

Caillier new Rotary president

Mark W. Caillier was installed as the 54th president of the Rotary Club of Keizer at a colorfully decorated banquet on Wednesday, June 28.

Caillier, a former Keizer City Council and currently involved with software development, has been a member of the Keizer club for eight years. He took the president's gavel from Nathan Bauer as he announced Rotary International's theme for the coming year: Making a Difference.

Other officers installed at last week's banquet were:



M. Caillier

Chuck Lee, president-elect, Nathan Bauer, past-president, Alana Lang Neads, secretary, Mark Baker, treasurer. Directors for the 2017-18 include: Cari Buchholz, Jeff Davis, Brian Lea, Jason Lewis and Dr. Cindy Strawn. Marc Adams will continue as chair of the Keizer Rotary Foundation.

Rotary Club is a global network of 1.2 million members who work to make positive changes at home and abroad. Locally, the Keizer club has raised more than \$500,000 over the past 50 years for projects in the community.

Hot housing market has pitfalls

Whether you're buying or selling

By ERIC A. HOWALD
Of the Keizertimes

Two local real estate businessmen gave a glimpse into the local housing market at the Keizer Chamber of Commerce luncheon Tuesday, July 11.

Bob Shackelford of HomeSmart Realty Group and Justin Morris of Guild Mortgage offered their insights into current trends.

Shackelford said to be wary of stories about homes getting bid up to astronomical prices.

"The sellers think overbidding is great, but appraisal changes that and renegotiating begins," he said.

There is an inventory shortage, but the more realistic expectation is that a home will only be on the market for a short time — in many cases only a few days.

"The \$350,000-plus homes might stay on the market more than a week," Shackelford said.

He added that the number of "for sale" signs seen around neighborhoods can be deceptive because they often



KEIZERTIMES/ERIC A. HOWALD

Justin Morris, a branch sales manager with Guild Mortgage, talks about trends in the home financing at the Keizer Chamber of Commerce luncheon Tuesday, July 11.

main long after a contract has been accepted.

The average price of recently sold homes in Keizer is about \$276,000 and the median price is \$261,000.

While the market is bullish for sellers, it can be a very different atmosphere for buyers, especially those seeking to purchase a first home.

"When (first-time buyers) have a house in their range there are more bidders out there with stronger offers," Shackelford said.

Even homes that have been in foreclosure are being put back on the market slowly and are frequently selling at retail prices, he added.

Morris said the cost of new homes is on the rise because of the materials costs.

"The builders don't have as much profit margin as they used to which is pushing up prices," Morris said. "There's not even a lot of profit on the more expensive \$400,000 to \$500,000 homes according to the statements we get after closure."

While both lamented some of the regulation put in place after the housing market crash of 2008, Morris said it serves a purpose.

"With those regulations, it allows the banks to have better loans in their portfolios and that allows us to keep our costs down," he said.

Shackelford said the biggest piece of advice he has for those currently in the market for a home is to get pre-approved for a loan before getting in the car to "go shopping."

"Talk to a lender and have a pre-approval letter. They mean more now than they once did, and you've got the cart before the horse without one," he said.

"Builders don't have as much profit margin as they used to."

— Justin Morris
Guild Mortgage

Plan now for National Night Out

The Keizer Police Department is registering groups for the annual National Night Out event in August.

On Tuesday, Aug. 1, neighbors are encouraged to step out and meet-up, share information, and connect with local public safety personnel.

In partnership with the National Association of Town Watch, the Keizer Po-

lice Department will be co-sponsoring the 34th annual National Night Out event citywide from 6 to 9 p.m. Over 38 million people in more than 16,000 communities throughout the country will join forces to promote police-community partnerships, crime, drug and violence prevention, safety, and neighborhood unity.

National Night Out is designed to: 1) heighten crime awareness; 2) generate support and participation in local anti-crime efforts; 3) strengthen neighborhood spirit and police-community relations; and

4) send a message to criminals letting them know neighborhoods are organized and fighting back.

Many neighborhoods will host a variety of special events such as block parties, cook-outs, potlucks, dessert socials and youth activities. Neighborhood Watch block captains are highly encouraged to organize an event as an opportunity to contact their participants, meet new neighbors and update their rosters. All other neighborhoods are also encouraged to participate. To register your gathering, visit, www.keizer.org/nno-2017.

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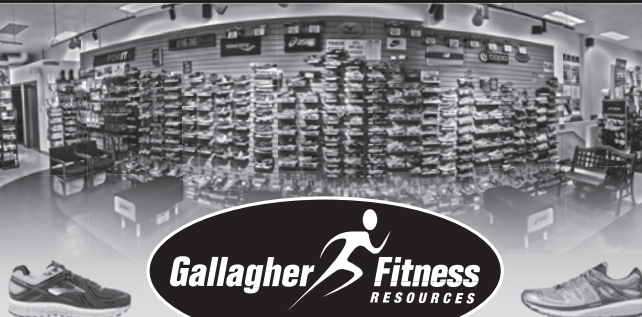
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