



90 DAY NOTICE !

CCROA

March 2010

PRESIDENT'S CORNER

I hope you are experiencing a great 2010 thus far. To keep you abreast of the recent legislative changes affecting Oregon landlords, the CCROA will be hosting a Landlord Tenant Law Seminar with J. Norton Cabell as the Speaker on Saturday, February 27 at the Bob Chisholm Community Center in Seaside from 9:30am - 1:30pm. The Seminar is a 4-hour overview of landlord tenant law, with an emphasis on what was recently changed by the legislature which consists of four items:

- Restricting fees a landlord may charge
- Requiring no-cause notices after the first year of tenancy to be at least 60 days
- Providing a mechanism for a landlord to deal with property when a tenant who lives alone dies, and
- Allowing an arrangement whereby a landlord can allow a guest to stay for a while without acquiring tenant rights

This is an excellent opportunity to become informed and to ask questions. I look forward to seeing you there and I will continue to work on lining up other speakers who will provide a wealth of information to you in managing your rentals.

Sincerely,

Zita Nyitrai,
Madame President

**Next Meeting
MARCH 1st
6:00 PM
ASTORIA**

**The next regular meeting of CCROA will be held on March 1, 2010 at 6:00 pm at Baked Alaska, #1 12th Street, Astoria. Come and discuss those issues important to you. Please phone your dinner reservations to Zita so that we can have an accurate headcount on those attending.
RSVP at (503) 325-3697**

The "90 Day Notice!" is the Newsletter of the Clatsop County Rental Owners Association and is published quarterly.

Editor: Joanne Seavert
hilltop@ccaservices.org

REMINDER

Your 2010 CCROA membership fees are due. If you are planning to continue with your membership, please call Nancy Boozer, Treasurer or mail your dues to CCROA. We hope that all of you will remain members and we really encourage past members to return or new landlords to join us and be a part of making this a successful organization.

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7 Tips Before Turning Over the Keys to the Next Resident

- 1). Take lots of pictures of your property with a digital camera. Pictures are free unless you print them. Only print the ones you actually use or need.
- 2) Verify everything, no matter how nice they seem.
- 3). Don't ever allow a tenant to move in before the unit has been cleaned – even if the new tenant offers to clean it.
- 4). Never leave utilities in your name unless you have to.
- 5). On lease signing day, give your tenants 12 months worth of stamped and addressed envelopes for rent payment. All my tenants say how helpful this was for them—just like a mortgage company (except mine have a stamp).
- 6). In case residents lose your self-addressed envelopes, slap an address label on the inside of a wall mounted kitchen cabinet. The address being where you want your rent mailed to. Usually best in the cabinet closest to the Land line phone plug.
- 7). Tape the paint chip, complete with paint name and barcode, on the inside of the light switch cover – now when you need to order more paint that's a specialty color, you can remember what it is!

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MR. LANDLORD*

MEETING MINUTES

December 7, 2009

The fourth quarterly meeting of the CCROA met at McKeown's Restaurant for our meeting and dinner. The meeting was conducted by our president Carla Sowins.

The minutes of the last meeting were approved.

The treasurer's report was as follows:

Checking account	\$1,374.26
Savings account	\$1,916.84
Certificate	\$2779.18

Carla brought hand outs on "Companion pets and Medical pets".

John Johnson from NOHA was our guest speaker. He told us of the funds that were taken away in May and restored, after much paperwork.

John told us of the occupancy standards and that they work in association with the Community Action team that conducts a "Ready to Rent Program" that teaches persons how to be good renters.

Carla announced that we have a new forms price list that will be effective in January 2010. There will be an increased price for non-members.

The election of officers was held and the officers for the new term are:

President:	Zita Nyitrai
Vice President:	Becky Buck
Secretary/Newsletter:	Joanne Seavert
Treasurer:	Nancy Boozer

It was later learned that Joanne was only available to do the Newsletter, so we hope that someone else is willing to take on the Secretarial duties.

It was discussed about "forms" being in Spanish.

Lorrie Dawley sent out approximately 100 surveys asking members and former members to answer some questions as to what they expect of the CCROA and ways to make it better. At this point 19 have responded, 8 were returned with a wrong address.

January 1, 2010, the Smoking Policy is in effect and tenants will need to be given the policy in writing.

There was a group discussion of different things that come up for landlords.

Zita, our newly elected president, presented some ideas that she has for the group.

Nancy Boozer
Acting Secretary

Landlord Liability

By Robert Cain

When Landlords Are Liable (*and when they aren't*)

The courts' "reasoning" sometimes defies belief. All too often landlords are found liable for crimes that occur and hazards that exist on their properties. Now we have to assume that courts will rule on the side of the tenant or another injured party, given any possible rationalization to do so. Lawyers also sue the party most likely to be able to pay them. That often means the landlord.

Just as often, though, is that landlords have some liability. One pattern is etched in every lawyer's and judge's mind. You are liable when you know or should have known about a dangerous situation and do nothing or too little about it.

Here are the patterns you will want to etch in your mind to protect you against faulty reasoning by courts and judges. It begins with a consciousness of what is most important.

If a tenant calls you about any situation that might remotely be considered dangerous, fix it immediately. The most terrifying call is the one where he says, " I don't think this is very serious, but ..." Don't finish your dinner, postpone the flight to Hawaii on your cell phone as you drive, and push the speed limit on your way to the property to see to it. If a tenant says something is "not serious", chances are excellent that the building will collapse with the next strong wind.

Even without tenant warnings, when you do quarterly property inspections, here are things you will want to see to immediately:

- Loose handrails
- Broken steps
- Locks to outside doors that don't work
- Insecure outside doors
- Insecure windows that can be reached from the ground
- Loose things overhead that could fall at any moment

- Loose electrical wires that spark, smoke and blow fuses or circuit breakers
- Other fire hazards

Those are situations where if you knew about a problem and did not correct it, you can count on paying big bucks to lawyers and to the winner of the lawsuit in a judgement. The cost will skyrocket if one of these situations turns damaging or deadly. Just as important, be sure it gets done right. Doing a poor job is worse than none at all.

If someone should logically expect that a repair or replacement has been done properly, it had better be. When you repair loose steps, people expect that they should be able to use them without extraordinary care. If you put what look to be secure locks in an outside door, people expect that they will work reasonably well to keep an intruder from simply picking the lock.

In fact, you undertake a greater responsibility once you repair a potential problem than if you had done absolutely nothing. In the case of your doing nothing, the people will instinctively take more care. They will be careful going up stairs and block outside doors to their units. Fool them into thinking they are safe when they are not and you will pay.

Pay attention to things right in front of you. Wiggle, twist, test, stomp and push on any and everything that shouldn't wiggle, twist, fail a test, creak when stomped on or give when pushed. Repair or get repaired all of them that do. Take the opportunity of defying reason out of the hands of judges and courts and at the same time protect your properties and your tenants.

Robert Cain is a nationally-recognized speaker and writer on property management and real estate issues. For a free sample copy of the Rental Property Reporter, call 800-654-5456 or visit the website www.rentalprop.com

TIPS ON MANAGEMENT**17 BEST WORDS OF ADVICE FOR NEW LANDLORDS
(shared by rental owners with up to 50 years of landlording experience)**

1. Treat landlording as a business and develop a system and set of written procedures for all steps in your rental process.
2. Get a good state-specific lease and be sure your lease is clear regarding all expectations you have for your residents' responsibilities. (Many leases make too many assumptions of what is to be expected).
- 3 Believe in yourself, but do not believe anything put on the rental application. Verify it all.
4. Thoroughly screen your applicants. Along with running credit checks, be sure to check eviction records and possible criminal background on all applicants.
5. Get the cooperation of your residents and start advertising and showing rentals BEFORE the lease is up.
6. Fill vacancies faster by reaching out and serving a "niche" target market.
7. Keep your relationship between you and your residents in a business-like manner and treat all residents with respect.
8. Conduct regular inspections of your properties.
9. Enforce your rules consistently and immediately.
10. Keep good records and document everything.
11. Utilize both craigslist.com and postlets.com to advertise your rentals. Both are free services.
12. Look for ways to reward your long-term residents even if in only small ways.
13. Join and participate in your local landlord association and visit MrLandlord.com to get continued support, education and encouragement from other landlords. Also seek out one or two mentors.
14. Become extremely familiar with the state landlord tenant laws where your own rental property.
15. Learn as much as you can about your local rental market and what other landlords and managers are charging, offering and doing.
16. Always look to expand your business network with other landlords, contractors, suppliers, professionals and community contacts. Network with individuals who are growing, progressive and honest.
17. Seek further training and education. Read landlording books like Landlording and the Landlord's Kit and go on a landlord cruise conference.
17. Don't give up! Don't let the small percentage of rental challenges take your focus off your big goals. Landlording is not a get rich quick scheme, but can generate long-term wealth when done correctly.

These ideas, words of advice and tips were shared by rental owners who attended our recent MrLandlord.com Cruise Conference. To receive a free sample of the Mr. Landlord newsletter, call 1-800-950-2250 or visit their informative website at MrLandlord.com, where you can ask landlording questions and seek the advice of other rental owners 24 hours a day.

BUYERS CLUB

Advanced Carpet Care. Paul Dalton, 440-2532, 25% CCROA discount.

Affordable Carpet Cleaning Service. Jay Paul. 738-8143.

AirTech Heating & Cooling. 10% discount.

Around the House Home Maintenance. Albert Oretaga 503-738-3363.

Associated Credit Systems. Scott Davis. Tenant screening. 1-800-460-3117.

Builders Supply. Gearhart and Astoria. Contractor rates on certain products. Not lumber/plywood or Pratt & Lambert paints.

Chem-Dry North Coast. Carpet cleaning; special rates. 738-0773.

Coastal Lock-N-Key. Michael Long. 503-440-8245.

Coast Hardware. Hardware supplies in Seaside. 738-5491

Coastal Repair & Maintenance. Handrails; flagpole sales & service. Ask for Ron Dean. 717-8223.

Distinctive Carpets. Carpet cleaning. Jim Rogers. 738-3007.

DK Window Works. New windows; special rates. 861-0729

Edmondson's Drapery. 1-503-650-0406.

George Morlan Plumbing. (Howard) discounts up to 40%. 861-3600

Hillcrest Inn: Seaside. (Jay Lieberman) Member rates. 1-800-270-7659.

Home Depot Supply: 1-800-431-3000 for catalog. Fill out credit app to set up acct for 3rd tier pricing. Report member of CCROA.

Morris Floor Covering. Commercial rates. 738-8621.

National Tenant Network Oregon@ntnnet.com . 888-989-1686. Discount for CCROA member; resident screening

Nu-Way Carpet. Hot water extraction method. 10% discount for CCROA members. Ask for Bert. 338-5592.

Pacific Paint. Contractor rates. 738-3655.

Pro-Fresh Carpet Care. Commercial rates. 738-0815.

Sears Commercial Appliances. 1-800-359-2000 for orders. Press 3 Est. 1430 For Randy Nehl.

Sherwin Williams: Contractor rates 738-6751. *easy order time on entry level vinyl vertical blinds at great prices.

Watertight Roofing. (Roger or Darlene). Special rates, free estimates. 861-7234.

Winters Plumbing. 738-3583. Special CCROA rates, Free estimate.

Rental Forms Are Available

Sowins Real Estate & Property Management
380 Alt. Highway 101
Warrenton, Oregon
503-861-1717

**Your Membership
Doesn't cost—
It Pays!**

From the Editor

All articles in this newsletter are intended to inform the membership and are not intended to convey legal advice. Articles are the opinions of the writers and their opinions only.

The editor and the Clatsop County Rental Owners Association assume no responsibility for their accuracy.

Appropriate legal, accounting or other expert assistance should be sought from competent professionals.

**Do you know other
Landlords that you
think could benefit from
joining CCROA?**

If so, let us know!

**Be sure to check the FED
list through Clatsop
County before renting to
anyone.**

CLATSOP COUNTY RENTAL OWNERS ASSOCIATION

Officers

President— Zita Nyitrai
Vice President – Becky Buck, 738-3045
Secretary, acting – Nancy Boozer, 325-7029
Treasurer - Nancy Boozer, 325-7029
Newsletter Editor - Joanne Seavert, 325-1400

Committees:

Forms: - Sowins Real Estate: 861-1717
Buyers Club - Jay Lieberman 717-9229
Publicity: Need someone to get free
publicity for meetings and seminars.

Board of Directors

Harold Keith - 440-0855
Duane Jue - 325-4037
Dick Ridout: 738-8078
Becky Buck: 738-3045

**** ***NEXT MEETING*** ****

March 1, 2010
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Rental Owners
Association
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