations, and infrastructure in a location that provides convenient access to our two canals and the roughly 3500 patrons we serve."

The COID board of directors recognized the strategic value in purchasing the lot for various reasons. First, a good portion of the lot is encumbered with COID easements and infrastructure. Those items can pose a challenge for a different entity but for COID having direct access to its pipeline and forebay structure is a benefit.

Next, the property is centrally located within the service territory of COID and is located minutes from its Juniper Ridge hydro-electric facility. It could also provide an optimal location for future COID office space as it routinely interacts with businesses, agencies, and other stakeholders in Bend.

Further, COID is in a rapidly urbanizing area which increases the costs of delivering water to its patrons. As a result, the district seeks additional streams of revenue to keep up with those costs. COID has the opportunity to create leasable flex industrial space on this property.



PHOTO | COURTESY OF TAYLOR BROOKS

While COID has not yet begun planning for the development of the site, it expects that it will likely begin in 2027 or 2028. COID purchased this property with the proceeds from a sale of property in the Redmond area and the purchase will not impact patron rates.

Taylor Brooks has four developed industrial lots remaining fronting Cooley Rd in Juniper Ridge, ranging from just under two acres to 5.5 acres in size.

taylorbrooksdev.com

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J.C. Nore

Central Oregon Community College (COCC) has named **J.C. Nore** as the new director of its Small Business Development Center (SBDC), part of the college's Center for Business and Community Education. Nore began his role on April 1.

A longtime Central Oregon resident and business leader, Nore brings more than two decades of experience supporting small businesses, leading teams and building scalable programs across private-sector, nonprofit and community-based environments. As a former business owner, he has worked closely with hundreds of organizations, offering practical guidance on operations, marketing, financial planning and growth strategy.

The COCC SBDC provides no-cost, confidential advising and affordable training to entrepreneurs and small business owners across Deschutes, Jefferson and Crook counties. As part of the statewide Oregon SBDC Network, the center plays a key role in supporting business creation, growth and sustainability throughout the region.

In his new role, Nore will oversee SBDC operations across the college district, including advising services, training programs and community partnerships. He will work closely with local chambers of commerce, economic development organizations and regional partners to ensure that business owners — especially in rural communities — have access to the tools and support they need to succeed.

Nore previously served as director of sales at Cascade Graphics and held leadership roles with Dometic, MPS North America, where he managed customer service operations and developed national training programs. Earlier in his career, he founded and led Connexion Printing Consultants, building and ultimately selling a successful business that supported regional commercial and nonprofit clients. In that role, he maintained advisory relationships with 150–200 organizations annually and oversaw thousands of client engagements.

Nore holds a bachelor's degree in government and international affairs from Augustana University and has been actively involved in the Central Oregon community through board and leadership roles with several nonprofit and regional organizations.

Family Access Network (FAN) welcomes the newest member to their Board, **Van Perry**.

Perry is a senior executive with more than 30 years of global leadership experience building brands, transforming teams and scaling organizations across industries, including travel and hospitality, outdoor, financial services, technology, real estate and the public sector. Perry has led international rebranding initiatives for Fortune 50 companies, directed Olympic marketing programs for global sponsors, and served as president of two adventure travel companies, delivering expeditions from Antarctica to the Sahara. Earlier in his career, he held leadership roles in real estate development and city government. He has served in multiple executive capacities across many sectors and is excited to lend that skillset to the local community.

A passionate advocate for service-oriented leadership, Perry is focused on building high-performing teams and creating lasting community value. He believes organizations must always start with a clear sense of purpose and that is what he has found with FAN. He holds an MBA from the University of North Carolina at Chapel Hill, an MPA from the University of Georgia and a BS with Distinction from the University of Virginia. He lives in Bend with his wife and is the father of two daughters.



Van Perry



Leigh Capozzi

Volunteers in Medicine, Clinic of the Cascades (VIM) announced the hiring of **Leigh Capozzi** as director of philanthropy and community engagement. Capozzi brings more than 20 years of experience with mission-driven brands and a proven track record of leadership across both for-profit and nonprofit organizations.

Most recently, from 2019-2022, Capozzi led marketing and communications for Mt. Bachelor. She recently joined VIM from Protect Our Winters (POW), a leading global nonprofit focused on climate advocacy, where she served as the VP of Marketing and Communications.

Since 2004, VIM has delivered over \$212M in community benefit to uninsured patients, including \$150M in healthcare and \$16M in medications. Hundreds of providers and volunteers have powered this support and, in the past year alone, have served over 500 uninsured patients with nearly \$6.8M in care, services and donated resources.

The **Redmond Library** has formally received LEED (Leadership in Energy and Environmental Design) Platinum certification for its commitment to sustainability. As a framework, LEED is the world's most widely used green building rating system and provides a framework for assessing everything from energy and water use to materials selection and indoor air quality.

The Redmond Library was designed to operate as a net-zero energy building, powered entirely by on-site solar. The library's rooftop photovoltaic array allows the building to generate all the energy it needs.

Buildings constructed to LEED certification ensure electricity cost savings, lower carbon emissions and healthier environments where people live, work, learn and play. In the United States alone, buildings account for almost 40 percent of national CO2 emissions, but according to the U.S. Green Building Council, LEED-certified buildings have 34 percent lower CO2 emissions, consume 25 percent less energy and 11 percent less water, and have diverted more than 80 million tons of waste from landfills.

By building its new construction projects to meet LEED certification—including the Redmond Library and the new Central Library in Bend — Deschutes Public Library is working to contribute to a better standard of living for everyone.

When the new Redmond Library opened in February 2025, its square footage nearly doubled compared to the previous building, yet both the 12-month energy costs and the site's overall electrical use went down. Net electrical use dropped from 276 MWh to 57 MWh, nearly an 80% decrease. That total now also includes electricity used for EV charging.

The LEED Platinum status adds to recent recognition the Redmond Library has received for its design and sustainability. In addition to national recognition from the American Library Association, the library also received a 2025 Building a Better Oregon Award from the Cascades East Association of Realtors. The long-standing awards program honors projects that have made a significant positive impact on their community. Judging criteria include economic benefit, neighborhood improvement, unique design and materials and environmental friendliness.

In November 2020, Deschutes County voters supported the Library's bond measure to expand and improve libraries across the county. In addition to building a new library in Redmond and updating libraries in La Pine, Sisters and Sunriver, bond funds are being used to remodel the Downtown Bend Library (April 2026–spring 2027) and construct new Central Library in Bend, which opens on May 11, 2026.

Central Oregon Community College (COCC) announces that students **Julian Hasbun**, **Amanda Payne**, **Colton Sachs** and **Talia Stockwell** have been selected to represent the college on the Oregon Community College Association's 2026 All-Oregon Academic Team, which honors high achievement from Oregon's 17 community colleges.

The students will be celebrated at OCCA's All-Oregon Academic Team luncheon event on Friday, April 17, at Chemeketa Community College in Salem, with community college presidents, board members, faculty and state legislators in attendance.

To earn the distinction, students must demonstrate academic excellence and intellectual rigor combined with leadership and service. A minimum 3.5 cumulative GPA and completion of at least 54 credits is required. Nominated by a faculty member, finalists undergo a review process by the college's committee for academic excellence.

As an addiction counseling and behavioral health student, Hasbun is setting out to help others by becoming a certified alcohol and drug counselor in Oregon, and also planning to pursue a qualified mental health associate credential. His goal is to transfer to a university for a bachelor's degree in either social work or psychology. Hasbun was student-led for a grant-funded, student-led initiative focused on promoting harm reduction and wellness among college students through reducing binge drinking behaviors.

Payne, a nursing student, spearheaded a mentorship program that pairs new COCC nursing students with students in their second year to support learning outcomes. Serving as nursing club president, she is regarded as a natural leader and caring student by her faculty, contributing to the development of regional clinical partnerships. She was named a 2026 New Century Workforce Pathway Scholar — representing all of Oregon — in a national scholarship program sponsored by the Coca-Cola Foundation and Phi Theta Kappa Honor Society.

Sachs, studying physics, was awarded a full scholarship from the University of Oregon's Oregon Pathways to Industry Research Careers program. In addition to serving as a student member of COCC's student affairs and sustainability committees, he has conducted a summer engineering internship with a biomedical company, served on the institutional review board for a biomechanical research project at Oregon State University-Cascades and volunteered at Pine Mountain Observatory.

Stockwell, whose passion lies in climate and disaster resilience, is an economics student planning to pursue a bachelor's degree in planning and public policy. Serving as president of the Associated Students of COCC, Stockwell also volunteers with the Central Oregon Pet Evacuation Team, providing hands-on assistance during area wildfires. They won first prize in COCC's 2025 Writing Contest in the academic nonfiction category.

Payne and Hasbun, as career and technical education students, will also receive COCC Foundation scholarship support.

The All-Oregon Academic Team is part of the All-State Community College Academic Team program that started in 1994 in the states of Mississippi and Missouri. Today, 38 states host All-State Academic Team programs each year, focusing on two-year colleges and recognizing exceptional students. The OCCA sponsors the annual event, in partnership with the Phi Theta Kappa Honor Society, which awards some \$37 million in scholarships nationally to community college students.

Big Brothers Big Sisters of Central Oregon (BBBSO), a program of J Bar J Youth Services, has been recognized as a Big Brothers Big Sisters of America (BBBSA) Pinnacle Award Winner for program excellence in 2025. Every year, the BBBSA National Leadership Council, made up of local agency leaders and board members, selects agencies for excellence in the organization's signature 1-to-1 youth mentoring program. Out of more than 230 agencies across the country, Big Brothers Big Sisters of Central Oregon is one of five organizations to receive this top honor.



Julian Hasbun

Amanda Payne

Colton Sachs

Talia Stockwell

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

Glow Up Your Weekend

by MEGAN BURTON

The REMAX Key Properties Balloons Over Bend is set to return July 24-26, 2026, bringing a weekend of hot air balloon launches, live entertainment, and community celebration to Central Oregon. This signature summer event will feature free sunrise balloon launches each morning, vibrant Night Glow celebrations, and activities for all ages.

"Bend is more than a market to us; it's home," says Tim Buccola, owner, REMAX Key Properties. "Balloons Over Bend captures everything we love about this community: families coming together, the beauty of the high desert, and that unmistakable Central Oregon spirit. As title sponsor, we're proud to help make this event possible and to celebrate the place we're privileged to call home."

The weekend's centerpiece is the Bend Night Glow Celebration on Friday, July 24, at Central Oregon Community College from 5-10pm. Designed with families in mind, the evening features live entertainment, interactive activities, food trucks, and a vibrant marketplace — all leading up to the magical moment when hot air balloons illuminate the night sky.

Kids take center stage at the Balloon Blast Kids Race, a colorful obstacle course designed for ages three to ten and part of the Kid's Rock the Races series. With staggered start times beginning at 6pm, young participants can run, climb, and race their way through a fun and supportive environment while parents cheer from the sidelines.

Throughout the evening, nationally touring performers FlippenOut Extreme Trampoline Show will wow the crowd with gravity-defying flips, wall tricks, and high-energy stunts at 5:30pm and 6:30pm. The excitement continues at 7pm with live music from the Tri-Cities Steel Band Association, whose youth-powered steel drums and African marimbas bring infectious rhythms and global sounds to the stage.

At 8:30pm, balloons roll onto the field, and at sunset, families can gather on blankets as the glowing giants light up the sky in a breathtaking display of color and warmth.

The celebration continues Saturday, July 25, in Redmond at the Redmond Brewfest & Night Glow

at American Legion Park. Hosted by the Redmond Chamber of Commerce, the evening includes craft beverages, live music, vendors, and another stunning balloon glow at dusk.

Each morning of the festival, balloons launch just after sunrise from R.E. Jewell Elementary School in Bend. These launches are free to attend and offer families a peaceful and awe-inspiring way to start the day as colorful balloons rise into the Central Oregon sky.

The REMAX Key Properties Balloons Over Bend presented by Chevrolet of Bend is produced by Lay It Out Events and supported by numerous local partners and sponsors.

Balloons Over Bend also includes opportunities for community involvement through volunteering, vending, and sponsorships. Those interested in booking a balloon ride or applying as a pilot are encouraged to contact info@layitoutevents.com for more information.

balloonsoverbend.com

Who's Who

Continued from previous page

This award recognizes the top agencies that have met the Platinum Award requirements for two or more years — meaning they have shown remarkable achievements in retaining the number of mentors ("Bigs") and youth ("Littles") matched through the program and have exhibited exceptional growth in their local programs for multiple, consecutive years. In the past year, Big Brothers Big Sisters of Central Oregon has served 223 youth.



Ellen Waterston

Governor Tina Kotek has appointed **Ellen Waterston** of Bend to a second term as Poet Laureate of Oregon. A celebrated poet/writer, educator and speaker who founded the Writing Ranch and the Waterston Desert Writing Prize, Waterston will serve a second two-year term ending in August 2028. Waterston is Oregon's 11th Poet Laureate, first appointed to the role in 2024.

In less than two years, Waterston has crisscrossed the state to present 84 poetry readings and workshops in 39 Oregon communities.

In her second term, Waterston plans to pursue two complementary projects in addition to continuing to deliver workshops and presentations. The first, Poetry in Public Places (abbreviated P!PP), encourages communities in Oregon to display poems in unexpected locations, from poetry walks to permanent art installations," she explained. She will explore pathways for poets to engage public art in Oregon and will enlist the involvement of public and private construction and remodeling projects to do the same. In the second project she will share the podium wherever she goes with a young poet from that community. Writing from those poets will be included in an anthology of young Oregon poets with the working title *Meet Me on the Divide*.

Later this year, Waterston will deliver a poem commissioned for the one-hundredth anniversary of the Astoria Column in July, and in August will help welcome U.S. Poet Laureate Arthur Sze for the opening of the new East Bend branch of Deschutes Public Library. For much of Waterston's award-winning poetry and prose is inspired by the remote reaches of southeastern Oregon's outback. Her five poetry titles include the just-released *As Far as I Can Anthem*, featuring poems largely written during her first term as Poet Laureate. Others are *I Am Madagascar*, *Between Desert Seasons*, *Via Lactea* and *Hotel Domilocos*. Waterston is also the author of four literary nonfiction titles: her most recent are *We Could Die Doing This: Dispatches on Ageing from Oregon's Outback* and *Walking the High Desert: Encounters with Rural America Along the Oregon Desert Trail*.

In addition to her work as an author, Waterston founded the for-profit Writing Ranch, which offers retreats and workshops for established and emerging writers, and the Bend-based literary arts nonprofit The Nature of Words, which she directed for over a decade. She subsequently founded the Waterston Desert Writing Prize, annually recognizing a nonfiction book proposal that examines the role of deserts in the human narrative, now a program of the High Desert Museum. She has taught creative writing at middle through graduate school levels and authored the original feasibility study for the OSU-Cascades Low Residency MFA in Creative Writing.

Her work as an author and literary arts advocate was earlier recognized with an honorary Ph.D. in humane letters from OSU-Cascades and, in 2024, with both Literary Arts' Stewart H. Holbrook Award at the Oregon Book Awards and Soapstone's Bread and Roses Award.

Waterston received her BA from Harvard University and MA in archaeology from the University of Madagascar. She has three children and three grandchildren and resides in Bend.

Waterston will begin her second term this August.



MORE THAN 150 HIGH SCHOOL STUDENTS WILL CONVERGE FOR THE CONTEST | PHOTO COURTESY OF COCC

Paying homage to a beloved sci-fi film and its imagined time-travel calculations, the annual High School Math Contest at **Central Oregon Community College (COCC)** is going "Math to the Future" this year, hosting young math minds from across the region to compete in fun challenges on April 16 on the Bend campus.

Costumed math professors playing the parts of "Doc" Brown, Marty McFly and other characters from 1985's *Back to the Future*, along with an original gull-wing DeLorean parked for team photo ops, will bring the theme to life as more than 150 high school students from 13 schools across Central Oregon — from Paisley to Mitchell to Sisters — compete in fun challenges across campus.

The long-running event, first held in 1978, includes a relay race, scavenger hunt and a name-that-tune-styled game. Students compete for prizes and awards.

In advance of college events, persons needing accommodation or transportation because of a physical or mobility disability should contact campus services at 541-383-7775. For accommodation because of other disability such as hearing impairment, contact student accessibility services at sas@cocc.edu or 541-383-7583.

Climate Jobs Oregon recently announced the hiring of Dr. **Anthony Levenda** as its first-ever executive director, positioning the labor-led coalition to help deliver one of the largest infrastructure and workforce expansions in Oregon's history.

Levenda's appointment comes at a pivotal time for Oregon's energy future. Analysis from Cornell University's Climate Jobs Institute shows the state will need to increase transmission capacity by roughly 89% while rapidly scaling clean energy generation and storage to meet rising electricity demand and climate targets.

Levenda joins the organization with more than a decade of experience in research, education, and advocacy focused on equitable clean energy transitions. He most recently served as Director of the Center for Climate Action and Sustainability at The Evergreen State College, where he built the center from the ground up, led strategic planning, and secured major public and private funding. Levenda earned his PhD from Portland State University and has deep roots in Oregon, where he has lived for more than a decade.

Levenda's work has consistently focused on the intersection of climate policy, workforce development, and labor. He served on the Washington State Clean Energy Technology Workforce Advisory Committee and worked with a wide range of partners including Tribal governments, labor organizations, and community groups to advance climate and workforce initiatives.

A union member himself, Levenda is part of a proud union household and brings a personal commitment to advancing good union jobs as a core part of the clean energy economy. Climate Jobs Oregon is a coalition of labor organizations focused on building a homegrown clean energy economy rooted in high labor standards, workforce training, and long-term economic opportunity. The coalition, which launched in early 2026, is working to ensure Oregon meets its climate goals while strengthening communities and supporting working families.

More Who's Who Next Page ►

St. Charles Cardiac Care Gets Major Upgrade with New Labs, Tech

by ALANDRA JOHNSON, Manager of Public Relations — St. Charles Health System

St. Charles is transforming cardiology care for patients in Central Oregon, thanks to newly opened and updated electrophysiology (EP) labs and a cardiac catheterization (cath) lab at St. Charles Bend. These updates, funded with a \$1.5 million investment from St. Charles Foundation, allow physicians to perform more advanced procedures and improve quality of life for more cardiac patients.

"Thanks to these updates, we can treat more patients and offer more state-of-the-art services, allowing more cardiac patients to keep their care close to home," said Lesley Jones Larson, cardiac service line administrator at St. Charles.

According to Larson, thanks to the new labs, the number of electrophysiology procedures performed has increased 27% from last year. Electrophysiology is a form of cardiology focusing on the heart's electrical system that treats irregular heart rhythms. One advancement the team is particularly excited about is

the ability to perform Pulse Field Ablations (PFAs).

"This is a minimally invasive treatment for patients who are experiencing atrial fibrillation (AFib). It uses non-thermal electric pulses to selectively destroy heart tissue. This is a significant advantage over older thermal ablation energies, as there is improved recovery and significantly lower risk to injuring structures surrounding the heart," said Dr. Chris Lewis, cardiac electrophysiologist with St. Charles. "Ultimately, this allows us to perform safer procedures and offer atrial fibrillation ablation treatments to a larger group of patients."

More than 285 patients have received a PFA in the new electrophysiology labs – a procedure patients used to travel out of the area to receive.

"The investment in this cardiology technology marks one of the largest projects funded by St. Charles Foundation in 2025. This effort means a great deal to our donors, as it allows St. Charles to be an



THE NEW ELECTROPHYSIOLOGY LABS AT ST. CHARLES BEND ALLOW PHYSICIANS THE CAPABILITY TO PERFORM PULSE FIELD ABLATIONS, A MINIMALLY INVASIVE PROCEDURE FOR PATIENTS WITH IRREGULAR HEART RHYTHMS | PHOTO COURTESY OF ST. CHARLES HEALTH SYSTEMS

early adopter of technology that is helping transform cardiac care for Central Oregonians," said Jenny O'Bryan, executive director of St. Charles Foundation. stcharleshealthcare.org

Stroke Awareness Oregon to Host "Leading With a Purpose" Event Focused on Impact Through Leadership

by TAYLOR LAIDLAW, Education & Events Director — Stroke Awareness Oregon

Stroke Awareness Oregon (SAO) invites the Central Oregon community to attend Leading With a Purpose, an inspiring evening dedicated to exploring how leadership creates meaningful impact across communities. The event will take place on Tuesday, May 5, 2026, from 4-7pm at Tetherow Pavilion in Bend.

This year's theme, Impact Through Leadership, brings together a dynamic panel of respected leaders who will share real-world insights on building influence, driving change and leading with intention.

The panel includes:

- **Deborah Flagan**, vice president of Community Engagement & Giving at Hayden Homes (Moderator)
- **Patrick Bailey**, area director, Willamette Valley Fellowship of Christian Athletes; Former Oregon State University Baseball Coach
- **Michelle Mitchell**, co-founder of Humm Kombucha; COO, Design Bar Interiors
- **Tia Lewis**, shareholder and land use attorney, Schwabe Williamson & Wyatt
- **Jo Wells**, facilities architect and project manager, City of Bend

The evening will begin with a networking cocktail hour from 4-5pm, followed by a moderated panel discussion from 5-6:30pm.

Proceeds from the event support Stroke Awareness Oregon's mission to provide stroke education, prevention resources, and support programs for stroke warriors and their families.

Event Details:

May 5, 2026 // 4-7pm // Tetherow Pavilion, Bend

Tickets: \$75 (single), \$125 (pair), \$50 (nonprofit rate), \$85 at the door

To register or learn more, visit LWAP.eventbrite.com or contact tlaidlaw@strokeawarenessoregon.org • 541-350-8117.

strokeawarenessoregon.org



STROKE AWARENESS OREGON PRESENTS LEADING WITH A PURPOSE IMPACT THROUGH LEADERSHIP

WHEN:
TUESDAY MAY 5, 2026
4:00 PM - 7:00 PM

WHERE:
TETHEROW PAVILION
61240 SKYLINE RANCH
ROAD BEND, OR 97702

AN EVENING BRINGING TOGETHER BUSINESS AND COMMUNITY LEADERS TO SHARE THEIR JOURNEYS AND EXPLORE HOW PURPOSE-DRIVEN LEADERSHIP CREATES LASTING IMPACT

TICKETS

\$75 - Individual
\$125 - Bring a Guest (2 Tickets)
\$50 - Nonprofit Staff
\$85 - Day-of / Door



<https://LWAP.eventbrite.com>

MountainStar Family Relief Nursery Kicks Off Child Abuse Prevention Month

by SAMMI PENNINGTON, Events & Marketing Manager — MountainStar Family Relief Nursery

April is Child Abuse Prevention Month, and MountainStar Family Relief Nursery (MountainStar) is launching its annual Keep Kids Safe (KKS) Campaign with renewed energy as part of its 25th Anniversary Year — inviting the community to take action, celebrate and help protect Central Oregon's youngest children.

At the heart of this year's campaign is MountainStar's Community Care Project series. This month we are hosting a Central Oregon wide diaper drive. These in-kind donations provide essential supplies that help families stay stable during times of stress.

"April is always a powerful month for MountainStar, but this year feels especially meaningful as we celebrate 25 years of prevention and partnership," said Kara Tachikawa, executive director of MountainStar. "Keeping kids safe starts with meeting basic needs — and something as simple as a box of diapers

can make a critical difference for a family."

April Community Care Project: Keep Kids Safe Diaper Drive

Throughout April, MountainStar is calling on individuals, businesses and community groups to donate diapers (especially sizes 4-6) and wipes to support families with infants and toddlers.

For many families facing financial strain, the cost of diapers can be overwhelming. By helping meet this basic need, the community plays a direct role in reducing stress and preventing crisis — ensuring children remain safe, healthy and nurtured.

Donations can be dropped off throughout April at MountainStar locations

Continued on Next Page ▶

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Family Access Network improves the lives of nearly 8,000 children and their family members each year through basic need services across Central Oregon. Learn more at: <https://familyaccessnetwork.org>

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Sotheybys'	Quality Drilling and Blasting
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Cascade Insurance - Inszone	Structure Development
Deschutes County Commissioners (BOCC)	Thrive Mental Health

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MountainStar

Continued from previous page

in: La Pine, Bend, Redmond, Madras and Prineville.

All donated items will be distributed directly to families enrolled in MountainStar's programs across Central Oregon.

Keep Kids Safe Campaign

MountainStar's Keep Kids Safe Campaign is a cornerstone of Child Abuse Prevention Month, raising awareness about the importance of early intervention and raising critical funds to support its programs.

Each year, the campaign highlights how collective action — from donating supplies to supporting services — creates a strong safety net for children and families. MountainStar's programs ensure that 98% of children served remain safe from abuse and neglect, demonstrating the impact of prevention-focused care.

Events:

- April 9: Madras Community Table** // Inn at Cross Keys Station at 12pm
- April 9: Warm Springs Community 4 Kids** // Warm Springs K-8 Academy at 3:30pm
- April 17: Madras Open House** // MountainStar Madras at 4:30pm
- April 21: Prineville Community Table** // Eastside Church at 12pm
- April 30: Community 4 Kids Care Fair Redmond** // Becky Johnson Community Center and Centennial Park

Celebrating 25 Years of Prevention and Partnership

This April also marks a milestone moment as MountainStar celebrates 25 years of serving Central Oregon families. Throughout 2026, the organization is hosting monthly Community Care Projects, giving the community simple, meaningful ways to be part of prevention in action.

"Over the past 25 years, this community has shown up in extraordinary ways," added Tachikawa. "The Keep Kids Safe Campaign is a reminder that we all have a role to play — and together, we can create a future where every child is safe and supported."

MountainStar invites the community to donate, share and participate in this year's Keep Kids Safe Campaign — because when we come together, small acts create lasting impact.

mtstar.org

THIS YEAR'S LINEUP



MODERATOR
Deborah Flagan
Vice President of Community Engagement & Giving, Hayden Homes



PANELIST
Patrick Bailey
Former Baseball Coach, Oregon State University
Current Area Director, Willamette Valley Fellowship of Christian Athletes



PANELIST
Tia Lewis
Shareholder, Land Use Attorney, Schwabe Williamson & Wyatt



PANELIST
Jo Wells
Facilities Architect & Project Manager, City of Bend



PANELIST
Michelle Mitchell
Co-Founder, Humm Kombucha
COO, Design Bar Interiors

To Learn More Call 541-350-8117 or Visit www.strokeawarenessoregon.org
501(C)(3) 82-4216575

Shredder Bend

Continued from page 3

needed a centrally located, family-friendly space with at least 18-foot ceilings and flexibility for a custom buildout. Graham was incredibly diligent throughout the process and helped us find a location that supports our needs. Midway (building owner) also helped bring our vision to life in the form of our interior design and final buildout.”

“It was a wonderful experience working with Schaening and everyone involved,” said Dent. “The business is a great concept for Bend and the Central

Oregon outdoor community.”

Shredder Bend offers an accredited curriculum based on industry-leading standards for ski and snowboard instruction, (PSIA-AASI), with a strong focus on youth development. Class sizes are intentionally kept small, with just three to five students per session, allowing coaches to tailor instruction and provide individualized feedback. Students progress through levels that build balance and coordination, then move into independent skiing or riding, and eventually learn more advanced skills such as stopping and parallel turns.

Beyond technical instruction, the program emphasizes building confidence, resilience, independence

and overall athletic development. Students also learn how to properly handle equipment, from putting on boots to carrying skis and snowboards safely, helping them build skills that extend beyond the slopes.

Schaening, a longtime Mt. Bachelor skier with experience in global education and experiential learning programs, was inspired to start Shredder after becoming a parent and recognizing a need for an affordable, convenient and welcoming alternative to introducing kids to the joy of snow sports. “With so many young families moving to Bend, I wanted to create an opportunity to create something that supports both the community and my passion for

skiing,” said Schaening. “We wanted to build something that feels fun, low-pressure and approachable while still delivering high-quality instruction.”

Shredder’s Spring Session is open and families can enroll now through June 7th for weekly 40 minute classes. Starting July 6th through August, Shredder will offer flexible Summer Camp options for year-round ski and snowboard activities from 9am-2pm. As Bend continues to grow as a hub for outdoor recreation, Shredder Bend brings a new opportunity for residents to train and build skills year-round while helping introduce the next generation to snow sports.

compasscommercial.com

Yard Debris Disposal

Continued from page 3

dates and hours vary by location.

FireFree collection dates and locations

• **Sunriver: Sunriver Compost Site**, 18305 Cottonwood Road

• **May 1-2**, 8am-4pm

• **Bend: Knott Landfill**, 61050 SE 27th Street

• **May 15-May 24** (7 days/week), 7am-4:30pm

• **La Pine: Southwest Transfer Station**, 54580 Highway 97

Portland Gear

Continued from page 3

the Portland community.

From there, the company expanded into designing and selling waterproof backpacks, a product that helped launch the brand into the travel gear market. It also set the tone for its evolution into a full travel and lifestyle company.

Today, Portland Gear produces a wide range of products, including backpacks, luggage, duffels, totes, apparel and accessories, all designed with durability and everyday use in mind.

“We started with apparel, but our water-resistant backpack really changed everything for us,” said Kameesha Rose, head of people and operations for Portland Gear. “From there, we grew into luggage, travel bags and everyday gear. We’ve always been rooted in community, and Bend felt like a natural next step for us.”

Rose said the company has been looking to expand beyond Portland and identified Bend — and specifically the Old Mill District — as the right fit.

“People in Bend love the outdoors, they travel, they’re active, [and] that aligns perfectly with what we design our products for,” Rose said. “Opening in

Bend marks an exciting next step as we continue to connect with communities that value everyday function, reliability and shared experience.”

Portland Gear’s Old Mill District space, located between Sweet Tooth Candy Shoppe and Sunglass Hut, will feature their signature bags and travel gear, along with apparel and some Central Oregon-specific designs that will be available exclusively in their new Bend location. To prepare for the expansion, the company has built a full-scale mock retail space in its Portland warehouse to design and test the layout of the Bend store before remodeling begins.

For the Old Mill District, the addition

of Portland Gear represents both a new retail category and the arrival of a well-established regional brand.

“They’re really an exciting addition for us,” said Beau Eastes, marketing director for the Old Mill District. “Their backpacks, luggage and travel gear are a great fit for Bend and for the kind of customers we see here. And it’s a strong Oregon brand that people already recognize and trust.”

Portland Gear plans to open the Bend store by Memorial Day weekend. It is currently in the process of hiring a local team to operate the location and plans to host an official grand opening later this year.

oldmilledistrict.com

Hayden Homes

Continued from page 3

leadership behaviors proven to deliver market-leading revenue, employee retention and increased innovation.

“Great Place To Work Certification is a highly coveted achievement that requires consistent and intentional dedication to the overall employee experience,” said Sarah Lewis-Kulin, vice president of Global Recognition at Great Place To Work. She emphasized that Certification is earned solely by real-time feedback of employees regarding their company culture. “By successfully earning this recognition, it is evident that Hayden Homes stands out as one of the top companies to work for, providing a great workplace environment for its employees.”

With an 89% participation rate, up 2% from the previous year, Hayden Homes saw strong engagement from team members in this year’s survey. Of those who participated, 96% of respondents agreed with the statement, “Taking everything into account, I would say this is a great place to work,” exceeding the company’s internal satisfaction goal of 95% and reinforcing its commitment to fostering a positive and supportive workplace culture centered around giving and community.

In addition to being Great Place To Work certified for the past three years, in 2025, Hayden Homes was also recognized as the 11th Best Workplace for Women in the nation and 13th Best Workplace for Parents in the nation by Fortune and was placed third on the 2025 Fortune Best Workplaces in Construction List and 21st on the 2025 Fortune Best Medium Workplaces List. With over one

million employees surveyed nationally, these rankings reflect Hayden Homes’ dedication to providing opportunities for employees at all levels to grow and pursue meaningful careers.

“We are incredibly honored to receive this feedback from our team members,” said Patti Murphy, vice president of Employee Experience at Hayden Homes. “Each of us brings a unique story and perspective, and it’s through coming together that we create something far greater than any one of us could on our own. We are committed to building a strong, connected community where our team members feel supported and fulfilled. Keeping that purpose at the center of our work is what continues to shape and strengthen our culture.”

Joining the Hayden Homes team means embracing a shared commitment to Give As You Go, which helps shape and strengthen company

culture. Team members are encouraged to use 16 hours of paid volunteer time each year to support causes that matter most to them, whether that’s assisting at local food banks, building bikes for foster children, or collecting school supplies donations for local families. This commitment reflects a broader focus on recognizing community needs and taking meaningful proactive steps that create lasting change and meaningful connections.

According to Great Place To Work research, job seekers are 4.5 times more likely to find a great boss at a Certified great workplace. Additionally, employees at Certified workplaces are 93% more likely to look forward to coming to work, and are twice as likely to be paid fairly, earn a fair share of the company’s profits and have a fair chance at promotion.

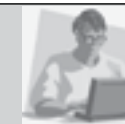
hayden-homes.com

Central Oregon Business Calendar

Email Your Upcoming Business Events to CBN@CascadeBusNews.com

Event Details at CascadeBusNews.com/Business-Events

BUSINESS EVENTS



April 15

4:30pm Madras - Jefferson County Chamber Ribbon Cutting at Revivo Med Spa.

April 15

5pm-7pm Connect W Dinner Meeting at High Desert Music Hall, Redmond.

April 15

6pm City of Bend Virtual and In-Person City Council Business Meeting at Bend City Hall Council Chambers.

April 16

8-9am Madras - Jefferson County Chamber Coffee Cuppers at Neighbor-Impact, Madras.

April 16

8-9:30am City Club of Central Oregon 2026 State Legislative Session Review at COCC Wille Hall, Coats Campus Center, Bend.

April 16

4pm Madras - Jefferson County Chamber Grand Opening and Ribbon Cutting at Willow Heights.

April 17

4:30pm Madras - Jefferson County Chamber Grand Opening and Ribbon Cutting at MountainStar.

April 20

6pm Deschutes River Conservancy Virtual and In-Person Raise the Deschutes Seminar Series, Who Uses the Water in Central Oregon? Cities, Farms, Rivers, and How It’s Distributed, at Worthy Brewing.

April 22

3:30-5pm EDCO Prineville Spring Member Mixer at Wild Rooster, Prineville.

Building Permits

DESCHUTES COUNTY 3.31.26 & 4.7.26

\$360,000.00	- Commercial (New) 2,784 sf. at 60252 Woodside Rd. Bend 97702 OR Owner: Roats Water System, Inc. 61147 Hamilton Ln. Bend, OR 97702 Builder: Bend Concrete Service Co. 541-382-3886 Permit # 247-26-000162
\$50,000.00	- Commercial (Alteration) at 16725 Northridge Dr. La Pine 97739 OR Owner: T-Mobile 16725 Northridge Dr. La Pine, OR 97739 Builder: Mastec Network Solutions, LLC 866-545-1782 Permit # 247-25-006628
\$1,123,741.00	- Commercial (New) 2,925 sf. at 62895 Hamby Rd. Bend 97701 OR Owner: J Bar J Youth Services, Inc. 62895 Hamby Rd. Bend, OR 97701 Builder: Elite Electric, LLC 541-788-4868 Permit # 247-25-001011
\$125,000.00	- Commercial (Alteration) at 60316 Arnold Market Rd. Bend 97702 OR Owner: T-Mobile 60316 Arnold Market Rd. Bend, OR 97702 Permit # 247-26-000107

CITY OF BEND 3.31.26 & 4.7.26

\$21,094,400.00	- Commercial (Alteration) 301,398 sf. at 2500 NE Neff Rd. Bend 97701 OR Owner: Multiple Builder: Pence Contractors, LLC 503-252-3802 Permit # PRRE202502714
\$74,756.00	- Commercial (Alteration) 2,900 sf. at 921 SE Armour Rd. Bend 97702 OR Owner: Bunger Properties II, LLC Builder: Wize Solutions, LLC 801-906-0303 Permit # PRRE202502847
\$100,000.00	- Commercial (New) 1,012 sf. at 60 NE Bend River Mall Ave. Bend 97703 OR Builder: DTL Builders, Inc. 801-285-5665 Permit # PRRE202406692

CITY OF REDMOND 3.31.26

\$100,000.00	- Commercial (Tenant Improvement) 1,415 sf. at 740 NW Maple Ave. Redmond 97756 OR Owner: Rosere, LLC 1438 NW 9th St. Redmond, OR 97756 Builder: Swope Solutions, LLC 541-647-3933 Permit # 711-25-002400
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RECENT TRANSACTIONS

Continued from Page 3

Park JV, LLC) and **Tom Tapia, CCIM, and Principal Broker**, represented the Sellers, Maynard Alves Land & Livestock, Redmond, LLC., with the sale of the M-2 industrial park located on Antler Avenue, east of Highway 97.

Compass Commercial Real Estate Services brokers **Jay Lyons, SIOR, CCIM, and Grant Schultz, SIOR, CCIM**, represented the landlord, Vision Plaza LLC, in leasing a Bend office suite. The 4,816 SF suite is located at 404 SW Columbia Street.

Compass Commercial Real Estate Services brokers **Luke Ross, Terry O’Neil, Ron Ross, Dan Kemp, CCIM, and Emilio Tiscareno** represented the seller, 1597 NW Portland Avenue, LLC, in the sale of a 4-unit multifamily property in Bend. Located at 1597 NW Portland Avenue, the property sold for \$930,000.

Compass Commercial Real Estate Services brokers **Dan Kemp, CCIM, Peter May, CCIM, and Emilio Tiscareno** represented the seller, Robin Miller, in the sale of a 1,204 SF commercial building at 721 SW 10th Street in Redmond. It sold for \$510,000.

Compass Commercial Real Estate Services brokers **Jay Lyons, SIOR, CCIM,**

Bruce Churchill, and Grant Schultz, SIOR, CCIM, represented the landlord, Taylor Development, LLC, in leasing a 1,710 SF Bend medical suite at 2783 NW Lolo Drive. **Lyons** also represented the tenant, Low Five Productions, LLC.

Brokers **Graham Dent, SIOR, and Luke Ross, with Compass Commercial Real Estate Services**, represented both the landlord and the tenant in leasing three industrial units at 63025 O.B. Riley Road in Bend, totaling 4,050 SF. The landlord was Sawyer Park, LLC, and the tenant was Deep Green Irrigation.

Compass Commercial Real Estate Services brokers **Jay Lyons, SIOR, CCIM, and Grant Schultz, SIOR, CCIM**, represented the landlord, Twenty Keys, LLC, in leasing a 674 SF retail suite at Discovery Corner in Bend.

Brokers **Kristie Schmitt, CCIM, and Graham Dent, SIOR, with Compass Commercial Real Estate Services** represented the landlord, DAHVEEDOE2K, LLC, in leasing two industrial spaces, totaling 2,000 SF. The industrial units are located at 61450 American Lane in Bend.

Submit your Recent Transactions to Jeff@CascadeBusNews.com to be seen in the next edition of *Cascade Business News*

Town & Country

Xmplr Open House

Photos by Laurie Pittmon



Cameron Hunt, Jessica Sands



Carol Gregg, Emma James,
David Rosell and Chris Piper



David Rosell Tony DeBone



David and Mary Dietrich



Devina O'Brien, Kia Sullivan



Jim Bailey, Kate Bailey
Lisa Pollard and Breanna Billeter



Rosa and Ace Felder