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## 5 Year-End Tax Saving Strategies For Real Estate Investors

By: **Amanda Han** | Oct 19, 2023  
[www.rentecdirect.com](http://www.rentecdirect.com)



Contrary to popular belief, tax savings does not happen in April each year. Planning is not done when you take your tax forms to your tax preparer. By April, all you are doing is report what did (or didn't happen) last year. To get true tax savings, we need to be involved in proactive tax planning. This means working proactively during the year to put the right strategies in place so that by next April, you are able to legitimately save on taxes.

Tax planning is when we take a look toward the future and take the right steps to ensure we are legitimately using the tax code to our advantage. Believe it or not, one of the best times to do tax planning is actually at year-end. Why? Similar to a sports game where the scores may go up or down during the game. The winner though, is determined by who has the most points at the end of the game, when the clock counts down to zero. Tax Savings works the same way. Where your numbers stand on 12/31 will determine, for the most part, how much in taxes you pay or save.

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## Webinars

### Best Practices

Presented By: Tia Politi

Nov 6<sup>th</sup> from 4 - 6pm

### Inspections, Maintenance & Tenant Violations

Presented By: Christian Bryant

Nov 8<sup>th</sup> from 4 - 7pm

\* Register online at  
[www.roa-swo.com/events](http://www.roa-swo.com/events)

## Make a Contribution TODAY!

**Oregon Rental Housing**  
KEY PAC



# RENTAL OWNERS ASSOCIATION OF SOUTHWESTERN OREGON

## Who is the ROA?

Rental Owners Association of Southwestern Oregon is an organization that's been around for over 30 years and consists of landlords who care about practical, legal and profitable land lording practices. Through the association, they share problems, solutions, and ideas with other landlords and find information that comes from similar organizations in Oregon and around the country.



Our Association is currently comprised of over 200 landlords!

## Advertise Your Business in the ROA Newsletter!

The monthly newsletter reaches over 200 landlords who need your products/services to manage their rentals.

- Landscaping
- Pest Control
- Maintenance
- Contractors
- Plumbing
- Carpet Cleaning
- Electrical
- Insurance
- Housekeeping
- Security
- Painting
- Appliance Repair
- Flooring
- Legal Aid
- and much more...

### Contact us at:

2707 Broadway Ave.  
North Bend, OR 97459

info@roa-swo.com  
(541) 435-4376

**Book your spot today! Space is limited.**

## Half Page Ad

7.5" W x 4.5" H = \$60

Outside Back Cover = \$100

## Quarter Page Ad

3.5" W x 4.5" H = \$35

## Business Card Ad

3.5" W x 2" H = \$20

## Full Page Ad

7.5" W x 10" H = \$100

(example not shown)

## 4 Signs Your Rental Property Gutters May Need A Fall Cleaning

Oct 10, 2023

[www.rentalhousingjournal.com](http://www.rentalhousingjournal.com)



### 1. Rainwater Is overflowing

One of the major reasons to have gutters is to drain water from the roof and channel it away from the foundation. This also helps prevent your roof from holding excessive moisture that could lead to the rotting of its wooden parts.

However, when your gutter is filled with debris or wooden particles, it becomes difficult for it to control the water and even channel it away from your property.

### 2. Presence of algae and debris

Algae, debris, dirt and leaves are most likely to find their way to your rental property gutters one way or the other. If you notice the presence of birds and critters, you may want to check if there is debris in your gutter. It can make a nice nest for the birds which could lead to even more maintenance issues.

Failure to clean your gutter of algae and debris may lead to mold growth, which can damage the exterior area of your rental.

### 3. Stagnant water around the foundation

Your foundation is the anchor that holds your rental to the ground and prevents moisture or even flood water from getting in. But a clogged gutter can cause severe damage to your foundation if not cleaned properly and early.

If you notice a pool of standing water around your foundation, it could be caused by gutters not working properly.

### 4. Stains on your siding

If you notice any form of stains or streaks on your siding, it may be time to get your gutters checked and cleaned. This is because when your gutter is clogged with debris and leaves, water is not able to flow properly, causing it to seep into the siding.

While you may be able to handle minor gutter cleaning, you should consider hiring a professional company to handle bigger jobs. This will help you get the job done on time and correctly the first time.



What are you thankful for this year?  
Let's talk about it.

Join the ROA-SWO for a  
members-only dinner! (No-Host)

@ Puerto Vallarta  
230 S 2nd St., Coos Bay  
Nov 9th starting at 5pm

# Happy Thanksgiving



You're invited to the Annual ROA

# *Christmas* Party

**Thurs, Dec 14th @ 5:00pm**  
**Coach House Restaurant**  
**604 6th Ave, Coos Bay**

Meetup with your fellow ROA  
members for a fun-filled and festive  
no-host dinner at the Coach House  
Restaurant's outdoor patio.



## 5 Year-End Tax Saving Strategies For Real Estate Investors

*Continued from page 1*

Simply put, year-end tax planning is the process of reviewing your financial situation at the end of each calendar year and strategizing ways to minimize your tax liability for that year. This is especially important for real estate investors because there are so many tax incentives for us.

### 1. MAINTAIN ACCURATE FINANCIAL RECORDS

An essential part of successful year-end tax planning for real estate investors lies in maintaining accurate and thorough financial records. Proper bookkeeping is more than just recording numbers—it's a strategic tool for tax planning.

By keeping a clear record of all financial transactions, including income, expenses, property purchases, and sales, investors can ensure they are capturing and maximizing their allowable deductions and credits. This not only provides a clear picture of your financial health but also lays the groundwork for potential tax savings.

Comprehensive and up-to-date financials make it easier to identify tax planning opportunities and enable more accurate forecasting for tax liabilities.

In short, good bookkeeping gives real estate investors the insights needed to strategically plan when it comes to year-end. With all the systems and automation that are now available, make sure you have your books and records set up for success. And if you do not have it set-up, year-end is the best time to get all of that buttoned up.

Not only will this help you with year-end tax planning, but it can also help a ton to alleviate tax-time stress next April.

### 2. DEFER INCOME INTO NEXT YEAR

Another effective year-end tax planning strategy for real estate investors is to defer income into the next year.

This strategy might involve delaying the closing of a property sale until January of the next year. If the sale

closes in January, the income from that sale won't be taxable until you file your tax return for the following year, effectively delaying the tax bill. A deferral of income by even one day (from 12/31 to 1/1) can result in an entire year of tax deferral. This also allows you to have an additional year to plan for ways to offset that income.

Another method involves holding off on chasing overdue rent until the New Year. Remember, in the world of taxes, it's not what you earn but what you keep. So, by strategically deferring income, you can manage your annual tax liability more effectively. But consider this strategy carefully, as it may not be advantageous if you expect to be in a higher tax bracket next year.

### 3. ACCELERATE EXPENSES

Another year-end tax planning strategy for real estate investors is accelerating expenses. This involves making deductible business purchases before the year ends to reduce your taxable income for the current year.

*continued on page 8*



- Need help?
- Questions about landlord/tenant law?
- Advice on how to deal with a tenant?

Call the Helpline! Speak to a Property Manager who knows the law inside and out and who can speak from personal experience. FREE to all ROA members of the Southwestern Oregon Chapter.



Calls are returned within one business day between the hours of 7am and 8pm. Helpline is closed weekends and Holidays.





## Form of the Month

# WEATHERIZATION AGREEMENT

M13

Tenant(s): \_\_\_\_\_  
 Tenant(s): \_\_\_\_\_ et al (and all others)  
 Address: \_\_\_\_\_ Unit: \_\_\_\_\_  
 City: \_\_\_\_\_ OREGON Zip: \_\_\_\_\_

### For Houses & Duplexes:

- 1) Cover all foundation vents: These are the holes around the perimeter of the house. They should be blocked off to stop wind and cold from getting under the house and to the pipes. Snug-fitting cardboard works very well for this. **DO NOT LEAVE COVERS ON VENTS FOR PROLONGED PERIODS**, only during the cold spell. Ventilation is necessary to prevent moisture damage to the building and furnishings.
- 2) **Disconnect all outside hoses, hose splitters & water features:** (i.e. Hot Tubs, Fountains, etc.) All should be disconnected and drained before winter/freezing temperatures begin. Please double check when the temperature drops below 26°. This allows proper draining of the pipes and prevents freeze damage. It's also a good idea to purchase a cold weather faucet cover or wrap the faucet with rags/newspaper and secure with string/rubber bands when the outside temp drops below freezing. If water flows from behind the wall, the faucet is broken. Turn off water, discontinue use, and notify Owner/Agent immediately. Tenant(s) will be responsible for any subsequent cost.
- 3) **Washing machine faucets:** There are usually two short rubber pieces of hose from your faucet to your washing machine. Disconnect these from your machine and run them into the drain pipe in the wall. This will allow you to leave both faucets trickling.
- 4) **Locate your water shut-off valve:** It is a good idea to know the location of the water shut-off valve well in advance of severe weather. If you cannot locate the valve, contact your utility company.

### For all Units, When Temperature is Below 26°:

- 1) **Keep all water inside the building running:** It is important to keep water moving in all of the water pipes to prevent freezing. It requires more than just a drop. Keep the stream approximately the width of a pencil lead (both hot and cold) from every faucet when outside temperatures are 26°, and below. If you are worried about wasting hot water, turn off the electric breaker to your hot water heater. Put a string through the flapper of your toilet to keep water flowing there.
- 2) **Leave the heat on:** Heat should be kept at a minimum of 62°. Open cupboard doors under sinks and leave them open as long as temperature is below freezing to allow some heat near the pipes.
- 3) **Notify Owner/Agent during extended winter absences:** If you are going to be gone for longer than a couple of days when freezing temperatures are possible, please notify Owner/Agent so appropriate measures can be taken.

### If Your Pipes Freeze:

- 1) Locate water shut-off valve for unit and discontinue use (where applicable).
- 2) Turn off breakers to hot water.
- 3) Open all water lines, including outside faucets.
- 4) Notify \_\_\_\_\_.

**Get heat on them to speed up the thawing process. This can be accomplished using:**

- 1) A heat lamp.
- 2) A space heater.
- 3) A blow dryer.

Do not leave any of the above unattended for any period of time and **NO OPEN FLAMES ON ANY PIPES AT ANYTIME!** Should damage occur due to the Tenant(s) failing to follow these instructions, the cost for repair shall be placed upon the Tenant(s), unless the damage is the result of an act of God.

Tenant	Date
Tenant	Date
Tenant	Date
Owner/Agent	Date

Tenant	Date
Tenant	Date
Tenant	Date
Owner/Agent	Date



# M13—Weatherization Agreement



## What this form is for:

This form specifies the duties of Tenants to take action to prevent freezing temperatures from damaging the Rental Unit.

## When this form is used:

Use this form to provide specific direction to your Tenants of their responsibilities to prevent frozen pipes, and what actions to take if the pipes do freeze.

## How this form is filled in:

1. Fill in the Tenant(s) name(s) and the Property Address.
2. List who the Tenant should notify if the pipes do freeze.
3. Tenant(s) and Owner/Agent(s) sign and date.

## Older editions:

- The only edition is “Rev. 3/22”

## The NEW Forms Manual is Here!



A **must have** for any private landlord or property manager.

Forms have been updated to reflect the changes to Oregon Landlord/Tenant Law. This is an instructional guide on how to use these forms. This invaluable guide will help you deal with tenancy issues the right way!

**ONLY \$100**

(FYI, it's a tax-deductible business expense)

Pick up your copy at E.L. Edwards 2707 Broadway Ave. in North Bend

## 5 Year-End Tax Saving Strategies For Real Estate Investors

*continued from page 5*

For landlords, these expenditures may include repairs and maintenance on rental properties, prepayment of insurance or property taxes, or purchasing equipment or supplies needed for property management.

If you foresee a repair or a significant purchase early next year, consider if it would be beneficial to make it this year instead. By doing so, you're essentially shifting next year's tax deductions into this year, reducing this year's tax liability.

Be cautious of what you prepay to avoid any issues. For example, you may not want to prepay a large amount to a new contractor with whom you have never worked. Make sure that what you prepay will have a minimal risk of loss or forfeiture.

### Advertise Your Business in the ROA Newsletter!

**Reach over 200 landlords  
who need your products/services  
to manage their rentals.**

**Book your spot today! Space is limited**



541-756-0347  
info@roa-swo.com

## C-Corp

*[ 'sē , kórp ]*

**A business structure  
in which owners, or  
shareholders, are taxed  
separately from the entity.**

### 4. SHIFT PROPERTY MANAGEMENT INCOME INTO A C CORPORATION

Shifting property management income into a C Corporation is another strategic move in year-end tax planning for real estate investors.

Establishing a C Corporation for managing your properties can potentially lower your tax rate. The C Corporation tax rate is a flat 21%, which is lower than the top individual federal tax rate. If your personal tax rate is higher than 21%, it might be beneficial to shift some of your income to the C Corporation.

By doing so, the income derived from property management is taxed at the corporate rate rather than your potentially higher individual rate. However, it's essential to remember that this strategy has its complexities. The corporation needs to be a real, operating business providing bona fide services.

Also, keep in mind the potential for double taxation; the C Corporation pays corporate income tax, and shareholders also pay taxes on dividends received. As with most things in the tax world, there is not a one size fits all solution.



## 5. MANAGE CAPITAL GAINS AND LOSSES

Proper management of capital gains and losses is yet another crucial component of year-end tax planning for real estate investors. If you had a significant gain this year and did not do a 1031 exchange, consider using offset strategies before year-end to alleviate that tax bite.

For example, did you have other rentals that are expected to create tax losses this year? Maybe tax losses can be created strategically through cost segregation studies. Alternatively, you may be interested in purchasing more rentals by year-end to strategically create some rental losses to offset that gain.

### TIME IS OF THE ESSENCE

As you can see, year-end tax planning for real estate investors is crucial. Now is the time to take action. It is important to begin to tackle it before the holiday season kicks in. The reason is twofold.

First, the holidays are traditionally a busy time, and you may not have the mental bandwidth to give your finances the attention they deserve. By starting early, you ensure you have enough time to evaluate your portfolio, meet with your tax advisor, and make necessary adjustments.

Second, many tax strategies, such as deferring income or accelerating expenses, require time to implement effectively. They are not last-minute decisions but require careful planning and strategizing. Starting your tax planning before the holiday season ensures that you have plenty of time to implement these strategies and maximize your tax savings.

# Capital Gain

*['ka-pə-təl 'gān]*

The increase in the value of an asset relative to the price that was originally paid for it.



The Oregon Rental Housing Key Political Action Committee strives to elect state legislators who will work for the best interests of rental property owners.

Contribute to the Oregon Rental Housing KEY PAC and you may qualify for a Tax Credit.

[oregonrentalhousingpac.org](http://oregonrentalhousingpac.org)

**Make a Contribution TODAY!**

# Welcome New and Returning ROA Members!

Danielle Cleary, Stephanie Duran & Douglas Grabinsky

## Your ROA Board of Directors

**President:** Cindy Colter  
coltercindy@gmail.com (541) 404-8609

**Vice President:** Regina Gabbard  
regina@eledwardsrealty.com (541) 756-0347

**Secretary:** Jessica Webber  
jessica@advancedpropertymgmt.biz

**Treasurer:** Dahla Allen  
dahlaallen@icloud.com

**Past President:** Regina Gabbard  
regina@eledwardsrealty.com (541) 756-0347

**Position #1:** Maria Menguita  
malumeng@gmail.com

**Position #2:** Rebecca Jennings  
parksidevillagecoosbay@gmail.com

**Position #3:** Joan Mahaffy  
mahaffyje12@yahoo.com (541) 269-6562

**Position #4:** Danielle Eastwood-Swanner  
danielleswanner94@gmail.com

**Position #5:** Michelle Cantrell  
michelle@orbpm.com (541) 808-9040

**Position #6:** Vacant

## 2024 Slate for Board Officers

**President** - Cindy Colter  
**Vice President** - Rebecca Jennings  
**Secretary** - Jessica Weber  
**Treasurer** - Dahla Allen

**\*NOTE:** Voting will take place online via email ballot.

Ever wonder what goes on at ROA Board meetings? Have any suggestions to share? Interested in joining the board? Bring your thoughts and/or ideas. Or just listen in and see what we're all about.

The ROA Board of Directors meets every month. Meetings are always open to members. Contact us for more information.



**roa-swo.com**

**Contact us at:**

PO Box 1712  
Coos Bay OR 97420

info@roa-swo.com  
(541) 435-4376

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# Event Calendar

Best Practices (Webinar)

Monday, Nov 6th 4:00-6:00pm

Inspections, Maintenance & Tenant Violations (Webinar)

Wednesday, Nov 8th 4:00-7:00pm

ROA-SWO Thanksgiving Dinner @ Puerto Vallarta

Thursday, Nov 9th starting at 5:00pm

ROA-SWO Christmas Party @ Coach House

Thursday, Dec 14th starting at 5:00pm



For details on all ROA-SWO events please go to  
[www.roa-swo.com/events](http://www.roa-swo.com/events) or email us at [info@roa-swo.com](mailto:info@roa-swo.com)

## Code of Ethics

Excerpt from the Bylaws of the Rental Owners Association of Southwestern Oregon

The objectives of this Association shall be:

- A. To unite, for their mutual good, rental housing owners, managers and/or their agents in the Southwestern Oregon area.
- B. To strive to maintain those standards of the residential rental industry which are of a high ethical and up-to-date business level.
- C. To stimulate cooperation among rental owners to the end that the best possible service will be rendered to the owners and renters.
- D. To provide appropriate information and educational opportunities on state/federal laws, rules/regulations, policies/procedures and rental housing management.
- E. To cooperate with other organizations having similar goals.

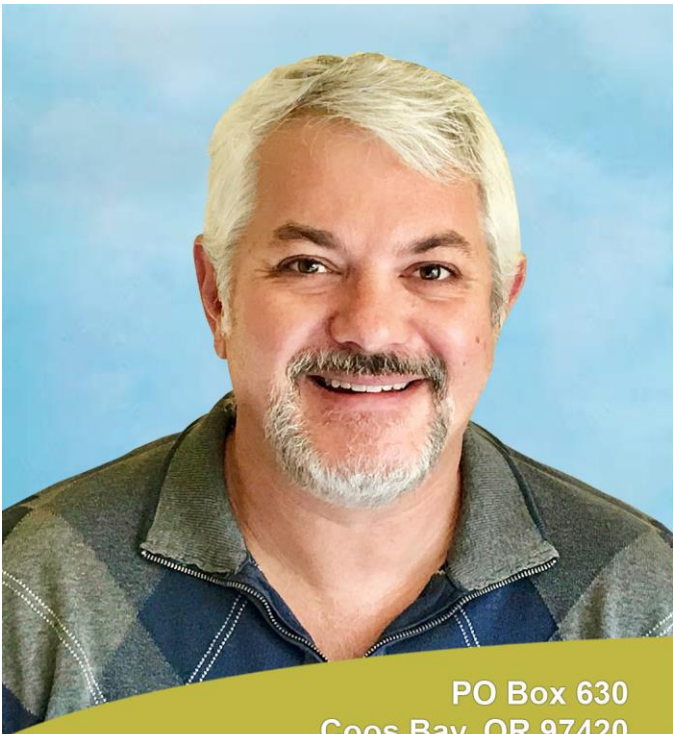




**RENTAL OWNERS  
ASSOCIATION OF  
SOUTHWESTERN  
OREGON**

**PO Box 1712**

**Coos Bay OR 97420**



**PO Box 630  
Coos Bay, OR 97420  
Phone: (541)756-2056  
assistant@pmtlaw.net**

## **Patrick M. Terry Attorney at Law**

**Representing Landlords on the  
Southern Oregon Coast since 2002**

As a landlord of 11 rental units, Patrick understands the needs of his clients and is eager to help.

He specializes in:

- Landlord/Tenant Law
- Real Estate
- Collections
- Estate Planning
- Business
- Probate

\*Free 1-hr consultation only covers landlord/tenant matters. All other matters are subject to hourly charge. Inquire for details.



ROA SWO's attorney on retainer.  
Current members receive a FREE  
1-hour consultation annually, plus  
discounted rates for representation.