

# COCBR NEWSLETTER

YOUR MOST CURRENT SOURCE OF LOCAL REALTOR® NEWS



## Tip of the Week...

### Fiduciary Responsibility:

If lower Interest Rates are a big motivator for your buyer slow down for a moment to reflect with them on what fees they are paying to get those rates and talk about the property owner tax write-offs that they might not be getting anymore and could be far more damaging to a budget than the Interest Rate.

## Featured Class...

### Violation Prevention

**Date:** Thursday March 14<sup>th</sup>

**Time:** 9:00am - 12 Noon

**Location:** Florence Events Center

### Taught by:

Selina Barnes  
Real Estate Agency  
Regional Division Manager

To enroll, contact:  
Dclifton@windermere.com

## Highlight of the Week...

### Save the Battery!

SentriLock recommends the following to prolong battery life since extreme temperatures can affect lockbox battery life:

**Store your lockbox away from heat sources.** Leaving your lockbox on a car dashboard in July is not a great idea.

**Remove your SentriCard® from the card slot.**

**Lock the keypad when the lockbox is not on a listing.** Lock the keypad by inserting your SentriCard®, entering your PIN, and when the READY light displays, press FUNC+6+7+ENT.

**Tweak the default settings on the SentriLock website.**

## This Weeks Office Hours

Monday	8am	-	4pm	OPEN	
Tuesday	8am	-	4pm	OPEN	9:45am – 12 Listing Load
Wednesday	9am	-	4pm	OPEN	Broker's Tour in AM
Thursday	7:30am	-	3:30pm	OPEN	
Friday	8am	-	4pm	OPEN	



**Letter from the E.O.**

This week I came across an interesting tidbit you may wish to share with struggling first time homebuyers. If you have not heard, there is a new UltraFICO Score coming out soon that will help those with little credit history improve their credit by looking at how they manage their money rather than only looking at Credit Card and Loan history. Unlike the other major credit reports that are automatically generated, this one must be opted into by the individual. Something to investigate and keep in mind for clients who are struggling to build credit. I'm no expert so talk to your accountant and banker for more information.

*James Thibault*

P.S. REALTOR® DAY AT THE CAPITOL is coming up! See page 3

**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.*

**Upcoming Tour Areas****March Hosted by: Coldwell Banker**

**March 13<sup>th</sup> - 229 Florence Beach**  
 March 20<sup>th</sup> - 230 Florence North  
 March 27<sup>th</sup> - 231 South/Dune City

**April Hosted by: TR Hunter**

April 3<sup>rd</sup> - 225, 226, 227 Coast Village, Greentrees Village & Florentine  
 April 10<sup>th</sup> - 228 Florence Town  
 April 17<sup>th</sup> - 229 Florence Beach  
 April 24<sup>th</sup> - 230 Florence North

**May Hosted by: West Coast RE**

May 1<sup>st</sup> - 231 South/Dune City  
 May 8<sup>th</sup> - 225, 226, 227 Coast Village, Greentrees Village & Florentine  
 May 15<sup>th</sup> - 228 Florence Town  
 May 22<sup>nd</sup> - 229 Florence Beach  
 May 29<sup>th</sup> - 238 Florence East/Mapleton (5th Wednesday-next in July)



**JOIN 1,000 OF YOUR COLLEAGUES** from around the State on the Capitol grounds in Salem to stand up for real estate industry issues for yourself AND your clients. Hear presentations on OAR's legislative agenda and then meet and mingle with your legislators during a BBQ lunch and small group appointments. Let's have a real show of force by getting as many REALTORS® to participate as possible!

- FREE EVENT
- Includes Lunch
- Includes One Hour CE Credit
- **REGISTRATION IS OPEN!**

Show your support by inviting three of your colleagues to the biggest REALTOR® event in Oregon! Please also help us get the word out by promoting the event. You can [Download the flyer](#), email signature or social media post.





# Meet our Affiliates

This week let's meet Brian Goss from Northwest Inspection Services!



**Brian Goss, Owner/Operator** comes from five generations of carpenters and has been around construction all of his life. He has 11 years' experience working in Florence as a contractor, and now has owned his business as a Certified and Licensed Home & Commercial Building Inspector for 4 years.



## Brian's favorite part of the job?

"My favorite part of being a home inspector is by far the opportunity to work with such a diverse group of agents, buyers, and sellers, especially in our tight knit community. Whether you're new to the area or have been here since the 80's like me, you soon discover it's a big family atmosphere where you will run into and work with your children's teachers, grandparents' doctors, favorite restaurant owners, etc. This gives a real sense of pride and dedication in your community, which often leads to giving back in ways such as fundraising for food share or local children's programs"

# Upcoming CE Classes

Contact Desiree Clifton at [Dclifton@windermere.com](mailto:Dclifton@windermere.com) to sign up for CE classes.

## ATTENTION: Violation Prevention

Taught by: Selina Barnes, Real Estate Agency Reg. Div. Manager  
 Florence Events Center  
 March 14th  
 9:00am – 12 Noon

## Ethics and Professional Standards (Meets NAR Code of Ethics!)

Taught by: Julia Ryan  
 Cascade Title Office  
 April 25th  
 9:30am – 2:30pm  
 (One-hour lunch)

**Central Oregon Coast Board of REALTORS®**  
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