



RENTAL OWNERS
ASSOCIATION OF
SOUTHWESTERN
OREGON

NEWS

September 2023

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13 Renovation and Rehab Strategies for Real Estate Investors

By: Luke Babich | Aug 23, 2023
www.rentecdirect.com



When it's time to rehab your new investment property or renovate an existing one, not every change or addition is created equal. While it's possible to give an old property new life with a few updates, sometimes you'll need a more extensive overhaul to get it ready to rent. Here are 13 renovation and rehab strategies to get you started.

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Webinars

Trial Prep

Presented By: Tia Politi

Sept 5th from 4 - 6pm

The Dark Side of Property Mngmt

Presented By: Christian Bryant

Sept 12th from 4 - 7pm

- Members: \$20ea
- w/ 2 CE Credits: \$50ea
- * Register online at www.roa-swo.com/events

Make a Contribution TODAY!

Oregon Rental Housing
KEY PAC



**RENTAL OWNERS
ASSOCIATION OF
SOUTHWESTERN
OREGON**

Who is the ROA?

Rental Owners Association of Southwestern Oregon is an organization that's been around for over 30 years and consists of landlords who care about practical, legal and profitable land lording practices. Through the association, they share problems, solutions, and ideas with other landlords and find information that comes from similar organizations in Oregon and around the country.



Our Association is currently comprised of over 200 landlords!

Advertise Your Business in the ROA Newsletter!

The monthly newsletter reaches over 200 landlords who need your products/services to manage their rentals.

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- Appliance Repair
- and much more...

Contact us at:

PO Box 1712
Coos Bay, OR 97420

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Book your spot today! Space is limited.

Half Page Ad

7.5" W x 4.5" H = \$60

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Full Page Ad

7.5" W x 10" H = \$100

(example not shown)

Business Card Ad

3.5" W x 2" H = \$20

Understanding Familial Status and Its Protection Under the Fair Housing Act

By: The Fair Housing Institute | Aug 15, 2023

www.rentalhousingjournal.com



Familial status is a critical protected category under the Fair Housing Act, established to ensure equal housing opportunities for families with children and pregnant women.

This article delves into the history behind its inclusion, the exceptions where it may not apply, and the most common “accidental” violations property owners and staff should be aware of to maintain compliance with fair housing laws.

The Inclusion of Familial Status as a Protected Category

In 1988, during a period of high-interest rates, many young families were unable to afford homeownership, leading them to turn to the rental market.

Unfortunately, landlords at that time frequently refused to rent to families with children, going so far as to run ads explicitly stating “no children” or rejecting applications from families with kids.

Recognizing this discriminatory practice, the Fair Housing Act was amended to include familial status as a

protected category. Familial status protection extended to families with individuals under the age of 18, including biological, foster, or adopted children, as well as pregnant women.

Exceptions to Familial Status Protection

The Housing for Older Persons Act (HOPA) introduced a specific exception to familial status protection to accommodate retirement housing.

However, this exception does not apply to deeply subsidized housing or properties under the purview of the U.S. Department of Housing and Urban Development (HUD). To qualify for the HOPA exemption, a property must meet one of the following criteria:

- All residents must be 62 years or older.
- At least 80% of the property’s units have a head of household or at least one individual aged 55 or older. The remaining 20% can have younger occupants but no children.

Additionally, the property must advertise itself as a retirement community, with community rules and policies clearly stated in the lease agreement. HUD properties designated as “elderly properties” cannot refuse occupancy to children if the household otherwise qualifies, as they are federally funded and subject to fair housing laws.

Common “Accidental” Familial Status Violations

Familial status violations represent 25% of all fair housing complaints, partly due to the complex interpretation of the law. Property owners and staff must be aware of potential discriminatory practices to avoid unintentional violations.

Three common accidental violations include:

Safety Issues: Implementing rules that discriminate against children, such as restricting pool access based on age, can lead to violations. Instead, property rules should focus on safety and competency, such as requiring swimmers to know how to swim.

Occupancy Limits: Adhering to the two-person per bedroom occupancy standard is a common practice, but other factors, such as room types and sizes, should be considered. Compliance with building and fire codes is also crucial.

Steering: While property managers may believe they are acting in the best interest of prospects, statements that imply that there aren’t a lot of children living here or perhaps another building closer to a park would be better can be viewed as discriminatory. It is best to let prospects ask questions and carefully document responses during tours.

Understanding familial status and its protection under the Fair Housing Act is crucial for property owners and staff. Regular and up-to-date training is essential to navigate the complexities of familial status regulations and maintain ongoing compliance with fair housing laws.

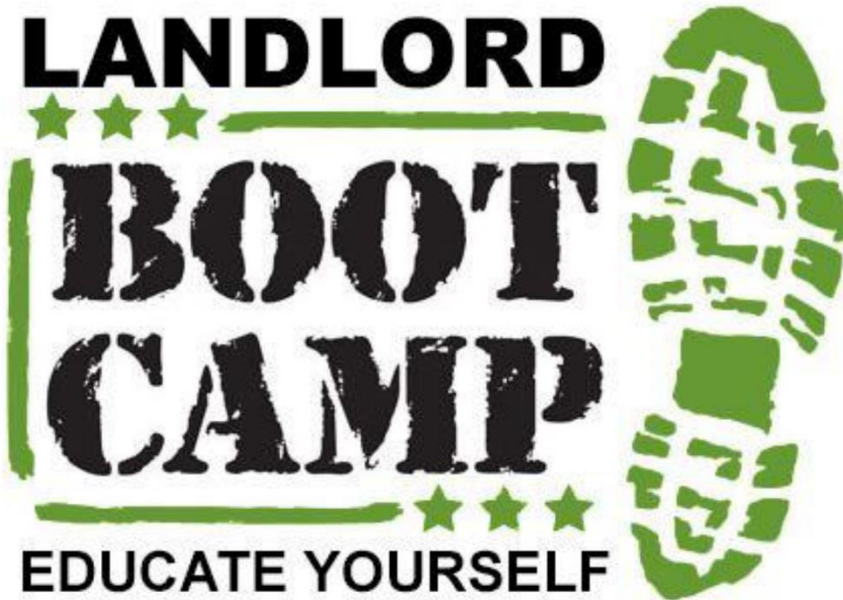
NEW MEMBERSHIP ★★★★★ RATES

To keep up with rising costs, our state sponsor, the Oregon Rental Housing Association, has increased their local association dues as of July 1st. We have had to adjust in kind. As a courtesy to our members, our new rates are effective on September 1st. The new membership rates will be as follows:

Level 1: 1-6 units	\$120
Level 2: 7-24 units	\$138
Level 3: 25-59 units	\$163
Level 4: 60-99 units	\$195
Level 5: 100-249 units	\$233
Level 6: 250-499 units	\$277
Level 7: 500+ units	\$328



We appreciate your continued support and value your membership to our association!



SEPT 23, 2023 LANDLORD BOOTCAMP

This is a FAST-PACED, one-day seminar!

Remember, “Landlording” is a business! Educate yourself on how to better manage your business and to avoid costly mistakes. This class covers issues a landlord should know from screening and move-in, through move-out and deposit reconciliation. We’ll also update you on the recent Law Changes!

Real Estate Licensees...Your license allows you to perform property management services, but do you, your staff and your investor clients really know landlord-tenant law? Get your boots on and sign up now. Space is limited.

Register online at www.roa-swo.com/events! SIGN UP TODAY!



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YOURSELF OUT OF
TROUBLE!!!**

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1800 Sherman Ave
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Saturday Sept 23, 2023
8:00am – 4:30pm
*Lunch provided.

Members : \$160/person
Non-Members: \$210/person

Questions? (541) 756-0347 x8212



Form of the Month

SMOKE/VAPE-FREE AGREEMENT

M7

Tenant(s): _____
 Tenant(s): _____ et al (and all others)
 Address: _____ Unit: _____
 City: _____ OREGON Zip: _____

1) Purpose of this Agreement: Both parties benefit from a Smoke/Vape-free environment. The Owner/Agent expects lower maintenance and cleaning costs and a reduced likelihood of fire. The Tenant(s) expects to be exposed to less smoke or vapor, including secondhand smoke or vapor.

2) Definitions: "Smoking/Vaping" means inhaling, exhaling, breathing, carrying, or disposing of any lighted cigar, cigarette, or other tobacco product or similar substance, including marijuana.

3) Agreement: Tenant(s) agrees to prohibit Smoking/Vaping in the Tenant's Dwelling Unit or, except as provided in Section 9 below, anywhere on the premises. Except as provided in Section 9 below, Owner/Agent agrees to prohibit Smoking/Vaping in the common areas, including the grounds. Tenant(s) further agree(s) to properly dispose of Smoking/Vaping waste in a safe and reasonable manner.

4) Tenant's Duties: Tenant(s) will inform Household Members and Visitors of this No Smoking/Vaping Policy. Tenant(s) will enforce this policy in the Tenant's residence and on Household Members and Visitors elsewhere on the premises. Tenant(s) will report to Owner/Agent in writing any incident of smoke or vapor migrating into Tenant's residence or any observed violation of the No Smoking/Vaping Policy.

5) Owner/Agent's Duties: Owner/Agent may post No Smoking/Vaping signs around the premises so that Tenants, Guests, and Visitors will be warned that smoking is prohibited on the premises.

6) No Warranty: Owner/Agent does not warrant the premises will be free of smoke/vapor or second-hand smoke/vapor. Owner/Agent does not warrant that air quality in the Dwelling Unit will be higher than in any other Rental Property. Owner/Agent is not a guarantor of Tenant's health.

7) Material Breach: A violation of this Agreement by the Tenant(s) is a Material Violation of the Rental Agreement and constitutes cause for termination under **ORS 90.392**.

8) Noncompliance Fees: Owner/Agent may charge a Noncompliance Fee of \$250 for subsequent violations of this Agreement that occur 24 hours after the issuance of a Written Warning Notice as allowed by **ORS 90.302**, for smoking or vaping in a clearly designated Non-Smoking/Vaping Unit or area of the premises.

9) Areas Where Smoking/Vaping is Allowed: _____

_____ Tenant	_____ Date
_____ Tenant	_____ Date
_____ Tenant	_____ Date
_____ Owner/Agent	_____ Date

_____ Tenant	_____ Date
_____ Tenant	_____ Date
_____ Tenant	_____ Date
_____ Owner/Agent	_____ Date



M7—Smoke/Vape-Free Agreement



What this form is for:

If you prohibit or restrict smoking at your property, this is the Agreement where the Tenants agree to those rules.

When this form is used:

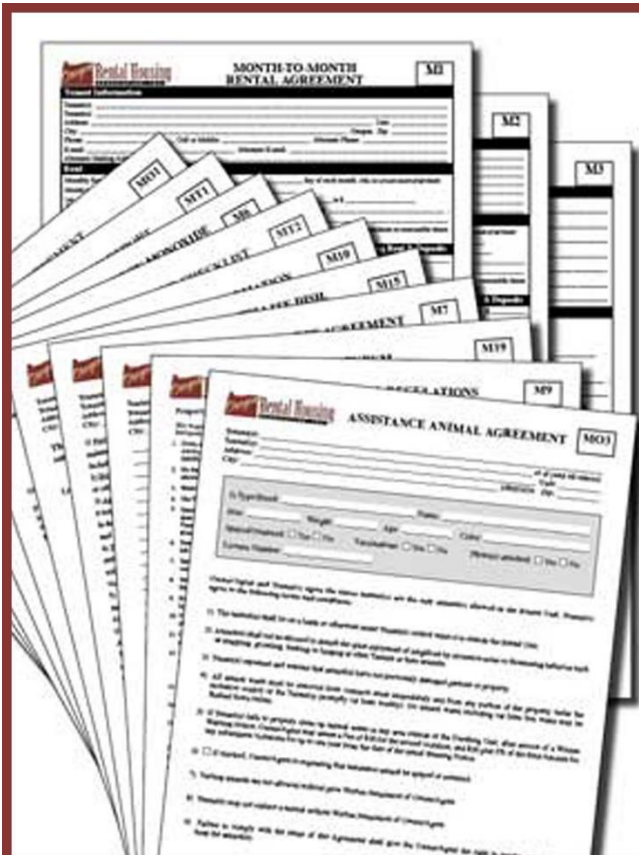
Use this form as part of the package at move-in time if you have a smoke/vape-free property. It can also be used if you would like to convert your property to smoke/vape-free. It requires a rule change, which in this case can only be done with the Tenant's acceptance.

How the form is filled in:

1. Fill in the Tenant(s) name(s) and the Property Address.
2. If you have a Designated Smoking Area, describe that here. Otherwise write *"Nowhere on the property."*
3. Tenant(s) sign and date.
4. Owner/Agent(s) sign and date.

Older editions:

- The most recent edition is "Rev. 12/21"
- Do not use older editions



NEW Tenant Move-In Package

Are you spending too much time filling in the same information over and over again on all those forms when renting to a new Tenant? Now you can save valuable time using our New Tenant Move-in Package assistant.

Instead of repeatedly typing, writing, or copying and pasting new tenant information into each required form, use the New Tenant Move-in Package assistant to automatically fill-in forms in your package.

Try it online today!
store.oregonrentalhousing.com

13 Renovation and Rehab Strategies for Real Estate Investors

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SEVEN AFFORDABLE RENOVATIONS FOR REAL ESTATE INVESTORS

If money is tight, but your property desperately needs a refresh, here are seven strategies for a quick facelift.

1. Start with paint: It's shocking to see how much a simple coat of paint will change the look of a property. Focus on neutral colors, and don't forget to touch up the trim.
2. Replace the front door: The front door is a potential tenant's first impression of your property. If it's rotting, peeling, or otherwise damaged, it's time to update your entrance.
3. Add some tile: If your home's front door opens directly into a living room or a kitchen, a quick way to create an entry without adding a wall is to use tile. Tiling the front entry and adding a hook for coats and keys defines the space and feels more welcoming.
4. Swap out switch plates and door handles: Switch plates and door handles are high-touch surfaces in any property. They can show signs of wear and tear that make your investment look tired and dated. Replacing them updates the property and gives it a fresh look.
5. Hang a shower curtain: Add a nice shower curtain with a curved rod for both single-family homes and apartment rentals. This is a simple touch that can take a shower from basic to spacious. There's a reason why high-end hotels use this trick!
6. Paint kitchen cabinets and update hardware: Painting the kitchen cabinets and updating kitchen hardware are simple renovations that can add value to your investment property. Designs change, and you don't want your cabinets to date your investment. Plus, kitchen cabinets take a beating, and little chips and stains make the room look tired. Add a fresh coat of paint and new, modern door handles and drawer pulls to brighten the room on a

budget. This is the change to make if you want to save money while making a big impact.

7. Focus on the home's exterior: Renovation and rehab strategies for real estate investors aren't just for a home's interior. It does not matter how glorious the inside is if the outside features overgrown bushes, peeling paint, dilapidated shutters, and a mailbox with a door hanging off the hinges.

Stand at the curb and evaluate what changes would make the property shine. Add a fresh coat of paint to the siding and the shutters, invest in landscaping, and hang a new mailbox.

HIGH-INVESTMENT RENOVATION IDEAS FOR REAL ESTATE INVESTORS

Some properties may require more extensive rehabilitation before you sell or rent them to tenants. Here are six more extensive renovation and rehab strategies to consider to get the most out of your investment.

REMODEL THE KITCHEN

Remodeling the kitchen offers one of the best ROIs when it comes to major renovations. This is sometimes as simple as swapping out builder-grade appliances for stainless steel, but it might entail more significant projects, including:

- Moving water lines to accommodate a new layout
- Adding a gas line for a stove
- Building up or tearing down walls and partitions
- Custom-building an island

A total kitchen remodel is not always optional. Some investment properties bought as foreclosures or with the intention to flip must be completely updated to meet code and safety standards.

Depending on the price your real estate agent negotiates, a required kitchen remodel is not necessarily a deal breaker. But it bears consideration before you sign on the dotted line.



IMPROVE THE BATHROOMS

Once you set a budget for a rehab or major renovation, you can decide if it's time to tackle renovating one (or all) of your property's bathrooms. The ROI for a bathroom renovation averages about 70%, but it depends on the extent of the remodel and the quality of the finishes

At a minimum:

- Replace the tub, sink, and toilet
- Consider adding modern touches, such as a frameless glass shower enclosure
- Add double sinks in a new vanity
- Upgrade shower and bath fixtures

EXPAND THE OUTDOOR SPACE

Outdoor living is booming, and many real estate investors are opting to renovate existing outdoor spaces to make them more hospitable. It's common to add a deck or patio, but also consider:

- An outdoor kitchen
- A wet bar
- A garden area
- A space for outdoor games or a play area

Another option is adding a small garage or even a mother-in-law suite. Check to ensure this type of accessory dwelling unit is permitted before undertaking this major addition.

CHOOSE DIFFERENT FLOORING

Real hardwood floors come with an inner glow and quality that reflects the beauty of the wood from which they are milled. However, real hardwood flooring is typically more expensive, harder to install, and more complicated to refinish than other equally beautiful

choices. This is another situation where aesthetics should not outweigh usefulness.

Consider other types of flooring, such as engineered hardwood floors or bamboo, to get a better deal on a beautiful floor. If you plan on renting your investment property to families, vinyl flooring is another option. It's durable, waterproof, and more affordable than most types of flooring.

KNOCK DOWN A WALL

Open-concept living was tested by fire during the COVID-19 pandemic, when families were forced to work and school at home. And even though some people are looking for more private rooms, open-concept living is attractive and still in demand.

Knocking down a wall needn't be drastic. It might be as simple as opening the galley kitchen to a living or dining area, or combining two small bedrooms to create a spacious master.

REFINISH THE BASEMENT

If your investment property is lucky enough to have one, a basement is often an untapped resource — more than just a place to store seasonal decorations and childhood mementos.

A total basement renovation should start with waterproofing and heating and cooling, but the sky's the limit after that. Want to install a wet bar and a large-screen TV for movies? Or would you prefer to keep it more family-oriented, with space for comfy couches and tables for game night? Real estate comps in your area can help you decide what extras will generate the most ROI.



Need help? Call the Helpline!

FREE to all ROA members of the Southwestern Oregon Chapter.



Welcome New and Returning ROA Members!

Jeffrey Dobson, John Fedrau, Hugo Firsching, Mary Polk, Karl & Karen Jernstedt, and the Housing Authority of Douglas County

Your ROA Board of Directors

President: Cindy Colter
coltercindy@gmail.com (541) 404-8609

Vice President: Regina Gabbard
regina@eledwardsrealty.com (541) 756-0347

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Position #4: Danielle Eastwood-Swanner
danielleswanner94@gmail.com

Position #5: Michelle Cantrell
michelle@orbpm.com (541) 808-9040

Position #6: Vacant

Ever wonder what goes on at ROA Board meetings? Have any suggestions to share? Interested in joining the board? Bring your thoughts and/or ideas. Or just listen in and see what we're all about.

The ROA Board of Directors meets every month. Meetings are always open to members. Contact us for more information.



roa-swo.com

Contact us at:

PO Box 1712
Coos Bay OR 97420

info@roa-swo.com
(541) 756-0347

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In Case You Missed It: Annual Summer Picnic

Aug 17th, 2023

The Annual Summer Picnic took place on Thursday, August 17th at Ferry Road Park in North Bend. As always, it was nice to see familiar faces, meet a few new members and fellowship one-on-one. Fortunately, the weather was very cooperative and all in attendance enjoyed themselves. Plus, there was a great assortment of food and prizes! Thank you to all those who came! We look forward to seeing you again next year!



Code of Ethics

Excerpt from the Bylaws of the Rental Owners Association of Southwestern Oregon

The objectives of this Association shall be:

- A. To unite, for their mutual good, rental housing owners, managers and/or their agents in the Southwestern Oregon area.
- B. To strive to maintain those standards of the residential rental industry which are of a high ethical and up-to-date business level.
- C. To stimulate cooperation among rental owners to the end that the best possible service will be rendered to the owners and renters.
- D. To provide appropriate information and educational opportunities on state/federal laws, rules/regulations, policies/procedures and rental housing management.
- E. To cooperate with other organizations having similar goals.

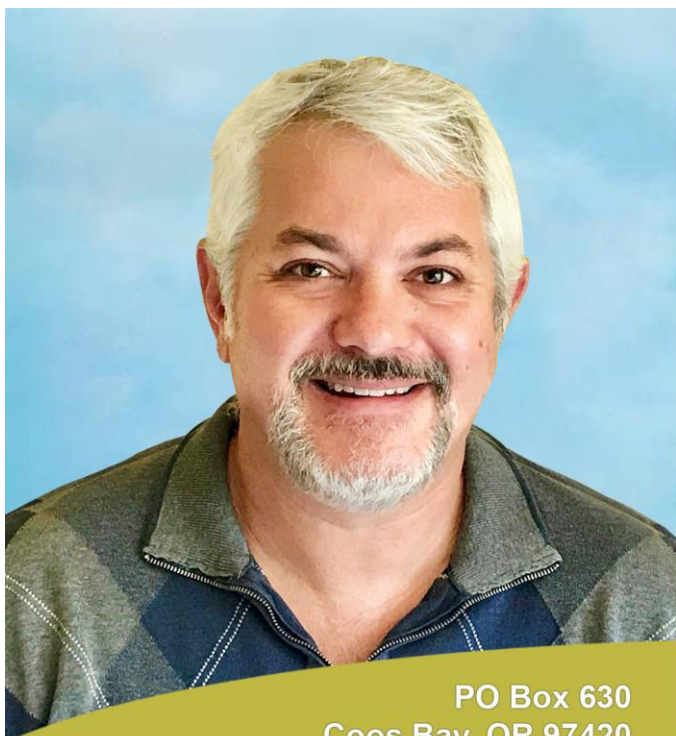




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Patrick M. Terry Attorney at Law

**Representing Landlords on the
Southern Oregon Coast since 2002**

As a landlord of 11 rental units, Patrick understands the needs of his clients and is eager to help.

He specializes in:

- Landlord/Tenant Law
- Real Estate
- Collections
- Estate Planning
- Business
- Probate

*Free 1-hr consultation only covers landlord/tenant matters. All other matters are subject to hourly charge. Inquire for details.



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Current members receive a FREE
1-hour consultation annually, plus
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