COCBR NEWSLETTER

Your most current source of local REALTOR® News

Tip of the Week

Soliciting Expired Listings

Soliciting expired listings is easier than ever with technology today but must be done with caution as it can irritate the sellers who are being bombarded with solicitations.

Remember!

Soliciting of a listing under contract can result in a fine of up to $2,500!

(that includes WITHDRAWN!!)

It also includes:

ACT
BMP
SSP
PEN
POP
CSN

Learn More HERE

Education/Information

Homesnap – The Basics

- Digital Marketing for Agents
- Integrated Messaging and Communications
- Real Time MLS Data on the Go
- Instant Info on Any Property

Provides 2 CE Credit Hours and Lunch
Please RSVP to Cascade Title
woodyardteam@cascadetitle.com
or Call 541-997-8417

Thursday, September 12, 2019 10:00am-12:00pm
Cascade Title, 715 US-101, Florence, OR 97439

Lock Box Library Form

(Ctrl. + Right Click Here)

Highlight

Reduced Building Charges

New measures make it cheaper to build a modest home or ADU. Systems development charges are reduced for smaller dwellings through June 2020. These charges are usually paid along with building permit fees for new development and reflect the long-term impact of new development on sewer systems, streets, and other infrastructure-related costs. The partial exemptions are based on size, as shown in the table below. The full cost of SDC's for a new single-family residence is $12,619.08, so these exemptions can be significant.

Square footage classification	Amount of partial exemption
Less than 1,000 sq. ft.	60% exemption
1,000 – 1,199 sq. ft.	50% exemption
1,200 – 1,399 sq. ft.	40% exemption
1,400 – 1,599 sq. ft.	30% exemption
1,600 – 1,799 sq. ft.	20% exemption

Office Hours for the business week of September 9th -13th

Monday	8am	-	4pm	OPEN	
Tuesday	-	-	-	CLOSED	Working in Eugene/Springfield
Wednesday	8am	-	4pm	OPEN	
Thursday	8am	-	4pm	OPEN	
Friday	8am	-	4pm	OPEN	

BROKER TOUR

Wednesday, 8:30AM

Florence Senior Center
1570 Kingwood St
Florence, OR 97439

WHAT YOU NEED TO KNOW:

- Properties must be on RMLSweb no Later than the day (Tuesday) before, by 10:00 a.m.

- If office staff puts the tours on for you, please make sure that you have your properties to them in time to meet Tuesday's 10:00 a.m. deadline.

- Tour reports are pulled from RMLS by Area. If your property is not in the weeks assigned area it will not be seen on the weekly report.

- If you believe your listing should be included in a tour area other than the area it's listed in, a request can be made to the COCBR office via phone or email.

NOTICE!! CORRECTIONS HAVE BEEN MADE

October, November, December

Upcoming Tour Areas

	September Hosted by:	TR Hunter
Sept.	4th	225,226,227 Coast Village, Greentrees Village & Florentine
Sept.	11th	228 Florence Town
Sept.	18th	229 Florence Beach
Sept.	25th	230 Florence North
	October Hosted by:	West Coast RE
Oct.	2nd	231 South/Dune City
Oct.	9th	225,226,227 Coast Village, Greentrees Village & Florentine
Oct.	16th	228 Florence Town
Oct.	23rd	229 Florence Beach
Oct.	30th	238 Florence East/Mapleton
	November Hosted by:	Windermere
Nov.	6th	230 Florence North
Nov.	13th	231 South/Dune City
Nov.	20th	225,226,227 Coast Village, Greentrees Village & Florentine
Nov.	27th	228 Florence Town
	December Hosted by:	Berkshire Hathaway HS
Dec.	4th	229 Florence Beach 230 Florence North
Dec.	11th	230 Florence North 231 South/Dune City
Dec.	18th	231 South/Dune City
Dec.	25th	No Tour

Letter from the EO

This week has been a flurry of small stories involving the real estate industry and it's hard to choose one topic to focus on. Between the scams, creepy clients, the market that can't decide if it's great, or nervous, and our own City of Florence making changes to building codes and zoning ordinances there's a lot to take in. Part of the job is knowing what your clients expect you to know as their Sherpa on this climb to home ownership. Focus your attention on the issues important to your clients and what will help them in addition to your lead generating. It will help strengthen your relationship and give them peace of mind while making you look like the expert you are. Also remember to use safe practice techniques when meeting with clients and when using your computer. Your security is more important than any deal.

James Thibault

CASCADE TITLE CO.

Locally owned & operated for over 65 years!

"Homesnap - The Basics"

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Presented By:
Micki Goss, Subscriber Relations Representative
Reginal Multiple Listing Service

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Village Plaza 4750 Village Plaza Loop, Ste 100 | Eugene, OR 97401 | 541 653 8622
Florence 715 Highway 101 | Florence, OR 97439 | 541 997 8417