

My name is Ron Norton Reel, and it is with great pleasure I submit my support of HB 3177. As both an owner of a real estate office and real estate property management company in the Brookings/Harbor area, I have seen the massive destruction that transpired within our community. Our industry relies on people arriving to our community to visit and find a primary, secondary, or investment property. For three months last year, my office did not have one single transaction close because our community was shut down. We had to cancel all of the reservations for the vacation rentals we manage, our hotels were closed, and our food eateries were closed or opened only to take-out during restricted times. Our real estate office was closed to the public. Our property management office was reduced hours so we could cover the immediate issues that arose from the rental properties, but our cleaners, handypersons, and yard maintenance people lost their revenue they depended on for survival. Many of our renters who are involved in either the restaurant and entertainment, hotel, cleaning, and food industry whether it be food delivery, stocking, or general and causal workforce lost or had their hours substantially reduced. Some of our renters used all of their savings and did not have any resources to meet their rental obligations. We became creative regarding their security deposits and with cooperation from the owners of the properties, we adjusted some of the security deposit funds with both parties agreeing to use and to replenish these funds for some of the burden. We sent letters encouraging those who fell behind to pay any amount they could toward the balance so it would not be so devastating once the grace period ended. A couple of our renters got into the \$20,000 area behind. We actively got involved in some of our other community efforts to help and ultimately, all of our renters survived and at this juncture only one is still behind. We are now at a place and time when social distancing, proper protocols for cleaning, and mask wearing combined with vaccinations will allow us to go forward and continue climbing out of the abyss and return our community and state to a safe and prosperous model for others to emulate.