

# HOUSING NEWS



The Newsletter of the Greater Springfield Apartment & Housing Association  
1717 E. Republic Road, Suite A  
Springfield, MO 65804

May 2007

## INSIDE THIS ISSUE:

- President's Message
- Affordable Housing List
- Did You Know?
- NAA Blue Moon Software
- Mr. Landlord—Tips on Management
- Advertising Rates
- Current SAHA Membership
- Future Meeting Dates

## SAHA Is:

- Non-profit, professional organization dedicated to the betterment of the rental housing industry. Our members strive to provide and promote quality affordable housing, SAHA serves these members through
- Education
- Legislation
- Communication

## Contact Us:

Phone: 417-883-4942  
FAX: 417-886-3685  
E-Mail:  
saha@springfieldhousing.net



The Greater Springfield  
Apartment & Housing Association  
*presents*

## NAA'S LEASE SOFTWARE BY BLUE MOON

Speaker:  
Michael Semko, Esq., NAA

When: May 17, 2007

Where: Golden Corral  
2020 E. Primrose  
(South of Battlefield, just east off of Glenstone)

Time: 12:00 noon

*Mark your Calendars.....*

Summer Break  
June, July & August

*Next Meeting September 20, 2007*

## A MESSAGE FROM BRENT...



Dear SAHA Members:

Please join us at noon on May 17 at the Golden Corral as we welcome Michael Semko, Esq. from National Apartment Association. Michael will introduce us to the Blue Moon Forms software program, so mark your calendars! Blue Moon Software is the exclusive distributor of the official lease forms approved by the National Apartment Association (NAA) and its state and local affiliates. Visit their website [www.blumoon.com](http://www.blumoon.com) for more information about their product.

There is still time to register for the 2007 NAA Education Conference & Exposition that will be held in Las Vegas, NV from June 28-30, 2007. Visit [www.naahq.org/educonf](http://www.naahq.org/educonf) for more information about this year's largest conference of the industry. This is an event you will not want to miss!

One of the many benefits of being a member of the Springfield Apartment & Housing Association is the advertising aspect of having your business listed on [www.springfieldhousing.net](http://www.springfieldhousing.net). Check out the Vendor Directory. Owners, as well as others, use this directory — so **Vendor** members, if you want to be listed under additional categories, let us know! **Owners**, you might be surprised at how much web traffic there is on the Rental Search. When you have properties available and want them listed, or if you specialize in specific areas and want to be listed in those zones, let us know! Lastly, did you know when you provide us with your **website address**, viewers can jump right to your website by clicking on the link? *If you want to utilize these tools, call us at 886-3685 so we can assist you in making it happen!*

The Springfield Apartment & Housing Association received a *Thank You* letter from the American Red Cross for our generous donation, made possible by those who participated in another successful SAHA Annual Bowlathon. We extend our thanks to the lane sponsors, team members and silent auction donors for their spirited participation!

If you are interested in serving the Springfield Apartment & Housing Association board of directors, please contact me. This is your association and we want to make sure we are offering the services and programs you want. If you have a program topic that you think would be of interest to the members of the association, please let a board member know. We are also looking for program topics for managers or maintenance personnel.

Sincerely,

Brent Haselhorst, President  
Springfield Apartment & Housing Association

### Vendor Presentation

The following vendor will present a short program at the upcoming noon luncheon:

**Jeff Howell & Bruce Lockhart**  
**Lockwell Heating & Air Conditioning**

The Springfield Apartment & Housing Association would like to thank all the vendors for their continued support!

## Springfield Apartment & Housing Association – Affordable Housing List

The following members have reported to us that they have specific units for which the rent is \$450 or less. Please contact the individual members to determine availability at any given time. This list is not updated for individual vacancies. All rents listed are subject to change. (Rev. 4/07)

### AFFORDABLE HOUSING ACTION BOARD — 865-4055

(EXTENSION \*29 FOR A LIST OF AVAILABLE UNITS)  
Non-profit agency providing decent, safe and affordable duplexes and houses for rent to low-to-moderate income families. Two, three and four bedroom units that rent under \$450 per month. HUD 50% and 60% income guidelines apply to all our rental units.

#### Angie Kellett — 882-7089

1 and 2 bedroom apartments and duplexes, 2 and 3 bedroom single family homes. Lawn care, trash service and w/d hookups included in some units. All units: Pets OK with non refundable pet deposit. Security deposit is equivalent to one month's rent. Refrigerator and stove included in all units as well.

#### A.R. Wilson Realtors — 864-4600

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

Efficiency, one, two and three bedroom single family homes and plexes in Springfield and the surrounding areas. Rents range from \$165 to \$450. No pets. Call to check for availability.

#### Bridges Apartments — 881-3517

Duplexes in 3000 block S. Franklin, 2 bedroom. With garage or off-street parking, \$400 to \$450 a month. Central A/C, washer/dryer hookup, refrig, and stove and garbage disposal. Tenant provides trash service and utilities. No pets. Large, fenced back yards with lawn care provided. Near local park.

#### BRYAN PROPERTIES — 864-6303

Two bedroom units, many within walking distance of SMSU campus. Call to check availability.

#### Forest Park Apartments — 862-6662

Two and three bedroom townhomes. Full basements with washer/dryer hookups. Gas for heating, cooking and hot water, water, sewer and trash are paid. 2 BR's are \$399-469; 3 BR's \$469-550. Income restrictions apply. Limited amount of Section 8 subsidy.

#### Graham Properties — 832-0659

Apartments available from \$375 +. Amenities vary. All are near MSU and the MSU shuttle service. Pets allowed in some instances. Most with washer & dryer, some fireplaces. Good security and plenty of off-street parking.

#### Greystone Properties — 833-5963

One and two bedroom apartments with varying amenities. All available on Norton Road within 1 mile. Rents range from \$320 to \$425 per month plus deposit. Some partial utilities available.

#### HAMILTON PROPERTIES — 883-7887

Affordable apartments for rent to low to moderate income families or seniors. One, two and three bedrooms that rent under \$450.

#### HAS PROPERTIES — 866-4329

Public Housing & Section 8 programs for Springfield.

#### Jay and Kaye Rentals, LLC — 869-8801

1 Bedroom locations: 1610 N Washington (9-unit apt); 1220 E Central (Duplex); 518-526 N Patterson (4plex); 716 S Jefferson (4plex); 1624 N Hayes (duplex); 2305 N Prospect (duplex); 2 Bedroom locations: 3217-3223 N 21st Ozark (4plex townhome).

#### Newman Enterprises — 833-2960

Apartments in Springfield & Willard – 1 and 2 bedroom houses. Prices are \$250 up to \$400 per month plus deposit. Trash service included. No pets.

#### Prefitt Properties — 869-0596

Two and three bedroom single family homes in various locations in Springfield. All nicely renovated. Rents range from \$365 to \$450. Pets allowed with owner approval and additional deposit. Call to check for availability.

#### Southwood Properties — 869-5421

Studios from \$299, 1 Bedroom from \$379—\$499. 2 Bedroom from \$429. Conveniently located by downtown and not more than 8 blocks from MSU. Pets are accepted at some locations.

#### Tuck Rentals — 887-4121

1530 E. Primrose, Suite B

Two bedroom, one bath duplexes at Grand and Kansas Avenue; two bedroom, 1-1/2 bath townhomes at 2351 East Cherry. All appliances and washer/dryer hookups.

#### Woodgate Apartments

#### Hunter Property Mgmt. — 887-4661

Studios are \$289, 1 Bedrooms are \$329 and 2 Bedrooms are \$419. Conveniently located between Sunshine and Battlefield on Ingram Mill Rd just off of Hwy 65. Swimming pool, picnic area and laundry facilities on the property.

## DID YOU KNOW?

If you are interested in looking up the **Missouri Revised Statutes**, please do an Internet search for “Missouri Revised Statutes” or go to [moga.mo.gov/statutesearch](http://moga.mo.gov/statutesearch). Please enter a search for “Landlord Tenant” and all the revised Missouri statute will be available for review.

Did you know a copy of the **Springfield Nuisance Ordinance** is on the SAHA website? Find it by going to [springfieldhousing.net](http://springfieldhousing.net).

Did you know City Utilities is now accepting e-mail addresses as a way to notify owners that a tenant is signing up for utilities or that they are moving out and they would like their utilities shut off. Please e-mail City Utilities at: [customerservice@cityutilities.net](mailto:customerservice@cityutilities.net) and give them your account number.

If you would like free *screening information* go to: [greenecountymo.org](http://greenecountymo.org) – with your mouse, highlight **Departments & Offices, Judicial Courts, Circuit Court**, then “**Press here to start your search of Court’s Computerized Records**”, then click on the **Missouri CaseNet** link on the left side of the page. In the Circuit Court search, one can list a name in the General Index and come up with all activity concerning that person, whether civil or criminal for this area. This is good for finding evictions!

Did you know customers can connect and disconnect utility service via internet at anytime that meets their personal needs by going to [cityutilities.net](http://cityutilities.net)? Additionally, these services are available by phone by contacting our call center at 863-9000.

SAHA members can report street light outages by calling City Utilities at 863-9000, then pressing “1” for the electrical department. Only a physical address of the street light is required for repair service. Reports can be made 24 hours a day, but repairs are handled more efficiently during regular hours.

Did you know Missourians can request **1 FREE** copy of their **Credit Report** every 12 months! Go to [www.annualcreditreport.com](http://www.annualcreditreport.com) or by phone at 877-322-8228. To get your credit report by mail, print out the request form at [www.ftc.gov/credit](http://www.ftc.gov/credit).

### The 2003-2004 Missouri Red Book

Published by the Missouri Apartment Association

This book contains Missouri Statutes, cases, rules and regulations that affect multifamily housing owners and managers. This book is printed every few years and contains all type of law notes and is very informative for owners. The cost is \$35. For a copy, please call Jean Harmison at 886-8606

# Are You Protected?

NAA's **Click n' Lease** takes the *fear* out of leasing for independent owners.



NAA's Lease software by BlueMoon has designed **Click n' Lease**, which offers incredible savings for independent rental owners with **25 units or fewer**.

For only \$75\*, you receive **200 "clicks"** (about 10 leases) that can be used until exhausted, and each additional 200 clicks are only \$50.

Benefit from a team of **lawyers** who monitor legislatures and annually review and update the lease, so you don't have to **fear** out-of-date forms.

Speed up preparation, improve accuracy and reduce **scary** errors with the NAA Click n' Lease's built-in calculations.

\*Pricing available in all states except Texas



Visit [www.bluemoon.com](http://www.bluemoon.com)  
or [www.naahq.org](http://www.naahq.org) for information

# Helpful Tips on Management for Landlords!

## SHOW GENUINE INTEREST TO RENTAL APPLICANTS

Do some of your applicants seem concerned about the price of your rental homes or apartments? People do not care how much you know until they know how much you care about them. And once the prospect knows you may really care, price is not as important. So often, we as landlords get caught up in our rentals that we forget to focus on the applicant and their needs. If you take time to show genuine interest in the applicant, they will be far more likely to be persuaded to rent your home, even if the price is a little higher than what they were hoping to find.

How do you show genuine interest? By asking questions instead of just talking. And by listening very carefully to the responses to determine the applicant's wants and needs. Once you really know why the applicant is looking for, you can tailor the presentation to meet their needs. Two simple but important questions to ask are: What are you looking for in your new home? and, Why are you moving from your current home? These two basic questions not only show that you are interested in the applicant's situation, but might also uncover the prospect's specific needs and motives for moving.

## DO NOT SHOW PROPERTY TO SURROGATES

I changed my showing procedures a few years ago and no longer have "surrogates" view a property for rent. Prospects either view it online and rent it or come and view it before renting it. Having surrogate - friend, parents or relative view the property put another "filter" on the information that was not being relayed to the prospects. So I stopped it last year and have had better results. My biggest problem with surrogates is their talking to my current residents with stupid questions which had already been answered directly with the prospects.

## HOW TO GET REALTORS TO BRING YOU LEASE OPTIONS

Let's talk about how to work with Realtors to buy more rental property. Many investors think that real estate agents don't have the best deals or they have all been picked over by the time they actually hit the market. I believe that some of the sweetest deals are sitting on the market. We automatically think that Realtors or their clients will snatch up the best deals before they hit the market.

It is true that some of the best deals do get snatched up before they hit the market, but there are many other deals left behind that no one sees. The reason that no one sees them is because they are looking for "traditional" or what I call "retail" homes, not "lease option" homes. These are two very different markets. The retail market is what about 90% of the people and investors understand. The lease option market takes up a portion of the remaining 10% of the market.

I look to work with Realtors who understand the concept of lease options and can help their sellers understand lease options. This understanding can take time. Your job is to assist Realtors to understand lease options. First, I have a letter that I send to a listing agent explaining the concept; second, I have a presentation that I do for my local real estate offices; and third I network and continually tell Realtors what I do. I hear investors tell me all the time that Realtors just don't understand or do not want to understand what they do. I can only say that patience and persistence pays off.

Realtors are trained in the "Retail Market" which is 90% of what is out there. As investors, our job is to continue to help those around us understand what we do, and what type of properties we are looking for, so they know when to call us. The type of home I am looking for through a Realtor is one that the seller either: a) Doesn't need their equity out or b) Doesn't have any equity in their home

When a Realtor hears a seller say, If my home doesn't sell soon, I might have to rent it, then the Realtor should think of you (assuming you have continued to remind them of what you do). All you need is two to four good listing Realtors. They work directly with the sellers and know which sellers are in trouble, which ones can rent, and which homes are vacant. Once a Realtor knows what you do and has a seller that can accept your terms--voila! You are the proud new owner of a lease option.

Realtors are just like everyone else. One of the most important things for anyone is that they get paid for what they do. When I am taking on an option, I am asking the seller to wait two or three years to get cashed out. I don't want to make the Realtor wait that long. If I do, they won't even tell the seller about what I can offer. Why should they? It might not do them any good. They are doing all the work now to get the deal done and want to get paid for it. So I give them the listing agent portion of the commission up front. This is my option fee and is applied to the purchase price when I get my mortgage or when I sell the home. The agent is therefore paid on what they do just as if they sold it conventionally to another buyer. When you sell the home you will be asking for 3% to 5% down from your tenant/buyer. Therefore, you are still minimal or zero down/out-of-pocket.

This is one of many ideas Wendy Patton, advisor to MrLandlord.com, will be sharing at our upcoming MrLandlord.com Convention, along with Jeffrey Taylor. Other above tips are from contributors to the [MrLandlord.com](http://MrLandlord.com) website and newsletter. For a free sample newsletter, call toll-free, 1-800-950-2250, or visit their informative website at [mrlandlord.com](http://mrlandlord.com) to register to win a free landlording book.



# NATIONAL APARTMENT ASSOCIATION FORMS SOFTWARE

Distributed by Blue Moon Software • Austin, TX • (800) 772-1004

## General Information

Blue Moon Forms Software is an easy to use software package designed to let you quickly fill out all of the official NAA Lease Forms for your state by computer and print the completed forms to your printer. You no longer have to fill out forms by hand or with a typewriter, or maintain an inventory of preprinted forms.

The software has been designed to save you time and money by speeding up the preparation and printing of lease packages. The software has also been designed to improve accuracy and reduce errors by providing built-in math calculations, default settings for recurring items and charges, automatic data transfers from the main lease form to other forms making up the lease package, built-in error checking, and lease expiration reports. Using the Blue Moon Forms Software you will be able to:

- Produce complete, accurate lease packages, including the main lease contract plus related forms, in minutes!
- Print the latest versions of the official NAA lease forms for your state on your printer using blank paper.
- Set up a "lease database" for each property in your portfolio.
- Set up a default lease for each property to prefill recurring entries, such as late charges, due dates, length of lease, etc. for every unit in the property.
- Check lease entries for invalid dates, e.g., an ending lease date that precedes the beginning date, and inconsistent lease terms.
- Automatically transfer lease data from your property management software (Rent Roll, AMSI).

## System Requirements & Recommendations

A personal computer with both a CD-ROM and a 3 1/2 floppy (A:) drive, running Windows 95/98 or Windows NT/2000 is required. We recommend a Pentium or equivalent CPU. You will need at least 64 megabytes of RAM on your computer, and 10 megabytes of free hard disk space. For better performance we recommend you get 128 megabytes of RAM.

The software will print on some ink jet printers and most laser printers. For fastest printing times and sharpest output, we recommend laser printers with 300 dpi and a rated print speed of 6 pages per minute or higher. When selecting a printer, keep the following in mind: Laser printers must have at least two megabyte of RAM. Ink jets must have a printable area of at least 8" x 13 1/2" (some ink jet printers do not have a printable area of this size).

The Blue Moon Forms for Windows makes extensive use of legal size forms. If you are considering the purchase of a printer you should carefully evaluate how easy it is to print on legal paper and switch between legal and letter size.

- Automatically calculate pro-rated rent (using either the exact number of days in the month or the 30 day method of proration).
- Keep track of current leases, preleases and lease expirations. The software even provides a reminder prompt when a prelease becomes current.
- View and sort the apartment lease database by Unit Number, Resident Name, or Ending Lease Date.

## Software Pricing and Policies

The Blue Moon Forms Software is priced at **\$175.00 per property (or site) and shipping.**

### ANNUAL FEE, UPGRADES & FORM REVISIONS

From time to time NAA makes changes to the lease forms to comply with changes in the law or as deemed necessary. If changes are made in the forms or in the software, you will automatically receive completely free of charge all such form revisions and software updates for a period of one year from the date of purchase. After the first year you must pay an annual license fee of \$100 to continue using the software and to continue receiving all forms and software revisions. Blue Moon Software will provide FREE telephone technical support for the software, as well as FREE updates and upgrades, for the first year and thereafter as long as you renew your annual license.

### CLICKS TO PRINT LEASE FORMS

The Blue Moon Forms Software contains a built-in counter that tracks printing of lease forms. Each software package includes access to an initial set of 300 free form clicks. Clicks are used up each time you print a page of any form. The number of clicks used is equal to the number of pages you print. Some forms are automatically printed in duplicate. For example, if you were to print an apartment lease and an inventory and condition form, the counter would be reduced by 14 clicks--12 for two copies of the 6-page lease, and 2 for one copy of the 2-page inventory form.

Additional form clicks beyond the 300 that are provided free with the software, may be purchased through your local apartment association and installed on your system by using an access code

supplied by Blue Moon. Form clicks have been priced to be no more expensive than purchasing pre-printed forms; discounts are available for purchasing in larger quantities.

### Form Clicks

Qty (clicks)	Price
500	\$30.00
1,000	\$56.00
2,500	\$135.00
5,000	\$250.00

(add a \$7.00 handling fee and local sales tax to your order.)

**After you receive your 300 free forms clicks the software must be paid for in full before more clicks can be installed on your computer!**



# Make A Difference In Your Career!

## Keynote Speakers and Education Sessions Announced!



**2007 NAA Education Conference & Exposition**

June 28-30, 2007

Mandalay Bay Resort & Casino, Las Vegas, NV

FOR MORE INFORMATION VISIT [WWW.NAAHQ.ORG/EDUCONF](http://WWW.NAAHQ.ORG/EDUCONF)

Register Today at [www.naaq.org/educonf](http://www.naaq.org/educonf)



4300 Wilson Boulevard  
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703/518-6141  
[www.naaq.org/educonf](http://www.naaq.org/educonf)

The premiere multifamily housing industry education conference is now bigger and better!

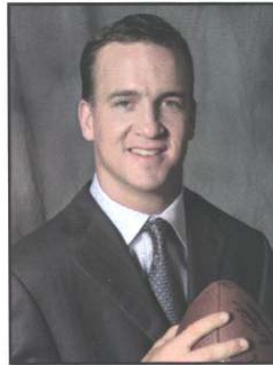
Featuring:

**8 Education Tracks:**

- Leadership • Human Resources • Marketing • Technology • Asset Preservation
- Independent Rental Housing • Specialty Housing • Professional Development

**50 Education Sessions:**

Including a presentation by J. Walker Smith, Ph. D., President, Yankelovich, described by Fortune magazine as "one of America's leading analysts on consumer trends"



**Peyton & Archie Manning**  
An Afternoon with the Mannings  
Thursday, June 28 - 1:00 pm



NAA Education Institute Presents

**Chris Gardner**  
The Pursuit of Happiness  
Saturday, June 30 - 10:30am

For a complete listing of sessions and speakers: [www.naaq.org/educonf](http://www.naaq.org/educonf)

### THANK YOU TO OUR 2007 PLATINUM SPONSORS





# Making A Difference in America

## APARTMENT INDUSTRY AT A GLANCE

- Approximately **81.5 million people**, or over **one-third of the population of the United States**, live in renter households, generating more than **260 billion annually in rental revenues**.
- The apartment industry employs more than **650,000 people**.
- Current estimated value of **U.S. rental housing stock is \$2.5 Trillion**.

## WHY COME TO LAS VEGAS

- Interact and **network face-to-face with thousands of other experienced apartment professionals**.
- Explore the most innovative products and services at the **largest national trade show in the industry**.
- Collaborate with industry leaders to **solve your toughest management, marketing, training and onsite challenges**.
- Improve and heighten your skills with inspirational keynote speakers and **over 50 educational sessions**.
- Take back **thousands of ideas worth millions** to your company and communities.

## WHY ATTEND THIS EVENT

- The Apartment Industry spends **\$21.5 Billion** annually for good & services:
  - \$10.2 Billion** on Capital Expenditures (refrigerators, ranges, bathroom fixtures, carpet, paint, windows).
  - \$3.1 Billion** on Utilities.
  - \$2.2 Billion** on Contract Services (landscaping, security, exterminating, trash & snow removal).
  - \$2.4 Billion** on Repair and Maintenance.
  - \$1.3 Billion** on Insurance.
  - \$1.2 Billion** on Administrative Expenses (computer hardware and software, telephone services, office supplies & office furniture).
  - \$1.1 Billion** on Marketing.

## EDUCATION REMAINS THE KEY FOCUS FOR ATTENDING

- **Roundtables.** Industry professionals share best practices in 5 different peer-to-peer exchanges facilitated by industry dynamos.
- **Trends.**
  - Specialty Housing Trends will identify the latest success strategies in student and affordable markets.
  - Design and Style Trends. Demographic Trends. Who are the future apartment residents and employees?
  - Learn how universal designs and "green" apartment buildings can attract customers.
  - Software Trends in the industry for CIOs and CFOs. Trends in Web sites and Customer Service.
- **Solutions.**
  - A wealth of strategies for small owners including financial strategy, marketing strategy, and technology to fit your needs.
  - Technology solutions for efficiency, management, and excellent customer service!
  - Find out how your company can hire new college talent from NAAEI's university partners.
  - Meet student interns who can help your bottom line.
  - Experts help with Hiring, Training, and Motivation.
  - All new marketing and leasing sessions including a look at diversity in the market plus the full spectrum of generational marketing.
- **Professional Development.**
  - Special sessions for property managers to help them do their jobs better and with less stress.
  - Specially designed "hands-on" sessions for maintenance professionals and "ask the experts" panel.
  - Personal development and motivation topics offered in each series.
  - Sessions to increase your skills in business writing and group processes.
  - Get help planning you NAA education experience from our NAAEI career counselor available onsite.

**SEE YOU JUNE 28-30, 2007 IN LAS VEGAS FOR THE NAA EDUCATION CONFERENCE & EXPOSITION!**













The Springfield Apartment & Housing Association thanks the following members for renewing their membership!

*Annual Dues invoices are mailed based on the month of the anniversary (join date) .*

- A.R. Wilson, Inc.
- Accent Properties
- Adco-Burch Insurance Services
- Affordable Housing Action Board
- All Glass
- Apartment Development Services
- Apartment Finder
- Bell Management
- Ben Steele Properties
- Better Business Bureau
- Bibbs, Independent
- Bridges Apartments
- Bryan Properties
- Caffey Rentals
- Calhoun, Independent
- Casagrand Real Estate & Investment
- Chandler Properties
- Chen Independent
- Citygroup/Smith Barney
- City Utilities
- Clear Creek Golf Car
- Coryell, Independent/TLC Properties
- Crabtree, Tyler
- Craigmont Place Apartments
- Credit Bureau Services
- Croley Insurance
- Dameron, Independent
- David Properties
- Debco Management
- DHS Property
- digital print, ink
- Domino's Pizza
- Doug's Pool & Spa
- Drain Doctor
- Elliott Lodging
- Empire Bank
- Eoff & Associates
- Fairwood Enterprises
- Forest Park Apartments
- Fredrickson, David
- Freedomway Enterprises

- G & S Rentals
- Gillenwaters Developments
- Great Southern Bank
- Greystone Properties
- Guaranty Bank
- Hamilton Properties
- Haselhorst Properties
- Haun Properties
- Hazell Investments
- Heyle Realtors & Counseling Services
- Hofman Supply
- HomeVestors
- Housing Authority of Springfield
- Hunter Property Management
- J & J Properties
- Jefferies Duplexes
- John B. Hughes Apartments
- John Morris Equipment
- Johns Investments
- Kayser, Dave
- Kee Wes Service
- Kellett, Independent
- Kenngo Construction
- Key Management Company
- King Rentals
- Kodiak Property Management
- Lacy Investments
- LL&B Properties
- Lowther Johnson Law Firm
- Magers Properties
- Manley, Independent
- McCann Properties
- McKinnis, Independent
- Media.com Communications
- Merritt Properties
- Metro Builders Supply
- Midwest Rug
- Millennium Properties
- Minuteman Press
- Monarch Property
- Morelock-Ross Properties
- MTM, LLC
- Neale & Newman Law Firm
- Newman Enterprises
- Northside Rentals
- Oakwood Terrace
- Outzen, Sharon
- Over-All Service Specialist

- Ozark Realty Management
- Pay to Stay Properties
- Peck, Independent
- Pepsi Cola Bottlers
- Perry Rentals
- Pin Oak Properties
- Preffitt, Independent
- Preston Holdings, LLC
- Priority Homes, LLC
- Professional Property Management
- Queen City Properties
- R.B.S. Properties
- Realty Services
- Republic Pest Control
- Rumley, Independent
- Savage, Inc.
- Selement Rentals
- Service Master
- Servpro of Springfield/Greene Co.
- Shaddy Rentals
- Sifferman Manor
- Sign-A Rama
- Sleme, Mike & Toni
- South Creek Development Corp.
- Southwood Properties
- Springfield Newsleader
- Springfield Striping & Sealing
- SS & B Heating & Cooling
- State Farm Insurance
- SW Center of Independent Living
- The Lofts
- The Villas at Copperleaf
- Tuck Rentals
- Turner Properties
- Two Men and a Truck
- Uckele Independent
- US Bank
- Waste Management
- Wilhoit Properties
- Wood & Huston Bank

**Welcome our New Members Cont'd!**

- Jeff Archer
- Critter Control of Springfield
- Sharon Cowherd
- Cowherd Construction Co. Inc.
- Tom Fitch
- Fitch Electric L.L.C.
- Joyce Hargrove
- Hargrove Rentals
- Howard Rascoll
- Horizon Court
- Jeff Howell, Bruce Lockhart & Linda Davis
- Lockwell Heating & A/C
- Soonok Mayhew
- Dennis Vance
- Mid America Mortgage Services, Inc.
- Tim Roth
- Momentum Real Estate Investments, LLC
- Steve Smith
- MTS Contracting Inc.
- Jeremy Parks
- Ozark Rentals
- Kevin McAdams
- Pellham Commercial Realtors
- Keith Stump
- Arthur Crawford
- Surplus Warehouse Springfield
- Matt Overmann
- Thousand Hills Golf Resort

**Welcome our New Members!**

(since January 1, 2007)

- John Andes Properties
- Tammy Lockhart
- Canterbury Townhomes

**... and still growing!**

- Todd Kirkpatrick
- TRK Properties LLC
- Bret McGowne
- Wood Re New & Tile Too!

### It Pays to Advertise!

Place your ad in the Springfield Apartment and Housing Association "Housing News" for the following prices:

**Members pay:**

- \$30 per month for a 1/4 page ad
- \$55 per month for a 1/2 page ad
- \$90 per month for a full page ad

**Non-Members pay:**

- \$80 per month for a 1/4 page ad
- \$125 per month for a 1/2 page ad
- \$150 per month for a full page ad

Vendor members will have their company listed and their business card placed in

### How much does it cost to become a member of the Springfield Apartment & Housing Association?

**Vendor Members:**

\$369 per year (includes listing on website, business card and listing in monthly newsletter, etc.)

**Owner Members:**

\$145 + \$2 per unit per year

Call 883-4942 for more information and a complete list of benefits of being a member of SAHA!



## METRO BUILDERS SUPPLY

The Appliance & Lighting *Superstore*  
THE LARGEST SHOWROOM IN SW MISSOURI



Plus Over 20 Additional Brands!

Standard Packages Available

Now Offering Service & Installation

Terrie Everhart  
3252 N. Glenstone  
Springfield 65803  
417-300-0666

# Springfield Apartment & Housing Association Officers & Directors

President:	Brent Haselhorst	864-6083	realmba@aol.com
Vice President:	Barb Rohrbaugh	882-0690	bensteelproperties@yahoo.com
Secretary/Treasurer	Sandy Wheeler	833-5963	slw@ozarkshousing.com

## Committees & Directors

Neighborhood Bowl	Brent Haselhorst	864-6083	realmba@aol.com
Newsletter	Jean Harmison	886-8606	jean@clubmanagementservices.com
Monthly Meetings	Janet Blair	877-8338	jblair@adcoinsurance.com
Membership	Barb Rohrbaugh	882-0690	bensteelproperties@yahoo.com
Internet	Gary Wilson	864-4600	gary@arwilsonrealtors.com
Fundraising	Brent Haselhorst	864-6083	realmba@aol.com
By-Laws	Nancy Preffitt	862-6662	ngpreffitt@juno.com
Budget	Sandy Wheeler	833-5963	slw@ozarkshousing.com

Mike Breeding	882-2800	mike.breeding.b5yc@statefarm.com
Gordon Elliott	887-5658	gelliott@epcpa.com
Butch Morris	881-6440	azell3@aol.com
Russ Meck	831-0123	southwood@mchsi.com
Jay Titus	868-4449	jay.titus@usbank.com
Sam Coryell	886-6119	cwcoryell@aol.com

## Advisory Board

Brian Asberry	882-9090	basberry@nnlaw.com
Craig Lowther	866-7777	clowther@lowtherjohnson.com
Judi Samuel	881-3216	rentals@debcorealty.com
Bryan Magers	882-9397	bm061547@aol.com
A.R. Wilson	864-4600	ar@arwilsonrealtors.com
Gary Wilson	864-4600	gary@arwilsonrealtors.com

## Springfield Apartment & Housing Association Staff

Jean Harmison	886-8606	
	886-3685 (fax)	jean@clubmanagementservices.com

Springfield Apartment  
& Housing Association  
1717 E. Republic Road, Suite A  
Springfield, MO 65804

Phone: 417-883-4942

Fax: 417-886-3685

Email:

saha@springfieldhousing.net

SAHA Web Site

[www.springfieldhousing.net](http://www.springfieldhousing.net)

## SPRINGFIELD APARTMENT & HOUSING ASSOCIATION CALENDAR OF EVENTS 2007

MARK YOUR CALENDARS FOR THE 3RD THURSDAY OF EACH MONTH  
TOPIC SUBJECTS & SPEAKERS SUBJECT TO CHANGE  
ALL MEETINGS WILL BE HELD AT NOON AT THE GOLDEN CORRAL

### Future Meetings & Events:

**May 17, 2007 — National Apartment Association  
Blue Moon Document Program**

**No Meeting in June**

#### Upcoming Summer Events

**July 11, 2007 — Leasing Program (6—8 PM, more details coming)**

**August 22, 2007 — Vendor Social Event (Clarion Hotel, 4 — 7 PM)**

**3rd Thursday in September & October**

**Save the Date on your calendar**