

Realtors to celebrate with open house

Owners say
1987 was
a good year

The owners and staff of Lutz-Snyder Co. Realtors plan to celebrate an important sale soon. They have purchased the building they are in.

To celebrate the change of ownership and to thank customers, the real estate agency will hold an open house Friday, Dec. 11, from 4 to 8 p.m.

The Sandy agency, located at 38858 Pioneer Blvd., is an independently owned and operated franchise.

It is owned by Babe Dodson, Steve Summer and Jerry Lawson, who is a broker. Between the three of them, they have over 40 years of real estate experience.

Ten sales people work full time, and four others work part time. A secretary is also employed there.

Dodson said the people at the agency work well together. She said making a sale sometimes entails more than just having a willing seller and a willing buyer.

While there are any number of problems that could pop up, there are also a lot of resources to draw upon at the agency.

"If you've got a problem transaction, there are a lot of people here who can help you work the bugs out," Dodson said.

In addition to helping people find the right home or farm, Dodson said a major responsibility is helping people understand the variety of financial packages available.

Most lending institutions offer 30 or more financial packages, she said. "Between several of us in here, we are knowledgeable of all the different types," Dodson said.

The past year has been a good one for the company, and Dodson and Summer credit a stable, low interest rate — 10.25 percent as an average — and an improved economy.

Most of their sales have been residences or small farms, she said.

Dodson's specialty is residential property. Summer's is farms and rural acreage and Lawson's is commercial property. However, Dodson points out that all of them are able to help customers in most kinds of real estate transactions.

Summer, who leases a farm and runs a small farming operation, said he just has an interest in farm properties. He said buying a home and a few acres is a goal of a number of their customers.



Babe Dodson, center left, prepares to accept the keys to new Lutz-Snyder building from Margaret Hillyard. Also pictured is Steve Summer, far left, and John Hillyard and

Jerry Lawson. Margaret Hillyard's parents, Mr. and Mrs. A.W. Bell, used to live in the house. A.W. Bell founded Sandy Truck Lines in 1914.

Lawson, who has lived in Sandy for 45 years, has helped develop Aldergate, High View Estates and Sagewood Estates. All three of the housing developments are in the southeast part of Sandy.

'If you've got a problem transaction, there are a lot of people here who can help you work the bugs out.'

— Babe Dodson

Lawson said their building offers the best location in Sandy for a real estate office. Most sales are to people who are from out-of-town, and the office is the first one people see as they

arrive in Sandy if they are coming from the west.

"We have a tremendous number of walk-ins," Dodson said.

Of course, long hours also contribute to sales volume. Lutz-Snyder Co. Realtors is open from 9 a.m. to 6 p.m., seven days a week.

The owners of the building have installed new carpets and have added a conference room since purchasing the building in August. They also plan to paint the building soon and do more landscaping.

Lutz-Snyder is a member of the Oregon Multiple Listing Service, which helps sales people locate properties according to location, price or other specifications. The computer service can even help a person figure his or her tax deduction from purchasing a certain piece of property, according to Dodson.

Dodson said the real estate business has changed in that lending institutions are now more protective of their investment and require more inspections.

Inspections also protect the buyer, she added.

As a rule of thumb, Dodson said a buyer should be able to spend about 25

percent of his or her gross salary on house payments.

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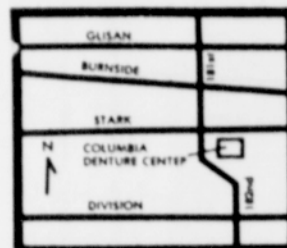
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Food drive set in Boring

The Gresham Early Riser Club and the Boring Fire District are accepting donations of cash and food for an annual Christmas basket project.

Donations of cash are used to help purchase perishable items for the food baskets, according to Willard Boring. Contributions may be mailed to Boring at 28475 S.E. Kelso Road, Boring, 97009.

Donations of canned food may be taken to the Boring Fire Hall. Children from the Boring and Damascus school districts will be holding canned food drives.

People who need food baskets should apply at the Fire Hall by Dec. 21.

The club gives out 50 to 55 baskets each Christmas, Boring said.

Women invited to potluck

The Sandy Women's Aglow Fellowship invites all women to its annual Christmas potluck. The luncheon will be held at the Living Way Fellowship Church, 17270 Strauss Ave., on Tuesday, Dec. 15, from 9:30 a.m. until 12:30 p.m.

Baby-sitting will be provided. People attending are asked to take their favorite Christmas dish to share at the potluck.

A collection of canned food and clothing is being taken up for the homeless.

Birth announcements

Morgan Marjama

Tim and Cindy Marjama of Boring welcomed Morgan Dawn to the family on Nov. 2. She weighed 6 pounds, 6½ ounces, and measured 19½ inches.

She joins a sister, Ashley, 3. The grandparents are Don and Bonnie Gilbert of Portland and Don and LeAnn Marjama of Sandy.

The great-grandparents are Mr. and Mrs. Al Marjama of Chico, Calif., and Mr. and Mrs. Donn Greene of Duluth, Minn.

Brittnee Nicholson

Michael and Julie Nicholson of Boring welcomed Brittnee Christene to the family on Nov. 12. She weighed

6 pounds, 12 ounces, and measured 20½ inches.

The grandparents are Mike and Sally Nicholson of Boring and Vern and Darlene Mann of Sandy.

The great-grandparents are Dale and Iris Dowell of Sandy, Thomas and Vivian Baker of Boring, Dean Mann of Seaside and Jack and Jean Nicholson of Troutdale.

Joshua Scheel

Mark and Cheri Scheel of Sandy welcomed Joshua Ronald to the family Nov. 30. He weighed 6 pounds, 13½ ounces, and measured 19½ inches.

He joins a sister, Cara, 7.

The grandparents are Orv and Dona Scheel of Columbia City and Duane and Carolee Witt of Boring.

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