

CCRA NEWS

Clark County Rental Association
CCRAWA.ORG

PROVIDING LANDLORD EDUCATION
AND ADVOCACY SINCE 1981

JAN. - FEB. 2017



Save the Date!

**LANDLORDING 101
SEMINAR SCHEDULED
FOR MAY 6TH**

see info in March issue

Jan. 31st Dinner Meeting

ESTABLISHING RENT RATES

guest speaker **DENNY MILLER**
Zenith Properties NW

**HOW 1031 EXCHANGES
WORK WITH RENTALS**

page 9

**DO YOU HAVE A
LANDLORD BUSINESS PLAN?**

page 12

**GETTING YOUR
TENANTS TO STAY**

page 21

Looking to sell or buy?
Need to diversify your portfolio?



RICKI ANAYA - Realtor™

Call Ricki at
(360) 947-8422



KELLY • RIGHT™
REAL ESTATE

Serving Southwest Washington and the Portland Metro • View listings at: www.HomesbyRicki.com

YOUR OLD STUFF LOOKS PRETTY GOOD TO US!

D O N A T E



VANCOUVER • PORTLAND METRO • BEAVERTON PXDRESTORE.ORG

Monday - Friday 9am - 7pm, Saturday 10am - 5pm » Gresham ReStore opening soon!



MEETING TOPIC

Tuesday, January 31st
ESTABLISHING RENT RATES

presented by **DENNY MILLER**
Co-Owner, **ZENITH PROPERTIES NW**

Tuesday, February 28th *(RSVP by Wed. 2/22)*
TENANT SCREENING

Speaker: **MOCO, Inc.**



RSVP REQUIRED

January 31st Meeting
RSVP by Friday, Jan.27th

February 28th Meeting
RSVP by Wednesday, Feb. 22nd

(for Feb. 28 meeting)



ON THE MENU

BUFFET DINNER
Chef's choice of 2 entrees,
vegetables, salad bar,
dessert, coffee or tea



LOCATION AND TIME

CLUB GREEN MEADOWS
7703 NE 72nd Ave. • Vancouver, WA 98662

Networking at 6:00pm
Dinner at 6:30pm

Due a change in food supplier to Club Green Meadows, the deadline for reservations has been moved up 2 days from Friday before the meeting to Wednesday at 5:00 PM

TO RSVP, CALL:
360-693-2272

Leave your reservation and a contact number on the CCRA voicemail.

Members will also be called from our automated phone reservation system.

MEETING PRICE
(members & non-members)

\$15 per guest
includes coffee & tea
(price includes gratuity)

\$25 per guest
when you add dinner for \$10 more
(price includes gratuity)

CASH OR CHECK ONLY
No children or pets please

Congratulations to:
VONNIE SHEADEL

Winner of the November drawing for a Free Dinner at this month's meeting.



5620 Gher Road, Suite H
Vancouver, WA 98662

360-693-2272

www.ccrawa.org

2017 OFFICERS

PRESIDENT

Lyn Ayers

360-693-0025

layers@wa-net.com

VICE PRESIDENT WROA DELEGATE

Blain Cowley

360-699-4900

camsonllc@aol.com

SECRETARY

Patty Silver

360-693-3600

silverbug5@aol.com

TREASURER

Cheryl Ayers

caayers@gmail.com

BOARD OF DIRECTORS

PAST PRESIDENT, WROA

Ken Opp

360-693-6260

rpms@rpmservice.net

DINNER COORDINATOR, THANKS & ACKNOWLEDGEMENTS

Patty Silver

360-608-2086

silverbug5@aol.com

EVENTS & ENTERTAINMENT, PAC DRAWING

Pat Schaefer

360-980-0389

pkbschaefer@gmail.com

SPEAKER CHAIRPERSON

Lora Janssen

360-256-2715

missloraj@gmail.com

MENTOR PROGRAM

Sue Denfeld

360-896-5885

mentor@ccrawa.org

BOARD MEMBERS AT-LARGE

Cheryl Cowley

360-699-4900

Janine Ayers

360-693-0025

NEWSLETTER

ADVERTISING / SPONSORSHIPS

Leinani Snider

360-719-1129

leinani@zenithpro.com

DESIGNER / EDITOR

Jeff Gough

Gough Creative

360-818-4424

editor@ccrawa.org

ASSOCIATES

MEMBERSHIP CHAIR

Roger Silver

360-693-2272

ACCOUNTING ADVISOR

Ron Oliver, CPA

360-574-0644

ron@vancouvercpa.com

LEGAL ADVISOR

Quinn Posner, Attorney

360-524-4767

quinn@posnerlawoffice.com



LIKE US

facebook.com/CCRAWA



FOLLOW US

[@ccrawashington](https://twitter.com/ccrawashington)

NOT RECEIVING CCRA DIGITAL COMMUNICATIONS?

Make sure your membership dues and email info are current.

Members can opt-in at: <http://ccrawa.org/email-opt-in-2/>

MEMBER STATISTICS

MEMBERS

212

ASSOCIATE MEMBERS

7

TOTAL UNITS REPRESENTED

7,693

WELCOME NEW MEMBERS

Pam Connel

Pam & Athena Michalios

Darrel & Nancy Preston

Judy Shamblin - SMB Industries LLC

Jonathan Woodruff

CCRA NEWS

January - February, 2017



9 TAX AND ACCOUNTING

How Does a 1031 Exchange Work With Rentals?

Defer taxes on your profits & more



12 BUSINESS PLAN

The Importance of a Business Plan

Creating a plan for success



21 BEST PRACTICES

Getting Your Tenants to Stay

Why they stay, and how to keep them

- 1 Member Meeting Information
- 2 CCRA Board and Statistics
- 4 President's Message
- 6 Board Meeting Minutes
- 7 Membership Dues are Due
- 7 Landlord Quick Tip
- 8 A Word from Rob Trickler - WROA
- 16 Myths About Section 8, Corrected: The Profitable Truth
- 19 Refacing Your Kitchen Cabinets: The Options & The Costs

23 Unlawful Detainers

24 Advertiser Index & Ad Rates

Membership Form

inside back cover



CCRAnews is designed and edited by GOUGH CREATIVE GROUP (360) 818-4424 • director@goughcreative.com

The opinions expressed in this newsletter are those of the authors and not necessarily those of the CCRA board of directors or newsletter editor. Please direct any questions, editorial submissions or suggestions, advertising rates & specifications, deadlines, etc., to the editor: editor@ccrawa.org. While the Clark County Rental Association accepts advertising at face value, it cannot endorse the advertiser or otherwise guarantee the quality of the products or services being advertised. Such guarantees, written or implied, are solely the responsibility of the advertiser. The CCRA is not responsible for typographical errors in the Unlawful Detainer listings. These names appear in the public records as defendants in actions filed in Clark County. The filing of an Unlawful Detainer Action means a landlord has filed suit to evict a tenant. The outcome of the suit may be favorable to either party. No inference should be made that because a suit is filed, a tenant is automatically in the wrong.

A new year has arrived

LYN AYERS CCRA PRESIDENT

A new year has arrived. With it we always hope it will be more rewarding than the last year. In 2016 we had difficulties with brand new property taxes, additional restrictions on how to screen applicants, and increased maintenance & repair costs.

So will 2017 be an improvement over last year? We will undoubtedly see more claims that landlords are overcharging and making too much profit at the expense of renters. We will surely see new or increased taxes. Applicant screening may become more restrictive. Maintenance and repair costs will continue to increase. However, how much longer will rents continue to rise? Is today's average rent sustainable for today's average tenant? If it's not sustainable, rents cannot increase and will likely begin to drop. If they don't drop, we will begin to see concessions like a free month or free cable or other free discounts. To me, this doesn't feel like the basis for an improving year.

There are increasing rumors that rental concessions are being made in Seattle. Other rumors claim some large new apartments are beginning to

drop rents. Are these early indicators of an impending shift in the rental industry?

On February 8 landlords statewide will be meeting with our respective state legislators in Olympia. This is an annual event that provides an opportunity en-mass to meet with our legislators and educate them on the challenges our industry has to handle. If you cannot join us, I encourage you to place a call or send an email to them (their phone numbers & emails are on the back of the newsletter). This would be a great time to let them know what our needs are and the negative impact on renters of the ideas being proposed by their own tenant unions.

Issues to be submitted to the legislature this year include rent control, deposits limited to one-month's rent, elimination of no-cause terminations and additional restrictions. Any one of these would impact our own rentals and a few will impact affordable rentals.

The CCRA board continues to focus on bringing more value to our

If you have not paid your dues for 2017, this will be your final copy of the CCRAnews. Don't delay. Renew today! And don't forget to donate to the WROA PAC with a separate check made out to them.

members. We have begun planning our annual 101 Landlord Training session. You will see a new format for the newsletter that will be easier to read and more attractive. Leinani Snider and Lora Janssen have hit the ground running. Leinani is looking for advertisers in every category so that we have someone to turn to when a maintenance or repair issue comes up. Lora will be looking for speakers on topics that are important to us and will additionally focus on getting their commitments earlier. We want to be able to announce the topics sooner so you have more time to plan to attend. We will be encouraging members to check out the calendar at ccrawa.org

Carpet Restoration Specialists
REPAIR • EMERGENCY SPOT CLEANING • MOLD & WATER DAMAGE

MORGAN & SONS
CARPET CLEANING
503.244.9050

FAST & RESPONSIVE LOCAL SERVICE IN
VANCOUVER & CLARK COUNTY

LICENSED • BONDED • INSURED
WA MORGAS* 858N1 OR CCB #71446

Nancy Homes LLC.
Real Estate & Property Management

Cell (360) 608.7642
nancyohomes@comcast.net
www.nancyohomes.com

Nancy O'Neal, Broker / Owner
ABR & Member of the 100% Club

whenever they want to know about an upcoming meeting or speaker.

Our first speaker of the year will be Denny Miller from Zenith Properties. He is providing tips on how we can determine what our rents should be. Lora is already working on a speaker for February to provide maintenance and repair tips for our rentals. Are there particular topics you would like us to address? If so, just let us know.

Do you know a CPA who has rentals or whose clients have rentals? If so, ask if he/she would be interested in becoming CCRA's Accounting Advisor. The Association needs someone to ensure that we comply with state and federal accounting requirements. It is not mandatory that they have rentals; it's

just more likely that someone will assist if they have a financial interest in the industry. If they would like to know more, suggest they contact me at 360-609-1389 and I will attempt to explain the organization and requirements (which, according to our retiring accountant Ron Oliver, are quite minimal). And it is not without a few perc's.

To wrap up this first article of 2017, I want to thank those of you who voted for

me to continue as your president. When I look back on the years I have served you, I am amazed at how much I have learned and every day I am reminded how much more I have to learn. We never know enough! Something will happen tomorrow or the day after that we won't know how to respond to —or maybe I have just forgotten the solution.

Make this a great year. Let's make our goals:

- ✓ Be a more knowledgeable landlord —to avoid costly mistakes.
- ✓ Give of ourselves in our neighborhoods and communities —to keep them attractive and safe for our tenants.
- ✓ Be sensitive to the needs of our tenants —they help pay our mortgages.

Need help collecting on delinquent accounts?



Clark County Rent Collection

Professional Credit Service has been collecting in Oregon and Washington for over 80 years.

Contact Jeff Palladino today!

(360) 567-4985
jpalladino@professionalcredit.com



CCRA DISCOUNT

A HAWES FINANCIAL GROUP COMPANY

PROFESSIONALCREDIT.COM/CCRA




We are a full service Real Estate Team with 22+ years experience assisting investment property owners.

Let our team of professionals handle your most important investment. Call today for a worry free transaction.

Free market analysis available upon request



Mike McCafferty
Designated Broker

Michele Ferry
Realtor®

Mikey's House Team

Keller Williams Realty - Northern Exposure

Direct: **360-816-6706** Email: **mikeyshouses@gmail.com**

Board of Directors Meeting December 6, 2016

PATRICIA SILVER CCRA SECRETARY

The meeting was called to order by President Lyn Ayers. Members present: Patty Silver, Pat Schaefer, CarolLee Breithwait, Cheryl Ayers, Quinn Posner, Jeff Gough, Ron Oliver and Leinani Snider.

The minutes for the November 2016 executive meeting were approved as distributed via e-mail. Cheryl Ayers presented the treasury report for November 2016. She noted that it appears that the CCRA is on budget for the year. The report was unanimously approved.

Patty Silver reiterated that Club Green Meadows must order food for the Tuesday general meeting a minimum of 72 business hours before the meeting and they need an accurate count of people attending by noon on the Friday before the meeting. In view of this the Board decided that the deadline for calling in dinner reservations will be moved to the Wednesday before the general meeting.

Jeff Gough commented on the CCRA website. He is working on setting up Pay Pal for paying for advertising in the newsletter via the website.

The CCRA is continuing the partnership with Habitat for Humanity, and CCRA members should let the ReStore volunteers know that they are CCRA members when they donate materials, or appliances and furniture, as well as when

they purchase items. They are trying to formalize their donation records worksheet to reflect partnership organizations.

The Board would like any CCRA member who wants to be on the Board of Directors, or to take on specific committee duties (such as Speakers committee, etc.), to please contact any Board member. Also, the CCRA is looking for a CPA who would like to be on the Board.

Leilani Snider, advertising committee, noted that she has signed up 3 new advertisers for the newsletter and also obtained an outright one time donation. She is also following up on several new leads.

Jeff Gough, Newsletter Editor and webmaster, is looking to launch the new redesigned CCRA website in January 2017.

Lora Janssen has volunteered to fill the Board position for Speaker Committee chairman. It was moved, and seconded, that "Lora Janssen be appointed Speaker Committee chairman for the CCRA." Motion passed unanimously.

It was moved and seconded to adjourn. Motion passed. Meeting adjourned.

Respectfully submitted,
Patricia Silver
CCRA Secretary

We're here for you... After the handshake

Does your property manager help you realize your long-term financial goals? Will they work for you, or for themselves? Eqwest is here when you need us.

EQWEST LLC
Performance in Property Management

CALL US TODAY. WE'LL ANSWER THE PHONE.

HOMES • PLEXES • MULTI-FAMILY
CONDOMINIUMS AND ASSOCIATIONS
PERSONAL & CUSTOM SERVICES • COMPETITIVE RATES

360.896.5885 • VISIT US ONLINE AT: EQWESTLLC.COM

Dues are now due!

ROGER SILVER CCRA MEMBERSHIP CHAIR

The CCRA constitution stipulates that membership dues are due and payable on January 1st of each calendar year. Thus all members are mailed a membership renewal statement early in December. This allows ample time for members to submit their dues in a timely manner.

The statement that is sent to each member will be in two (2) parts, please cut the bottom portion of the statement print your check number on the statement then include it along with your check. For your convenience I will also be including a return windowed envelop.

On December 1st we mailed out statements asking for your renewal payment for 2017. For those members that joined in any month other than January we are also requesting the pro-rated dues so that all members dues will become due on January 1st of each year. If you look on the back of this newsletter in the address section above your name and address

it states: "Membership Expires and then the date". If the date on your newsletter still has January 1, 2017, or less, then this could be your last newsletter.

For most members these notices reflect the dues for the 2017 membership which is \$120.00 a year and \$50.00 for each additionally newsletter mailed out. 2017 dues are due January 1, 2017.

For members that joined in the year 2016, prorated dues are also due January 1, 2017. For example if you joined in June 2016 then membership would start July 1, 2016, and the prorated dues for the remainder of 2016 will be \$10.00 a month X 6 months = \$60.00. Your statement will reflect a prorated amount if you joined at any time during 2016. *As of this writing 109 members have been dropped.*

If you have questions about your dues, please contact Membership Committee Chairman, Roger Silver at (360) 693-3600.

LANDLORD QUICK TIP

REMOVE HARD WATER STAINS WITH THIS DIY EPSOM SALT SCRUB

If you've got tile in your tub or glass shower doors that show each and every hard water stain, here's a simple Epsom salt scrub that should make things sparkle.

If you've got glass shower doors or tiles that show every hard water stain in your bathroom, then you understand the constant frustration of keeping everything looking clean. Hard water stains make things look dingy — even when they're not. Stop scouring with harsh chemicals and attack hard water stains with eco-friendly Epsom salts that leaves your shower sparkling. Think of it as an exfoliating scrub for your bath!

INGREDIENTS: small mixing bowl, 1 cup Epsom salts, 1/2 cup baking soda, 1/4 cup liquid dish soap.

Put all ingredients in a small mixing bowl and blend them well. The result is your eco-friendly Epsom salt scrub that will remove hard water stains in seconds!



A Word from the WROA President

ROB TRICKLER WROA PRESIDENT

Happy New Year from all of us at the Washington Rental Owners Association! For landlords, the New Year promises to be a challenging one. We seem to be in a full on assault against landlords in this state. Our own attorney general is hunting and fining landlords based on the new HUD disparate impact policy that says if a landlord has a blanket policy of denying tenancy to felons that landlord is practicing racial discrimination. The City of Seattle is finding every creative way possible to force landlords into a position of not being able to screen and turn away anyone and other areas of the state are following their lead. The latest ordinance requires you take the very first applicant that qualifies and that you screen each applicant as they come in so that you may not choose between qualified applicants. Also new is one that limits a landlord's total move in deposits to no more than the equivalent of one month in rent and requires the landlord to finance that deposit

over the course of a lease, at the landlords risk and expense.

Finally rent control will be very much on this legislative agenda (please see page 3 for Legislative Day details). Despite the copious volumes of facts and evidence that show rent control to be disastrous, there are still cities that wish to implement it in both the commercial and residential sides of our industry. That is going to be our big battle on Capitol Hill this year.

In 2017 it is going to be harder to be a landlord than it has been in 2016. My advice is to hit the new year with a new dedication to fine tuning your best practices and implementing plans that maximize your protection. As always, I will do what I can to help if asked, both in my capacity as a landlord attorney and also as president of WROA. I encourage you all to take advantage of both.

R. Putnam CONSTRUCTION SERVICES



HELPING YOU BUILD YOUR FUTURE

Specialty Services for Landlords & Property Managers

Remodeling

Full design/build services including kitchen and bath design and upgrading.

Investor Construction Services

Providing construction, maintenance and repair work for investors involved in purchasing, selling or flipping homes. Experienced insurance repair specialists. Support of tenant repairs for quick re-occupancy of rentals.

Owner Equity Building

Partnering with home owners who are interested in improving their homes for family or investment. Specialists in working on projects with the owner getting dirty with us. You save and build equity as we build your future.

Licensed • Bonded • Insured • WA# RPUTNPC862LC

Call Bob for a quote today! (360) 901-0821

www.rputnamconstruction.com

Do you know who you're renting to?

If you partner with **National Tenant Network** to screen your next applicant, you will have access to all the information you need to make an informed decision.



CREDIT REPORTS • EVICTION REPORTS
CRIMINAL HISTORY • DECISIONPOINT REPORTS
SEX OFFENDER • TERRORIST OFAC SEARCHES
LANDLORD & EMPLOYER VERIFICATIONS AND MORE

Relax, NTN Makes Resident Screening Easy!



NATIONAL TENANT NETWORK

ntnonline.com
888-989-1686





How Does a 1031 Exchange Work with Rental Properties?

MARK FERGUSON CONTRIBUTOR

Rental properties have many great benefits including favorable tax benefits with the IRS. Not only can you depreciate rental properties to save on taxes, but a 1031 exchange allows you to sell a rental properties and defer the taxes on any profit you make or recaptured depreciation. A 1031 exchange has many rules and regulations and you have to make sure you complete the exchange correctly to avoid a large tax bill from the IRS.

What is a 1031 exchange and how does it work?

A 1031 exchange is a real estate transaction that involves two like properties; one being sold and one being bought within a certain time frame. There are many restrictions on a 1031 exchange and the IRS is not perfectly clear when describing the restrictions. Some basic principles are the properties must be held at least a year, be used for business, the replacement property must be identified in 45 days and bought in 180 days. If all of these requirements are met and a few others, a rental property can be sold without paying any taxes on the profit or recaptured depreciation.

What taxes would be owed without a 1031 exchange?

When you sell a rental property, you have to pay taxes on any profit you make on the property. You also may have to pay recaptured depreciation on a rental property. The IRS allows you to depreciate a rental property because they feel the structure has a limited life span and decreases in value every year. You can deduct that depreciated

amount from your taxes every year, which is a huge bonus to owning rental properties. However, if you sell the rental property for more than what the depreciated value is, you will have to pay back those taxes you saved. Here is an example:

- **Property is bought for \$100,000 and the structure is worth \$90,000.**
- **Over ten years over \$32,000 can be depreciated from the home. That money can be deducted from your income on your taxes.**
- **If you sell the house for \$100,000, the \$32,000 would come back and show as income on your taxes.**

If you have owned a rental property for several years, the recaptured depreciation can add up to a lot of taxes. Luckily the 1031 exchange lets you move the profit and recaptured depreciation into another similar property without paying taxes.

A rental property is usually on a 27.5 year depreciation schedule; after the 27.5 years the property becomes completely depreciated. When you

complete a 1031 exchange, you can sell the depreciated property without paying taxes and buy a new property with a brand new depreciation schedule.

What properties can be used in a 1031 exchange?

The IRS has determined that many forms of real estate can be used for a 1031 exchange including any property used for a business which includes a store, manufacturing facility or office building. Investment property can also be used for a 1031 exchange, which includes rental properties. It has even been determined that water rights and mineral rights qualify for a 1031 exchange. These cannot be used for a 1031 exchange:

- **Stock in trade or other property held primarily for sale**
- **Stocks, bonds, or notes**
- **Other securities or evidences of indebtedness or interest**
- **Interests in a partnership (we will discuss later a major exception to this one)**
- **Certificates of trust or beneficial interests**

- A Chose in action (a right to something, such as payment of a debt or damages for injury, that can be recovered in a lawsuit)

Can fix and flips be used in a 1031 exchange?

The IRS has determined fix and flips cannot be used for a 1031 exchange, unless you meet certain guidelines. The IRS does not want real estate investors who fix and flip constantly to be able to use a 1031 exchange to defer taxes. If you only fix and flip occasionally and meet these guidelines you may be able to use a 1031 exchange.

1. The flip must be rented out for at least one year after it is repaired.
2. The home cannot be sold until after it has been rented at least one year and should not be listed before being rented for a year.

The problem with this strategy is the IRS does not say you have to hold a flip one year to do an exchange. The IRS simply says a flip list shall be held for an acceptable amount of time, and it is up to the accountant and investor to determine if their transaction qualifies. Some people have determined that to be a year, but if the IRS thinks you are a professional house flipper trying to cheat them out of money, you still may get in trouble.

How do you complete a 1031 exchange?

When completing a 1031 exchange a qualified intermediary must be used by the investor to oversee that transaction. The IRS does not tell you who can be an intermediary, only that these people cannot be one:

- The TP's attorney
- The TP's CPA
- The TP's real estate agent

- Any relative of the TP
- Any employee of the TP
- Any business associate of the TP

The intermediary holds the funds after one property is sold in the 1031 exchange and uses that money to buy the new replacement property. When doing a 1031 exchange, the owner must identify the property he is exchanging and declare it before the sale. Once the subject property is sold, the investor has 45 days to identify a new property to exchange with the old property. Once the new property is identified the investor has 180 days to close on the new property.

How is the money handled with a 1031 exchange?

When selling a property and buying a new property in a 1031 exchange, the investor must use all the cash from the sale of his property to buy the new property to avoid paying taxes. The new property must cost at least as much as the sale price of the old property to avoid paying taxes as well. If the investor does not use all the cash from the sale of his old property or buys a cheaper property, he may have to pay taxes on the unused cash or price difference in the properties.

The reason the investor has to buy a property that is just as expensive as the property he sold is because liabilities must be considered. If you sell a house for \$200,000 that has a \$100,000 loan and exchange it into a \$100,000 house, you still had gain. You used all of the cash from the first sale to buy the second house, but you also had \$100,000 of debt that was paid off. That paid off debt can be considered a gain.

How does an investor take title when doing a 1031 exchange?

When doing a 1031 exchange, the investor must take title to the new property in the same name as he owned the property being replaced.

You also cannot use a 1031 exchange to sell property to someone you are related to.

What is a Reverse 1031 exchange?

Most investors will sell a property they own and then purchase a replacement property. It is possible to buy the replacement property and then sell your original property. This can be a difficult maneuver because the investor will not have the cash from the sale of his original

When selling a property and buying a new property in a 1031 exchange, the investor must use all the cash from the sale of his property to buy the new property to avoid paying taxes.

property to buy the new property.

It may make sense for an investor who is building a replacement property to exchange into it. It may take more time to build and buy a property than 180 days, and that is why an investor would do a reverse exchange. This is appropriate for large companies exchanging manufacturing facilities or other unique buildings that must be built to spec and are not available on the market.

Can you refinance a property after doing a 1031 exchange?

One way to get the cash out of a rental property you exchange into is to refinance the replacement property. You may have \$100,000 in cash proceeds from a rental property you are

exchanging. That money can be used to buy a replacement property in a 1031 exchange, but that is a lot of money to have locked up. If you refinance the property after buying it, you can take out some of that cash without paying taxes on it. The government does not consider money from a refinance profit.

How can you completely defer taxes on a 1031 exchange using a personal residence?

It is also possible to complete a 1031 exchange into a personal residence and

then eliminate the taxes altogether. Exchange a property into a house that you would like to live in at some point. The replacement house must be rented for at least a year after the exchange is completed. Once that year is up, move into the replacement house and live there for at least two years. Since you are living in the home for at least 2 out of 5 years as a personal residence when you sell the house, your profit is tax free! There are some restrictions to this and please talk to your accountant!

Conclusion

There are a lot of intricacies and details in the IRS tax code that must be adhered to when completing a 1031 exchange. There are more types of 1031 exchanges and many more situations that investors will run into. Talk to an accountant or attorney to make sure you are following all the guidelines.

Want to buy your investment property first, then sell yours in a **Reverse 1031 Exchange?**



Call Ricki Anaya at:
(360) 947-8422



Serving Southwest Washington and the Portland Metro • View listings at: www.HomesbyRicki.com

152 “Likes” and counting...
Will you be next?





NEW & PROSPECTIVE LANDLORDS: The Importance of a Landlord Business Plan

LANDLORDSTATION.COM CONTRIBUTOR

According to Reuters, demand for rental property is remaining strong despite other challenges within the economy, which means that it continues to be attractive for individuals looking to invest.

“U.S. housing starts rose solidly in September (2015) on soaring demand for rental apartments, a sign that the housing market continues to steadily improve even as economic growth has slowed.

... It was the sixth straight month that starts were above 1 million units, pointing to a sustainable housing recovery.”



Keeping all emotion out of the planning process will help you to see your objectives clearly, and you will be able to plan your strategy from there.

Many are becoming landlords with the hope to change their financial future, and open doors that would have otherwise remained firmly shut, thanks to rising debt and fewer employment opportunities.

The worrying trend that we are seeing though, is for some to consider investing in rental property as a “get rich-quick” scheme, and a way to earn an easy buck. That couldn’t be further from the truth. Becoming a landlord is a long-term investment that can be extremely lucrative, but only when it is treated as a business with a carefully crafted strategy for success. This post explains why such a business plan is important to your success as a landlord.

IDENTIFY YOUR GOALS

Becoming a landlord is not a form of passive investment. As we have said, it must be treated like a business, and as such, you must identify your goals before you begin.

Knowing what you intend to achieve in the short, medium and long term will help to shape your decisions along the way. For example, you should decide if you are looking for a strong passive income enabling you to quit your job, or are you looking to break even while you slowly pay off the mortgage, for a long term gain?

Knowing what you want to achieve will determine the amount of time and energy you invest in the business, and will reveal if you need to develop any skills in yourself, or if you should hire an expert to support you from outside.

Keeping all emotion out of the planning process will help you to see your objectives clearly, and you will be able to plan your strategy from there. If you feel like you can skip this step, take a look at the following excerpt from Personal excellence.co, on people that don’t set goals.

“Have you ever encountered people who have a passive approach toward life? They don’t set any goals and they just live life on a meandering, day-to-day basis. You see them 1

year, 3 years, 5 years from now, and their lives are largely the same, save for a few changes that are really more the result of others’ actions and desires rather than their own.”

2. ASSESS THE COSTS

Once you know what you want to achieve with your rental business, you can start to assess the costs involved. When purchasing rental property, these costs fall into two categories: the upfront payments and the ongoing fees. Both need to be considered carefully.

Much of the long term profit of a rental property investment is determined at the point of purchase.

If you pay too much for a unit, you will lose out in the long run, so always aim to buy below market rate. When it comes to the mortgage, research the options and take time to choose and secure the loan, trying to negotiate the interest rate will also make a huge difference to the profitability of your investment.

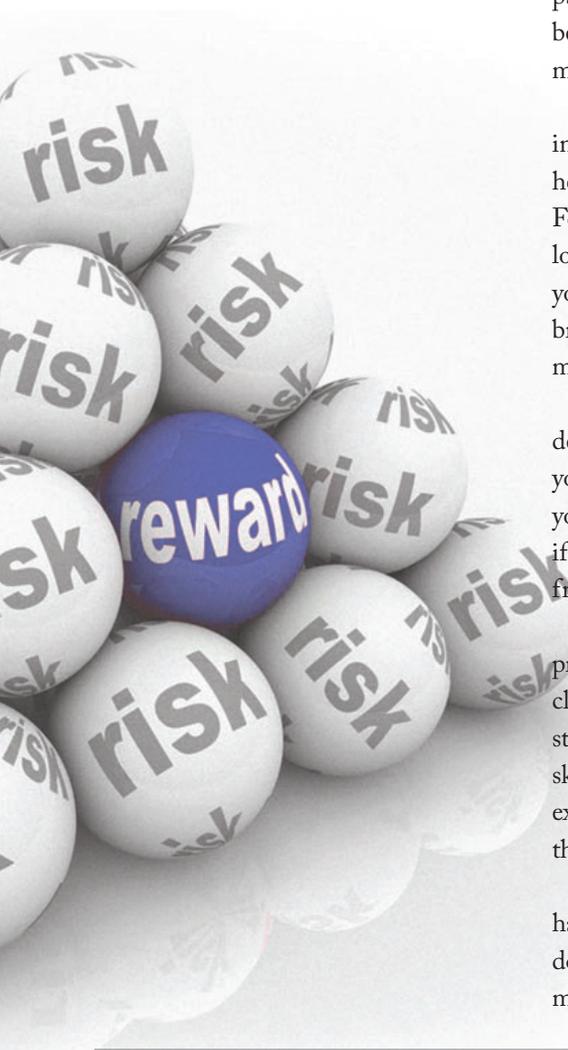
Take into account that with a rental mortgage, you will typically be required to pay a downpayment of 20% of the property value, and also to prove that your income will cover the cost of your own home loan, as well as the rental property.

The ongoing costs to consider include taxes, insurance and maintenance, and these should be weighed against the rental income. Once you are able to determine the expected monthly profit per unit, you can ascertain how many units you will need to procure to achieve your landlord goals.

3. CALCULATE THE RISKS

As with all investments, there is real risk involved with buying real estate to rent; therefore, a good business strategy is to calculate these risks carefully. It might be sensible to start small, with a single apartment for instance, learning the risks as you go.

Learn everything you can about your “product,” by which we mean the type of home you want to purchase to rent and research the area intimately.



BUSINESS PLAN

You can even go as far as to pose as a potential tenant and visit rental properties on the market to discover what is available and for how much. Become an expert in the demographics of your chosen area, so that you can purchase the kind of property that appeals to the renters living there. Better still, enlist the skills of an experienced real estate agent who already knows more about these details than you could imagine.

We have all heard the overused phrase “location, location, location.” In fact, it is widely believed to be the single most important aspect about investing in real estate. However, it has been used so frequently that the importance has started to become watered down. The reality is that without a good location, the best numbers and the best data will quickly become irrelevant when buyers or renters show no interest in the property.

4. ATTRACT THE RIGHT CUSTOMER

Once you have decided on your location and property type, you have probably narrowed your pool of potential tenants to a select demographic, which is perfect. But you can't leave it there. You need to attract and choose your tenant carefully. This will start with the rental price.

The amount of rent you charge should be chosen after considering your monthly costs and expenses, taking account of other properties on the rental market.

You want to remain attractive to tenants, without losing your monthly income. If it is

possible to position yourself slightly below the average in the area, you should guard against expensive vacancy, but that is not always possible. Compare your initial goals with how much you hoped to earn as profit to keep you on track when making these decisions.

Screen your potential tenants thoroughly, using the same process for each. By checking credit and criminal ratings, as well as following up on references, you have the best opportunity of choosing someone that is reliable and responsible enough to pay their rent on time and take care of your investment.

If you do find a good tenant, then do everything in your power to keep them happy! They are your customer after all, and a good tenant will save you stress and money over the months.

“The essence of an investment in real estate is a good tenant,” said James McClelland of the Chicago-based Mack Cos., perhaps the largest owner-manager of single-family rental properties in the Midwest. “A good tenant in a bad location is better than a bad tenant in a good location.” Market Watch

5. BUILD A SOLID TEAM

If all this sounds like hard work, then you are right! It is serious hard work. That is why a great part of your strategy could be to build a strong team around you, of trusted professionals across the industry that can assist you.

A real estate agent can be invaluable in supporting the purchase of your rental

property, and can connect you with their network. Your team can include people in areas that you lack skills and expertise, and may include the following: an attorney, contractor, accountant, mortgage broker and even a property manager, that can handle ongoing inspections and tenant concerns. It is prudent to choose professionals based on personal recommendations, and keeping your business head, move on when relationships are not positively working for you. Once established, a team can save you time, hassle and money, so they are usually considered worth the cost of using their services.

Engaging the services of a property manager is about more than no longer having to worry about the fine details. It also means that the big picture should be taken care of as well. And in this case, that means ensuring your properties perform to their utmost potential.

SUMMARY

Becoming a landlord is simply a different form of developing a business, and as a result, it is essential to create a business plan. This article identified five of the main aspects to consider when starting out in the rental property business. We have covered everything from setting solid goals, calculating the costs and risks of rentals, keeping the customer happy and building a team. Following these guidelines will keep your business strategy clear in your mind, giving you the best chance of success.

LANDERHOLM
Legal advisors. Trusted advocates.

ROY D. PYATT
ATTORNEY AT LAW

360-696-3312

For Your Real Estate Transactions & Disputes
roy.pyatt@landerholm.com
805 Broadway Street - Vancouver, WA

Just Call **InterWest** Properties, Inc.

Bob!

503-256-2323
www.inter-west.com

Fair Housing, Maintenance, Turnovers, Disputes, On-Line Bill Pay, Roommates, Inspections, Screening, Collections, Law Changes, Fair Housing, Maintenance, Turnovers, Disputes, On-Line Bill Pay, Roommates

Proudly Serving Southwest Washington & The Portland Metro Area Since 1984

ROOF REPLACEMENT & REPAIR



Over 40 years of experience in providing
PROFESSIONAL RESIDENTIAL SERVICES

EXECUTIVE ROOF SERVICES

LICENSED - BONDED - INSURED WA LIC. #EXECUR5849M2 OR: 211608



ERS has experienced crews, offering these quality services and more:

- INTERIOR AND EXTERIOR REMODEL
- SIDING REPLACEMENT
- WINDOWS AND DOORS
- DECK CONSTRUCTION SERVICES

We pride ourselves in providing quality and value at an affordable price.

Give us a call or drop us an email:

360-828-8467 • info@ers-roofing.com

www.ExecutiveRoofServices.com

Serving Clark County Since 1947



RESIDENTIAL • COMMERCIAL • INDUSTRIAL
SALES • SERVICE • INSTALLATION

**STORE & MOBILE UNITS
TO SERVE YOU**



24 HOUR EMERGENCY SERVICE



2213 Main Street • Vancouver

360.696.4901

harryslocksmith.com



A good property manager **MAKES YOU MONEY!**

There's a 90% probability your property portfolio is underperforming financially

Contact Zenith and learn how we can help you:

- Make More Money • Lower Your Risk • Have Hassle-Free Ownership

**CALL NOW to get a free, no obligation portfolio analysis
so we can show you how to make more money!**

Call Denny Miller at 360.816.9751

www.ZenithPro.com



Licensed in WA • Single-family to multi-tenant properties • CCRA Member Discount



Advertise in **CCRA NEWS**

CALL LEINANI SNIDER AT: 719-1129



8 Myths About Section 8, Corrected: Here's the Profitable Truth

MARCUS MALONEY CONTRIBUTOR

Immediately when you think of Section 8 housing what comes to mind might be slums, ghettos, unemployment, substance abuse, and dysfunctional families.

Did you know that there are grants that can help real estate investors with the acquisition of investment property?

Did you know there are programs that will pay above market rent for your investment property?

Sure you do... but there are so many misconception about using government funds, they may be deterring you from maximizing your investments.

There are numerous government sources to assist you in your real estate endeavors: to name a few, there's the HOME Investment Partnership Program, local and federal block grants, and the Housing and Urban Development.

The governmental assistance program that is most well known is Section 8. Immediately when you think of Section 8 housing what comes to mind might be slums, ghettos, unemployment, substance abuse, and dysfunctional families. This may not be the perception of some, but many do believe this.

The association between the above descriptions and Section 8 is so strong that these images immediately come to mind when thinking of government assistance. I would like to inform you that the majority of the time, it is not the individuals on government assistance that diminish a community, but the investor, the property managers, and the slumlord.

This article is to inform investors about some of the commonly believed misconceptions about Section 8 housing that are causing you to lose thousands of dollars and diminish your returns.

8 COMMON MISCONCEPTIONS ABOUT SECTION 8, CORRECTED

1. ALL SECTION 8 RECIPIENTS ARE TERRIBLE TENANTS

This is the biggest fallacy. Although there are many Section 8 recipients that are bad tenants, the majority of the tenants are cooperative with the rules given from the landlord. Section 8 tenants must abide by the lease set forth by the landlord, and if they are not abiding by the lease, there are two courses of action that can be taken versus just one in a traditional rental.

According to Section 8 rules and regulations, if a tenant is not adhering to the lease, you can contact the tenant's Section 8 social worker. The worker will inform the tenant that if they do not abide by the lease, they can lose the section 8 voucher. Normally in this case, the tenant immediately complies with the lease. The loss of the voucher will result in them paying 100% of the rent versus the difference between the voucher amount and the rent. So this is a big plus because it minimizes the likelihood of evictions.

2. THE LANDLORD HAS TO ACCEPT ANYONE

This is not the case; actually, there is another layer of protection similar to lease compliance. The tenants are heavily screened by the Section 8 workers prior to them being awarded the voucher; they cannot have an extensive criminal

background or issues of substance abuse, and only the voucher recipient and those named on the voucher can have tenancy in the property. Once the recipient is awarded the voucher, they still can be screened by the landlord. If the individual does not meet your requirements, you do not have to rent the property to them.

3. TENANT TURNOVER IS HIGH

I have found this perception to be incorrect as well; there are only a few reasons tenants move — they purchase a home, they find something better or more affordable, a family member moves from the neighborhood, they need to downsize, or they have problems with the landlord. The majority of the time, these are the five reasons a tenant voluntarily moves. In most cases those awarded section 8 have kids, and kids have to go to school, and the kids make friends at school, so they become attached to the neighborhood. This limits the family's ability to continuously move.

4. THE RENT IS INCONSISTENT

Investors love to talk money, and with Section 8 tenants, you can get a premium for your property. The biggest complaint everyone states about the government is the fiscal policies and how out of touch the bureaucrats are. You are exactly right; the government pays a premium for everything. So why not have them pay the premium for your rental?

In most cases Section 8 is willing to pay above the market rent depending on the area. For example I have a small 3-bed, 1-bath SFR, and the market rent is \$850. Section 8 is willing to pay a minimum of \$1150, and that increases my cap rate on my investment. Again, not only will there be a increase in rental payment, but there will be extra layers of protection per Section 8 policies.

5. IT IS DIFFICULT TO GET YOUR PROPERTY APPROVED

This may not be so in every city, but the process to get a property Section 8 approved is simple — the property must not have evidence of mold, heat or running water, and it must be in livable condition. Sounds simple enough, right?

There is a check done on the landlord to ensure that there is not a criminal history of theft, drugs, or abuse of any

kind. This process is easy, and as long as your property meets county/city code, your home will qualify.

6. SECTION 8 HOUSING IS ONLY IN LOW INCOME NEIGHBORHOODS

There was an article in Crain's Chicago Business by Alby Gallun called "Poor Families Use 'Supervouchers' to Rent in City's Priciest Buildings." This article disproves that notion that Section 8 is only for blighted areas of your city. One individual in the article was paying \$3,000 a month for a one-bedroom apartment at 500 N. Lake Shore Drive (yes, if you know Chicago, that's not too far from the Gold Coast & Mag Mile). I'm pointing this out to say: not all families or rental units that are Section 8 approved have to be in the worst neighborhoods in America.

7. MY PROPERTY WILL BE DESTROYED

Again, with the extra layer of protection, it helps if your tenant does damage to the property. In the event the tenant does damage to the property, you can notify the tenant's worker, and Section 8 will pay for the damages, and the tenant has to reimburse the worker.

The tenant can lose the voucher if they destroy the property and do not pay. So this is a benefit to the landlord to ensure the property is maintained. This extra layer of protection limits the possibility of litigation and losses due to damages. As with any rental, you should conduct a walk through with the tenant and document any defects.

8. THE RENT WILL NOT BE ON TIME

This happens to be one of the best benefits: not only do you receive higher than market rent, but your payment will come directly from those that administer the program. The rental payment will come on time and without fail.

These are the 8 misconceptions about dealing with Section 8 Tenants and the program. Although I have outlined the benefits, there are always downsides when dealing with people. I have been fortunate to have a wonderful experience with Section 8, but I have heard some of the horror stories as well. Remember, you are the landlord, and your tenants can only do what you allow.

Marcus Maloney is the Executive Officer of Equity Realty & Investments as well as 3rd Generation Management & Holding LLC, both are family owned and operated real estate investment firms. The firms' goal is to provide affordable solutions in real estate while providing exceptional opportunities for community redevelopment for the residents of Phoenix, Arizona and Chicago, Illinois.

Article Source: BiggerPockets.com

"Your CCRA Attorney"



QUINN POSNER
Attorney

*Evictions handled quickly
and professionally
Discounts available
for CCRA members*



POSNER LAW OFFICE, P.C.

532 NE 3rd Ave., Ste. 105 • Camas, WA 98607
phone (360) 524-4767 • fax (360) 326-1913

WWW.POSNERLAWOFFICE.COM



All Weather Tree and Landscape

360-718-1225

HIGH QUALITY TREE WORK

Removals • Pruning • Storm Damage
Fire Damage • Crown Reduction
View Clearing • Ornamentals
Fruit Trees

Mark Miller

Owner

Now Licensed in Washington & Oregon

FRIENDLY SERVICE • AFFORDABLE PRICES • FREE ESTIMATES

Licensed, Bonded, Insured

Lic.# ALLWEWT89213

OR CCB# 211473

**IF YOU'RE NOT
LEAD-SAFE CERTIFIED,
DISTURBING
JUST SIX
SQUARE FEET
COULD COST YOU
BIG TIME.**

Any contractor, from plumbers to electricians to painters, who disturbs lead paint while working in a pre-1978 home, school or day care center, now must be Lead-Safe Certified. If you're not, you can face tens of thousands of dollars in fines. Plus, you put the health of yourself, your workers and your customers at risk, which could result in lawsuits. One class certifies you for five years. It's that easy.



Sign up for certification today.
epa.gov/getleadsafe or 800-424-LEAD

Refacing Your Kitchen Cabinets: The Options and Costs

Refacing might be “superficial,” but the results and savings are dramatic.

JAN SOULTS WALKER CONTRIBUTOR

Refacing your kitchen cabinets includes covering the exposed frames with a thin veneer of real wood or plastic laminate.

Doors and drawer fronts are replaced to match or complement the new veneer. New hinges, knobs, pulls, and molding complete the transformation.

What are the Pros and Cons?

KITCHEN CABINET REFACING PROS:

- Costs about half as much as replacing cabinets.
- Takes less time (a week or less!) and money.
- It's less hassle than tearing out cabinets.
- You can still use your kitchen while refacing.
- It's a green kitchen remodeling solution because you're not adding to the landfill.

KITCHEN CABINET REFACING CONS (THERE AREN'T MANY):

- Refacing won't fix a bad kitchen design.
- You might be tempted to spend more on exotic veneer and hardware (saving you less).

What are Your Refacing Options?

Your choices for the finished look of your cabinets are virtually limitless. Veneers are available in a wide variety of colors, patterns, textures, grains, and more, which you can mix or match to get a relatively low-cost kitchen facelift.

Rigid thermofoil (RTF) doors, which feature a durable plastic coating over fiberboard, are an affordable alternative to wood or laminate doors.

Plastic laminates come in hundreds of colors and patterns, are durable and moisture-resistant, and are reasonably priced. You can pick matching or contrasting laminates for your doors and drawer fronts.

Real wood veneers include many standard species, such as oak, cherry, and maple, and you also can choose from an array of stain colors. Wood veneers are the most expensive option. Wood must be carefully sealed to protect against moisture.



Further customize and update the look of your cabinets with new kitchen cabinet hardware.

What Does Refacing Cost?

A professional cabinet refacing for a typical 10-foot-by-12-foot kitchen starts at around \$1,000 to \$3,000 for laminate. Expect to pay \$2,500 to \$6,000 for real wood veneer. Costs can rise to \$7,000 to \$9,000 or more for a large project with high-quality wood veneer.

Finishing the project with new hardware (pulls, knobs, hinges) runs \$2 to \$4 per piece, up to \$20 to \$50 each for high-end hardware.

In comparison, completely replacing old kitchen cabinets with new cabinets starts at \$4,000 to \$5,000 and up for stock cabinets; \$8,000 to \$10,000 for semi-custom cabinets; \$16,000 to \$20,000 and up for custom-made cabinetry.

How Do I Know If My Cabinets are Good For Refacing?

Refacing is feasible if your existing cabinet boxes are structurally sound and in good condition. Cabinets with water damage, warping, and broken frames are poor candidates. Particleboard cabinetry sometimes requires fasteners, in addition to adhesives, to ensure that the veneer is secure.

How are They Installed?

A professional installer will come to your house to measure your cabinets and determine the amount of veneer required, the correct sizes and quantities for door and drawer fronts, and how much hardware is needed. Newly ordered doors and drawer fronts may take one to two weeks for delivery.

When all the materials are in hand, your installer removes old cabinet door and drawer fronts, and prepares the surface of the cabinet boxes by washing the exteriors with a degreaser and lightly

sanding the finish. Any significant flaws in the surface are repaired or filled to ensure a smooth, secure fit for the new veneer.

The installer applies veneer to the cabinet faces and any exposed cabinet ends, then mounts the new doors, drawer fronts, and hardware. The process typically takes two to four days.

Can I Do Kitchen Cabinet Refacing Myself?

Detailed instructions and adhesive-backed veneers make cabinet refacing a feasible do-it-yourself project. <http://bit.ly/cabreface>

If you have extra time, patience, the necessary veneering tools, and a knack for precision, you can save money by tackling kitchen cabinet refacing on your own.

If you opt to do your own kitchen cabinet refacing, you'll spend about \$200 to \$500 on average for materials. Specialized tools (rollers, blades, irons) add \$5 to \$60 to the cost.

Nationally published home improvement writer Jan Soult Walker has more than 30 years' experience, remodeling several of her own homes and reporting on everything from kitchen sinks to luxurious mansions. Even now, a deck of paint chips still makes her heart sing.

Article Source: HouseLogic.com



Managing your investment shouldn't be a challenge – let us help!

Providing all phases of professional management for your home, apartments, office complex, HOA or Condominium Association

5620 NE Gher Rd. Ste. H
Vancouver, WA 98662
360-693-6260

Email: rpms@rpmservice.net
www.rpmservice.net



Kenny Sarkinen
Owner

Since 1977 LLC

- Free Estimates
- Residential & Commercial
- Tear-Off's Our Specialty
- Composition Roofing
- Leak Repairs & Storm Damage
- New Construction & Re-Sheeting

360.687.2963 or 360.944.5495
www.edsroofing.com #EDSECER922BB



Knowledge. Served Monthly.

CCRA Dinner Meetings are a must for members who want to:

- Make the most of their CCRA membership.
- Stay in the loop with current events.
- Network with CCRA vendors and members.
- Exchange ideas that assist in your success
- Enter drawings to win a free dinner the following month.

Make your reservation for education today! Call 360.693.2272

Getting Your Tenants to Renew: Why They Stay, and How to Keep Them

AMIE FISHER CONTRIBUTOR



LET'S BE HONEST: Filling a vacancy is a hassle. It takes time, it sometimes means losing out on rent, and it's probably something you prefer to do as infrequently as possible. So if you have a good tenant, how do you get them to stay? While some factors are beyond your control, such as your renter relocating for a new job, there are several things you can do to keep your reliable tenant happy and eager to renew.

WHY RENTERS STAY

Renters stay put for a number of reasons: They may prefer the flexibility of renting, or they can't afford to purchase a home in their desired neighborhood, or they're waiting longer to get married or have kids (frequent catalysts for buying one's first home).

The good news is that if your tenant has been at your rental for more than a year, they're likely to stick around a while longer: A comprehensive study of renters found that 40 percent of people who've been in their rental for more than a year have no plans to move within the next three years. Nearly half of them are happy with their living situation, including the price of rent and neighborhood, and a third don't want to deal with the stress of moving.

WHAT ABOUT THE OTHER HALF?

While half of long-term renters are happy with their rental situation, half are less than satisfied. The same study reported that of the long-term renters who are planning to move within the next three years, 55 percent will move to another rental. Don't let that happen! If you're lucky enough to have a good tenant, you want them to stay in your rental.

So what can you do, as a landlord, to boost renter satisfaction? Here are 5 ways to keep your reliable tenant happy.

1. Be available and responsive

Start by creating a clear, detailed lease agreement that outlines your expectations, and review it in person to answer questions and establish good rapport with your new tenant. Let tenants know the best ways to contact you, noting any times that you're not available, and then respond quickly to tenant concerns as they come up.

Show that you care about the unit and its occupants by checking in periodically to ask if everything is running smoothly at the property; renters sometimes hesitate to bother their landlords with small problems, but those can turn into bigger issues if not managed early.

2. Welcome them home

Help your new tenant get connected with the neighborhood so they can put down roots and have an incentive to stay long term. Providing a small welcome package with useful information such as take-out menus, a list of nearby points of interest — groceries, parks, community centers, post offices, libraries — and a link to the town or neighborhood blog is a simple yet effective way to help your renter get established.

3. Solve problems

When issues do arise, strive to take care of your landlord responsibilities promptly. If something is broken at your rental property, it may seem like just one more thing on your to-do list, but for your tenant, a nonfunctioning appliance or jammed window can be an annoyance that escalates to a major frustration if not attended to. On the other hand, tenants will have a positive impression of landlords who solve the problem quickly, without complaint, and follow up to ensure that the solution was effective.

4. Keep your tenants in the loop

Provide as much notice as possible when you know of a change or problem that will impact your tenants. Respect the fact that, for the duration of their tenancy, your property is someone's home. Even if you're doing something minor,

like having the trees trimmed, inform your tenants in advance. Changes that cause more significant impacts, like a sewer line repair, increase in utility charges or an upcoming increase in rent should be communicated early.

5. Be human

Your rental property is a business, and you should manage it accordingly. But just as a good manager treats staff members with respect and empathy, be considerate of your tenants. Being a landlord is no excuse for treating your renters as inferior.

If you have a great tenant who lost their job and needs an extra week to get their rent together, consider whether the "all business" approach of tacking on late fees is in your best interest in the long run. While you should be cautious about making exceptions to your policies, in some cases giving your reliable renter a little leeway — and earning their gratitude (and lease renewal) — leads to the best outcome.

Amie Fisher is an editor and writer focused on the rentals side of real estate. Outside of work, she stays busy chasing her children and enjoying the water, mountains and green spaces of the beautiful Pacific Northwest.

Article Source: Zillow.com



DAISY FRESH CARPET CARE (360) 253-2516

RCW 9A.52.080 No Trespassing Signs AVAILABLE NOW!

Buy signs printed with Washington law trespassing code **RCW 9A.52.080**.^{*} These signs ensure that trespassers will be prosecuted according to Washington State law. Law enforcement recommends they should be displayed prominently.

Get Yours for only \$19.50 (plus tax)

SAVE \$2.00 each sign on orders of 5 or more!

To place your order, call or email Jeff Gough at Gough Creative Group:
360.818.4424 • director@goughcreative.com



- Large 18" w x 12" h
- Printed on 1/16" thick aluminum.
- Holes can be pre-drilled at customer's request
- Free local delivery, or you can pick up at the CCRA office.

*RCW 9A.52.080: Criminal trespass in the second degree. (1) A person is guilty of criminal trespass in the second degree if he or she knowingly enters or remains unlawfully in or upon premises of another under circumstances not constituting criminal trespass in the first degree. (2) Criminal trespass in the second degree is a misdemeanor.

UNLAWFUL DETAINERS

FILED: 11/29/2016 to 12/20/2016

Surname	First Name	Case #	Date
AKERSON	DAVID/AUDREY	16-2-02539-4	12/14/16
AKRE	SARA	16-2-02540-8	12/14/16
AMUNDSON	LAVERE	16-2-02514-9	12/12/16
ANTONIUS	EVLEEN	16-2-02484-3	12/07/16
AREVALOS	MICHELLE	16-2-02435-5	12/01/16
BENNETT	CHRISTOPHER T.	16-2-02568-8	12/19/16
BODLE	TAMMY	16-2-02527-1	12/13/16
BROIDE	HEAVEN	16-2-02532-7	12/14/16
BROOK	ROBERTA M.	16-2-02469-0	12/05/16
CAIRNS	DAVID L.	16-2-02483-5	12/07/16
COLVER	KELLY	16-2-02511-4	12/12/16
CRUZ	CHARLES	16-2-02580-7	12/20/16
CZEPULL	TAYLOR	16-2-02423-1	11/30/16
DIETRICH	DEL	16-2-02432-1	12/01/16
DONE	HANNAH	16-2-02406-1	11/29/16
DOUTHIT	"WILLIAM "PAUL""	16-2-02526-2	12/13/16
DOWNING	ANELINA	16-2-02535-1	12/14/16
DUNN	BRUCE/ANNA	16-2-02425-8	11/30/16
EDGELL	BRIANNE ALISSA	16-2-02473-8	12/06/16
ESTRADA	KEVIN JAY	16-2-02493-2	12/08/16
FARREL	DANIEL	16-2-02531-9	12/13/16
FLORES	ALVARO ARMANDO	16-2-02564-5	12/19/16
FLORES	AZAREL ARESAH	16-2-02564-5	12/19/16
FOX	SAMANTHA	16-2-02422-3	11/30/16
FRIAND	DAVID H.	16-2-02538-6	12/15/16
GIBBS	DEBRA R./JERRY D.	16-2-02413-4	11/29/16
GOWIN	FAITH A./SHERINA A.	16-2-02424-0	11/30/16
GRUVER	DAVID/JOY	16-2-02547-5	12/15/16
HARPIN	CHELCEY	16-2-02583-1	12/20/16
HARRINGTON	FAITH	16-2-02511-4	12/12/16
HENRY	ROBERT/LRI	16-2-02501-7	12/09/16
HERNANDEZ	JAVIER	16-2-02561-1	12/16/16
HEUVEL	DONNA	16-2-02539-4	12/14/16
HUITT	JOSEPH JR.	16-2-02531-9	12/13/16
IVERSON	CORY	16-2-02532-7	12/14/16
JACOBY	HEATHER	16-2-02534-3	12/14/16
JUSTICE	KAREN	16-2-02582-3	12/20/16
KAMPMANN	STEPHANIE	16-2-02512-2	12/12/16
KASTNING	KRISTEN A.	16-2-02516-5	12/12/16
KENNEDY	KRIS	16-2-02499-1	12/09/16
KING	ROBYN	16-2-02545-9	12/14/16
KIRKPATRICK	JULIE	16-2-02480-1	12/07/16
KRAMER	DANIEL R.	16-2-02408-8	11/29/16
LALLY	JOHN	16-2-02500-9	12/09/16

Surname	First Name	Case #	Date
LARSON	CARRIE R.	16-2-02530-1	12/13/16
LIPPERT	MERRI	16-2-02527-1	12/13/16
MARKS	ALEX	16-2-02579-3	12/20/16
MATUTE	CESAR R.	16-2-02485-1	12/07/16
MCCABE	SHENNA S.	16-2-02513-1	12/12/16
MCGILL	JOSEPH	16-2-02472-0	12/06/16
MICKENS	DANIELLE	16-2-02481-9	12/07/16
MONCHAMP	KATHERINE	16-2-02531-9	12/13/16
MOORE	DAYLON	16-2-02406-1	11/29/16
MUCK	SAM/DEIRDRE/JESSICA	16-2-02421-5	11/30/16
OLIVA	BRENDA	16-2-02536-0	12/14/16
PERSALL	DIANE	16-2-02493-2	12/08/16
PRENTICE	DALENA	16-2-05715-6	12/01/16
PYE	DYLAN	16-2-02565-3	12/19/16
RADCLIFF	WALTER/JUANETTA	16-2-02463-1	12/05/16
REYES	JUAN C.	16-2-02429-1	12/01/16
ROJAS	ARACELI VILLAFUERTE	16-2-02482-7	12/07/16
ROSCA	CORNEL	16-2-02462-2	12/05/16
RUOTSALAINEN	DAYLIN	16-2-02423-1	11/30/16
SAVAGE	LYLE E.	16-2-02424-0	11/30/16
SAYERS	ANNE	16-2-02584-0	12/20/16
SHEPHERD	BRIANA L.	16-2-02549-1	12/15/16
SLOAN	HARRISON M.	16-2-02479-7	12/07/16
SMITH	MELISSA	16-2-02433-9	12/01/16
STANLEY	AMY	16-2-02472-0	12/06/16
STARK	JASON J.	16-2-02433-9	12/01/16
STENHOUSE	PETER	16-2-02560-2	12/16/16
STEVENS	SUSAN	16-2-02420-7	11/30/16
SULLIVAN	JOHN	16-2-02548-3	12/15/16
SUMMER	DONALD J./INA LAEE	16-2-02478-9	12/06/16
SUMNER	ARK	16-2-02525-4	12/13/16
SUNDERLAND	BRYAN	16-2-02583-1	12/20/16
SUTHERLND	TALISA	16-2-02434-7	12/01/16
TAKEUO	MONA	16-2-02484-3	12/07/16
TALLEY	COREY	16-2-02407-0	11/29/16
THOMAS	RAINA R.	16-2-02479-7	12/07/16
TURNER	MARCUS A.	16-2-02567-0	12/19/16
WADE	SAMANTHA	16-2-02511-4	12/12/16
WASHINGTON	BOBBIE A.	16-2-02568-8	12/19/16
WASHINGTON	BRIANNA S.	16-2-02559-9	12/16/16
WEISENBORN	JEREMY M.	16-2-02422-3	11/30/16
WHITE	BRIANNA E.	16-2-02567-0	12/19/16
WOODS	ADRIENNE	16-2-02537-8	12/14/16
WYSONG	WALLACE	16-2-02582-3	12/20/16

A complete listing in alphabetical order is available starting 1/6/87 to date from Roger Silver at 360.693.3600

CCRA is not responsible for typographical errors in the Unlawful Detainer listing. These names appear in the public records as defendants in actions filed in Clark County, the filing of an Unlawful Detainer Action means a landlord has filed suit to evict a tenant. The outcome of the suit may be favorable to either party. No inference should be made that because a suit is filed, a tenant is automatically in the wrong.

ADVERTISER INDEX

ATTORNEYS

- Roy D. Pyatt, Attorney14
360-696-3312
- Quinn Posner, Attorney.....18
360-524-4767

BUILDING MATERIALS/SUPPLIES

- Habitat for Humanityinside cover
360-696-3312

CARPET CLEANING/DYEING

- Daisy Fresh Carpet Care 22
360-253-2516
- Morgan & Sons Carpet Restoration4
503-244-9050

COLLECTIONS - RENT COLLECTION

- Professional Credit Services 5
360-567-4985

LANDSCAPING/TREE SERVICE

- All Weather Tree and Landscape.....18
360-718-1225

LOCKSMITHS

- Harry's Locksmith.....15
360-696-4901

PROPERTY MANAGEMENT

- EQWEST LLC.....6
360-896-5885
- InterWest Properties, Inc.....14
503-256-2323
- Ken Opp, RPM Services20
360-693-6260
- Nancy O Homes, LLC.....4
360-608-7642
- Zenith Properties NW.....15
360-816-9751

REALTORS

- Ricki Anaya.....inside cover, 11
Kelly Right Real Estate
360-947-8422
- Ken Opp, RPM Services20
360-693-6260

- Mikey's Houses -Keller Williams5
360-816-6706

- Nancy O Homes, LLC.....4
360-608-7642

RESTORATION/REMODEL

- R. Putnam Construction Services8
360-901-0821

ROOFING

- Ed's Economy Roofing.....20
360-687-2963 or 360-944-5495
- Executive Roof Services15
360-828-8467

TENANT SCREENING

- MyScreeningReport.com11
877-701-0044
- NTN - National Tenant Network8
888-989-1686

2017 AD RATES

Reach over 400 local landlords and property managers!
Full-color ad rates as low as \$220 per year!

SIZE	DIMENSION (width x height)	PRICE PER YEAR
1/8 Page	3.625" x 2.25"	\$220 /yr.
1/4 Page	3.625" x 4.75"	\$350 /yr.
1/3 Page	7.5" x 3.25"	\$520 /yr.
Half Page (vertical)	3.625" x 9.75"	\$710 /yr.
Half Page (horizontal)	7.5" x 4.75"	\$710 /yr.
Full Page	7.5" x 9.75"	\$1060 /yr.
Single Sheet Inserts (supplied by advertiser)		\$120 /month

COMPARE & SAVE!

Our full-color monthly newsletter will give you the competitive edge to reach your target market, at a fraction of the price in other publications.

Reserve your ad space today!

Call Leinani Snider

360.719.1129



Look for the Star!

★ **ADVERTISERS:** If you offer CCRA discounts to CCRA members and/or we do not have your ad marked with a CCRA DISCOUNT STAR, please call the editor at: **360-818-4424** and let us know, so we can inform our members about the special benefits you have to offer.

MEMBERSHIP APPLICATION

Mail to: Clark County Rental Association 5620 Gher Road, Suite H • Vancouver, WA 98662-6166

ANNUAL DUES: \$120

Includes newsletter (Payable initially on a yearly basis). \$50 for each additional newsletter mailed to a separate address.

Mail to: Name and/or Complex: _____ Date: _____

Mailing Address: _____ City/ST: _____ ZIP: _____

Phone: _____ Alternate Phone: _____ Date: _____

E-mail: _____ Number of Rental Units: _____

How did you hear about us? _____ Applicant's Signature: _____

New Membership Renewal Owner Manager Both Association

CCRA MEMBER BENEFITS

Monthly Dinner Meetings

General Membership meetings are held the last Tuesday of every month (Excluding Dec. & July). Local industry experts are selected to present and educate our members. Through education and high ethical standards, CCRA is pledged to raise professional standards and increase efficiency of the rental property operations throughout the county.

Monthly Newsletter

Our newsletter includes timely articles of general interest written by authorities in our industry. Published unlawful detainer lists are a helpful screening tool (complete list available back to 10/87).

Seminars and Landlord Training

Our annual Educational Seminars and Landlord Training sessions are second-to-none. Our panel of presenters and industry experts cater to the needs of both new and seasoned landlords. And for the price, you will not find a better value for the scope of education we provide.

Mentorship Program

Each CCRA member is assigned to free mentor, who will provide their expertise, advice, and best practices. CCRA mentors volunteer their time and industry experience to be of service to you, and help you succeed.

Legislative Representation

Your interests are served on vital issues by our State Legislative Lobbyist. The need for representation on laws affecting the rental industry is a constant concern of our Association.

WROA Statewide Representation

Our state association, The Washington Rental Owners Association, is comprised of partnering rental housing multifamily associations, throughout Washington. United in the goal of preserving free enterprise and protecting owners and managers of rental property.

Industry Subscriptions

Members receive a free subscription to the Landlord Times, as well as a free, five month subscription to Mr. Landlord.

Rental Forms/Books

A new-member packet is given to you when you join. Forms are provided which protect your legal rights and help your business operate smoothly and more efficiently. CCRA recommended Landlording/Landlord Tenant Law books are available.

Associate Commercial Members

Our network of professionals and industry service providers, offer members a selection of local services and retail products. Many at special discounted rates.

Exclusive Member Discounts

Check our Advertisers Index for vendors/service providers who offer discounts to CCRA members. Members interested in joining Club Green Meadows receive a 50% discount off their initiation fee.

Tax Deduction

Membership dues, and advertising costs can be written off as business expense.

**CCRA is a united voice for Rental Property Owners.
There is strength in UNITY!**

Clark County Rental Association

5620 Gher Rd., Suite H
Vancouver, WA 98662-6166

ADDRESS SERVICE REQUESTED

PRSR STD.
US POSTAGE
PAID
RIDGEFIELD, WA
PERMIT NO. 94

Member of:
Washington Rental Owners Association - WROA
3301 Rucker Avenue, Suite A • Everett, WA 98201
lanschapter@wroawaa.com
425-353-6929 • www.waapt.org



LEGISLATIVE CONTACTS



Governor Jay Inslee-D
Office of the Governor
PO Box 40002
Olympia, WA 98504-0002
(360) 902-4111
FAX: (360) 753-4110

LEGISLATIVE HOTLINE:

1-800-562-6000

(Leave a message for your Legislators)

Terry Kohl, Legislative Coordinator

tkohl@comcast.net

Mark Gjurasic, Lobbyist

mgjurasic@comcast.net

SENATORS

REPRESENTATIVES



Lynda Wilson-R, 17th District
110 Irv Newhouse Building
PO Box 40417
Olympia, WA 98504
(360) 786-7632
wilson.lynda@leg.wa.gov



Vicki Kraft-R, 17th District
418 John L. O'Brien Building
PO Box 40600
Olympia, WA 98504
(360) 786-7994
kraft.vicki@leg.wa.gov



Paul Harris-R, 17th District
403 John L. O'Brien Building
PO Box 40600
Olympia, WA 98504
(360) 786-7976
harris.paul@leg.wa.gov



Ann Rivers-R, 18th District
204 Irv Newhouse Building
PO Box 40418
Olympia, WA 98504
(360) 786-7634
rivers.ann@leg.wa.gov



Brandon Vick-R, 18th District
468 John L. O'Brien Building
PO Box 40600
Olympia, WA 98504
(360) 786-7850
vick.brandon@leg.wa.gov



Liz Pike-R, 18th District
122B Legislative Building
PO Box 40600
Olympia, WA 98504
(360) 786-7812
pike.liz@leg.wa.gov



Annette Cleveland-D, 49th District
220 John A. Cherberg Bldg.
PO Box 40449
Olympia, WA 98504
(360) 786-7696
cleveland.annette@leg.wa.gov



Sharon Wylie-D, 49th District
310 John L. O'Brien Building
PO Box 40600
Olympia, WA 98504
(360) 786-7924
wylie.sharon@leg.wa.gov



Monica Stonier-D, 49th District
331 John L. O'Brien Building
PO Box 40600
Olympia, WA 98504
(360) 786-7872
stonier.monica@leg.wa.gov