

Realty agency makes move

Remodeled restaurant becomes new home for ERA

by SCOTT NEWTON
Staff writer

Some people are surprised when they see the new office of ERA Town and Country Estates, which is in a building that formerly housed a restaurant.

According to Joyce Harris, broker, two women went in during the remodeling planning to have lunch.

But since the new ERA signs have gone up, there have been no requests for pizza.

The agency moved across the street, to 39460 S.E. Proctor Blvd., about two weeks ago. The benefits of the new office include visibility from both Proctor and Pioneer boulevards, lots of parking and a spacious office that features clean, newly finished pine.

ERA Town and Country Estates Inc. is the largest real estate agency in Sandy with 14 full-time employees.



Joyce Harris and Phyllis Mizner are pleased with ERA's new office.

'People have more confidence in what's happening. They're willing to buy a house again.'

— Phyllis Mizner

Phyllis Mizner, who has nine years of real estate experience, was a charter member of Town and Country.

She bought out three other partners during the economic downturn of the early 1980s and kept her business going long enough to see a return to a better market.

"Business last year was fair, this year will be better and next year will be exceptional," Mizner said, reflecting the new optimism that she says she is experiencing locally.

She said interest rates have stabilized and more people are back to work.

"People have more confidence in what's happening," Mizner said. "They're willing to buy a house again."

The people who buy property in Sandy can be a diverse group, ranging from first-time home owners to investors.

Serving those customers can be a challenge, Harris said. A buyer might be looking for a commercial

lot, farm land, recreational property or a home.

An agent selling a rural home might have to go out and determine where the property lines are, or negotiate terms on sharing a well or a driveway. "The agents out here earn their commissions," said Harris, who formerly worked in northeast Portland and Gresham.

Mizner said several agents have been with Town and Country Estates since its inception.

Listings, competent agents and good service are what a real estate agency has to offer, Mizner said. "Good service is the key."

Harris, who has 11 years of real estate experience, joined Mizner a year and a half ago, when Mizner purchased the ERA franchise.

ERA stands for Electronic Realty Associates, a name that dates back to the company's listing of property on a nationwide basis using a FAX machine, a new concept at the time. The company, which offers a number of services for buyers and sellers, is now

worldwide in scope, Mizner said. But Mizner said all the agents at Town and Country live in the area. ERA franchises are locally owned.

Mizner, president and sales manager, said Harris is an important member of the staff. As broker, Harris goes over all of the sales agreements before they are finalized.

Three new employees are studying to be real estate agents, which means the extra office space will be put to good use.

"It was above and beyond togetherness," Mizner said about the former office.

Harris jokes that everything in the old office "just fits" in the new one.

File cabinets fit perfectly under one stairway. A computer terminal — with the Oregon Multiple Listings — fits under the other stairwell.

Oregon Multiple Listings, which are available at other real estate offices as well, help customers find

property using demographics such as location or price.

Upstairs, in the loft, is a large meeting room. And the building has three other smaller conference rooms.

In all, ERA will use about 2,600 square feet, with another 1,000 in office space available to lease by a compatible business.

Mizner said the firm is leasing the office from a new owner, who purchased the building in the spring.

ERA employees have worked all summer preparing the new location. They cleaned all the wood trim, and then finished it. The pine and numerous windows give the office a bright look.

The building also has new carpeting and wallpaper.

On the outside, the building has been painted light blue, and the parking lot has been repaved.

An open house will be held Thursday, Aug. 20, and Friday, Aug. 21, from 4 to 8 p.m.

Banker named to committee to advise state on housing

John Leszar, assistant vice president and manager of Clackamas County Bank's Gresham loan center, has been appointed to the governor's housing conference advisory committee.

The 14-member committee suggests speakers and issues to be covered at the conference, which is scheduled for Nov. 3 this year, to state housing officials.

A wide range of topics may be covered at the conference — everything from foreign building techniques to the financing of real

estate, Leszar said. The governor's housing conference has been held annually since 1969. It is designed for money lenders, real estate agents, builders, government officials and advocates of programs for low-income people.

A Gresham resident, Leszar was asked in June to serve on the committee, a task he said he accepted because he is a specialist in real estate loans.

The committee has met three times to date to discuss this year's conference program.

Robert Teague finishes training

Private Robert E. Teague son of Iris Wright and stepson of Jim Wright of Boring, recently completed training as an Army military police specialist under the one station unit

training program at Fort McClellan, Ala.

Teague is a 1985 graduate of Sandy Union High School.



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Obituaries

Gordon Claus

Gordon Earl Claus, 30, died at his home in Corbett on Aug. 12.

He was born to Earl and Patricia Claus in Portland on Jan. 28, 1957. When he was 3, his family moved to Corbett where he attended Bull Run School.

After attending Sandy Union High School, Gordon entered the U.S. Army in 1973 and served in West Germany.

He returned to the Corbett area after his discharge where he worked

in the commercial insulation business with his father. He enjoyed playing the guitar, woodworking and whittling.

Survivors include his wife, Eva; two children: Jeanette and Kimberly, both of Corbett; his parents, Earl and Patricia Claus, also of Corbett; three sisters: Gayle Ball of Alaska, Debra Loucks of Portland and Loretta Claus of Troutdale; and his grandfather, LeRoy Johnson of Portland.

Funeral services were Aug. 17 in the chapel of Sandy Funeral Home. Pastor Richard Bryson officiated.

State traffic fatalities decrease

Traffic fatalities on Oregon roads were lower in July than in the same month in 1986.

Fifty-nine people died during July, compared to 64 last year.

The yearly total is 318, as compared to 342 for the first seven months of 1986.

The fatalities included 31 drivers, nine passengers, 10 motorcyclists, four pedestrians and five bicycle riders.

Of the 40 motor vehicle drivers and passengers, 36 were not wearing a seat belt. Six of the 10 motorcyclists were not wearing a helmet.

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