

WILLAMETTE

Association of REALTORS®

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June 2009

PRESIDENT'S CORNER Linda Long



Inspiration

From where do we find our inspiration? Do we find it by reading about other people's struggles and accomplishments, or by family and close friends?

Lately it seems difficult to find enough things to be positive about. News reports with business closures and job layoffs are discouraging.

The story of Ray Kroc comes to mind. He is the founder of McDonalds. At age 52, Ray had already been a struggling paper cup salesman, real estate broker, piano player, and milk shake mixer. Yet he so deeply believed in his new restaurant concept that he mortgaged his home and barrowed heavily.

This was a time when people didn't eat out very often. However Ray Kroc believed if Americans could order good food, in a clean place, and get it fast, they would come, And, of course, he was right!

Most of us at 52 would find it very difficult to roll the dice the way Ray did. However, now more than ever, it is important for us to try to do things differently. Mix it up a little. Get out of your comfort zone.

There are many things we can be doing in our real estate business. Get out and see what is on tour. Talk to mortgage brokers and lenders. Visit with the title & escrow companies. Attend a continuing education class. Drop in at the marketing meetings. Learn how to create better flyers.

I know I won't follow Ray's example and start a restaurant, but I will find ways to be inspired. I hope you will also.

Linda

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June General Membership Meeting

June 16, 2009
Adair Village Club House
Cost \$10.00
Time: 11:15 to 1:00 PM
Laurie Vail



1 Credit Hour
RSVP by email before June 12, 2009
realtors@waor.org
Or on our website
waor.org

WCR May Meeting

June 18 2009
11:30 AM—1:00 PM
Allied Waste Boardroom
1214 Montgomery St. SE
Albany, OR
Topic
Business Etiquette Protocol & Ethics
Please RSVP
Heidi Wills
541-704-3450

Welcome New members

Mat Junge	Town & Country Realty Corvallis
Heidi Junge	Town & Country Realty Corvallis
Rayne Legras	RE/MAX Integrity Albany
Donna Megy	Keller Williams Corvallis
Brain Lillie	Keller Williams Corvallis

Induction Ceremony May 09 2009



WCR Garage Sale & Fundraiser

June 20 2009
All Day Event
Proceeds go to
Mid Valley Women's Council
&
YMCA

Please RSVP
Heidi Wills
541-704-3450

REALTOR® Action Center - NAR's Grassroots Online Communication System



The realtoractioncenter.com is a grassroots online communications system which allows REALTORS® to stay informed about NAR's lobbying agenda and be involved in public policy issues critical to the real estate industry. The online system targets NAR Calls-For-Action, provides systematic communications with NAR grassroots activists, and gives REALTORS® an option to e-mail or fax their member of Congress. The system also features a web-based phone system. Actions taken by REALTORS® through the realtoractioncenter.com are tracked in real time and can be viewed by specific Call-For-Action, by congressional district or state, or by individual REALTOR®.

Log onto the realtoractioncenter.com to participate in NAR grassroots activities.

June 17 2009

[Business Across Borders](#)

Doing Business & Owning Property in a Foreign Country

This third in the series of International Business Council programs on international business and real estate issues in partnership with the law firm Black Helterline LLP is being offered for just \$10! Earn continuing education credit and expand the scope of your market in these challenging times. Don't miss this great opportunity and member service.

11:30 a.m. -1:00 p.m.

Black Helterline, LLP, Portland

[Click here](#) for registration form
[Click here](#) to register online

June 25-26 2009

[CIPS](#)

[International Real Estate for Local Markets](#)

**Prudential NW Properties Training Room
14945 SW Sequoia Parkway, Suite 150
Portland, OR 97224**

[Click here](#) for registration form
[Click here](#) for online registration

March 2, 2009

Dear Member:

As many of you know, the City of Portland has passed an ordinance which

requires certain brokers who work only as agents of principal brokers to file for

and pay a Business License Tax. We have heard from a number of brokers that the

ordinance is confusing and difficult to work with. OAR has retained legal counsel

to analyze the legality of the City's imposition of the Business License Tax on

brokers who work only as agents of principal brokers. We are doing all we can to

have this Tax declared in violation of State statute. Nonetheless, we encourage

you to comply with existing laws -- until a court renders a ruling otherwise -- and

we provide the enclosed outline for your information.

Please let us know if you have any questions regarding this issue.

Very truly yours,

Andrea Bushnell

CEO/General Counsel

Real Estate Manual Online

The [Oregon Real Estate Manual](#) (also known as the "blue book") is now online. It is the same information as the most recent version available in print, but is now available as a PDF on the Agency's web site. Interested persons can read and print out the *Manual* without having to pay the Agency for it. The Agency has stopped selling hard copies of the *Manual* and subscriptions to the update service.



[Homebuyers' \\$8000 Tax Credit Promotional Letter Download](#)

NAR has created an "\$8000 Bill" marketing piece for our members to help promote the value of the 2009 Homebuyers Tax Credit.

MEMBER PRICE: \$0

List Price: \$0

[Download the IRS First-Time Homebuyer Tax Credit Form 5405](#) > (PDF: 257K)

[The Basics](#) >

Who qualifies, which properties are eligible, how much will the credit be, etc.

[Chart Highlighting the Major Modifications to the First-Time Homebuyer Tax Credit](#) > (PDF: 309K)



[NAR's Green Resource Council 'Eco Family Guide'](#)

The first official guide from the Green Resource Council to assist consumers with the most cost-effective ways to save money

MEMBER PRICE: \$0

List Price: \$19.99



[Fair Housing Handbook - Fourth Edition Download](#)

This must have fair housing resource has just been updated - it's an excellent resource for fair housing guidance.

[Fair Housing Sales: Pocket Guide Download](#)

Made for brokers and agents, it covers commonly asked questions and suggested answers relating to fair housing issues.

MEMBER PRICE: \$0

List Price: N/A



[It Pays to Work with a REALTOR® - Spanish Version Download](#)

Designed as a presentation piece for consumers it outlines the essentials of why it's important to work with a REALTOR®.

[It Pays to Work with a REALTOR® - Eng Download](#)

Designed as a presentation piece for consumers, it outlines the essentials of why it's important to work with a REALTOR®.

HUD Announces Manufactured Housing Policy Guidance

On May 21, 2009, the US Department of Housing and Urban Development released Mortgagee Letter 2009-16 on Federal Housing Administration (FHA) mortgage insurance eligibility for manufactured housing. The Housing and Economic Recovery Act of 2008 authorized HUD to make changes to manufactured housing for new and existing construction. FHA states that a manufactured home is a structure that is transportable in one or more sections, and is designed to be constructed to the Federal Manufactured Construction and Safety Standards and is so labeled. While modular housing is also factory built, FHA treats it as stick-built housing.

To be eligible for FHA insurance the manufactured home units and land must be classified as real estate although they need not be treated as real estate for state tax purposes. The borrower is required to have a 3.5 percent cash investment in the transaction and land equity may be used to satisfy this requirement. Gift funds from eligible sources are also permitted for the down payment. Individual units in condominium projects are now eligible for FHA insurance; however, the Spot Loan Approval process is not applicable.

[HUD Mortgagee Letter 2009-16: Manufactured Housing Policy Guidance Federal Manufactured Construction and Safety Standards](#)

Making Home Affordable Program



On February 18, 2009, President Obama announced his Making Home Affordable Program, designed to help up to 7-9 million families avoid foreclosure by restructuring or refinancing their mortgages. In doing so, the plan not only helps responsible homeowners behind on their payments or at risk of defaulting, but prevents neighborhoods and communities from being pulled over the edge too, as defaults and foreclosures contribute to falling home values, failing local businesses, and lost jobs.

For more detailed information, visit

MakingHomeAffordable.gov.

Green Retrofit

HUD Announces Green Buildings Retrofit Initiative for Multifamily Assisted Housing

Under the American Recover and Reinvestment Act of 2009, HUD is creating a green retrofit program for multifamily properties receiving HUD project based assistance - including Section 8 or Section 202 or Section 811 housing. Funding of up to \$15,000 per residential unit to reduce energy costs, improve indoor environmental quality or provide other environmental benefits can be provided. Applications are being accepted beginning June 15, 2009. All money must be obligated by September, with work being completed within 2 years.

[HUD website for more information](#)