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Summer  
**2023**



Pelican Garage Doors



Pippi and Pine



Nehalem Bay Ready Mix Mohler Sand & Gravel

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## Real Estate Trends on the North Oregon Coast

By Bob Atiyeh

Country Media recently contacted three North Coast realtors about current real estate trends on the North Oregon Coast: Pam Zielinski, Principal Broker for Berkshire Hathaway in Netarts; Michael Henderson, Principal Managing Broker for Duane Johnson Real Estate in Cannon Beach; and Tim Regan, Co-Managing Principal Broker for Windermere Realty Trust in Gearhart and Cannon Beach.

All three real estate brokers said that the current real estate market has changed significantly over the past year, and that while the total number of homes on the market remains low, it has gradually become more of a "balanced market" between buyers and sellers. The relatively low number of homes for sale is keeping prices stable after three years of rapid price increases.

Pam Zielinski said that in her area, which includes Netarts, Oceanside and Tillamook County, prices are still increasing for properties listed for under \$700,000, with some sellers seeing multiple offers; while adding that many parcels of vacant land have sold for high prices. Michael Henderson explained that a few areas in Cannon Beach and Arch Cape are still seeing a slight increase in prices, such as Chapman Point and the Presidential Streets, along with any oceanfront home. Tim Regan noted that in Gearhart and Cannon Beach, sales of properties listing for around \$600,000 are being affected by higher interest rates and are not seeing multiple offers, but that homes selling for

over \$2 million are still selling well and sometimes seeing multiple offers, which tend to be cash offers.

All three real estate brokers said that higher interest rates have not significantly affected the North Oregon Coast real estate market; with "all-cash" offers remaining very common. Michael Henderson said that in his office, about 90% of the offers are cash offers, while the remaining 10% are financed. All three brokers agreed that the low inventory of homes for sale can partly be blamed on existing homeowners reluctant to sell and give up their 2.5%-3% mortgages, with the current 30-year fixed-rate mortgage around 6.5%.

The number of real estate deals that fail to close and go back onto the market has increased to about 1 out of every 5; partly because buyers are now expecting concessions from sellers, with sellers not willing to make concessions. Normally about 1 out of every 10 real estate transactions fail to close.

All three North Coast real estate brokers offered their unique perspective and advice from their years of experience: Pam Zielinski of Berkshire Hathaway in Netarts is predicting a good summer and said that "lots of people still want to buy homes at the coast, which many people see as a good investment", but added that the uncertainty around any new regulations affecting short-term rentals in Tillamook County has been affecting the real estate market. Michael Henderson of Duane Johnson in Cannon Beach and Arch Cape offered advice to potential buyers to

"use a reputable mortgage lender and to make sure that the lender has their underwriting evaluate and approve your pre-authorized loan amount." He added "that a hardworking, tenacious and experienced broker will know how to keep a deal together, but that it take experience to know when to let it go." Tim Regan of Windermere in Gearhart and Cannon Beach explained that "during Covid, lots of people started working remotely from their beach homes and discovered that they like living here and decided not to leave", adding that he "thinks interest rates should ease a bit later this year, and that until interest rates come down a bit, there is a limit to what people will pay." He recalls that North Coast real estate values dropped about 40% in 2008, and that it took until about three years ago for values to recover to their previous levels.

According to the most recent "Market Action Report" covering real estate in Clatsop, Tillamook and Lincoln counties, the real estate "inventory in months" increased to 4.5 months in April from the previous 3.2 months in March, and almost triple from the 1.6 months a year earlier in April 2022. A real estate market is considered "balanced" between buyers and sellers with an existing inventory of 4 to 6 months. Over the past 3 years, inventory fell to a low of 1.1 months in December 2020 and again in October 2021, and remained under 2 months from September 2020 through May 2022, which indicated a very strong sellers market during that period.





Pippi & Pine features mid-century, retro, and boho style home items. Photo courtesy of Pippi & Pine

# Get your mid-century, retro décor at Pippi & Pine

**By Chelsea Yarnell**  
Guest Contributor

Pippi & Pine is a retro shoppers paradise. Inside the quaint shop on 2nd Street in Tillamook, shoppers can find vintage Pyrex, mid-century furniture, retro glassware, boho lamps, one-of-a-kind artwork, and more.

Local Tillamookian owner Aaron Kinney opened the store in August 2022

and has curated a space filled with classic, timeless pieces.

"I've always been a mid-century fan and there wasn't a mid-century store in Tillamook," Kinney said of her reason to open the location. "I like the style: the simplicity and the clean lines. You can toss a mid-century piece of furniture in with anything and it goes."

In addition to mid-

century, Kinney also stocks the store with retro and boho style pieces that she has sourced herself from estate and garage sales from around the Pacific Northwest.

"The more unique a piece, the more I gravitate towards it," Kinney said of the items in her store.

*Pippi & Pine*

Continued on Page A10

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From left to right: Aaron Burris, Angel Benito, Eduardo Benito, Deanna Walker, Bob Pippenger, Allen Burris, Angela Burris, Alex Burris. (Not pictured: Jackie Burris)



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# Pelican Garage Doors

Pelican Garage Doors is a family owned and operated business based in Lincoln City, Oregon, serving the Central Oregon Coast, as well as Tillamook and Lincoln counties.

Owners Derek and Lisa Jacobson take pride in meeting a variety of their clients' garage door needs including garage door repair, sales, service and installation. Daughter Natalie

is also on the team, working remotely as her husband serves in the military.

Pelican Garage Doors provides superior customer service, working one on one with clients. They operate with integrity and take pride in their work, treating customers the way they want to be treated. Incoming phone calls are answered in a timely manner, and their technicians show up on

time and do quality work.

When garage door problems are left unresolved, they can gradually degrade over time, leading to premature failure. For example, metal doors rust and buckle, especially here on the coast, and wooden doors grow heavy with moisture. People don't realize how a garage door can be dangerous until they try to fix a broken spring themselves and that's

why professional tune ups are always important.

The longer a garage door problem is ignored, the worse it will get over time. By minimizing the need for large-scale repairs and replacements, hundreds of dollars can be saved, while simultaneously extending a door's service life.

Pelican Garage Doors provides maintenance repairs and services. These include inspection, to locate loose or missing hardware, balance testing of the doors and springs, and bearings and rollers. Technicians will also check all safety features are oil and lube mechanisms.

They also offer free, detailed consultations for new garage door installation with written quotes. The Pelican Garage Door team works with clients to develop garage door designs that complement the individual character of each home and the occupant's needs.

If you're looking for a new garage door to replace your old one, or simply a repair to fix or extend the life of your existing one, Pelican Garage Doors offers everything you need in one place.



Daughter Natalie with husband Angelo and daughter Audrey



Team member Jarob, garage door tech



Owners Derek and Lisa Jacobson

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# Finding Joy and Enrichment in Senior Living

For many people, a move to senior living is often determined by physical needs – whether it's a risk of falling, an inability to continue driving, or increased difficulty in performing daily activities.

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- Regular activity can prevent certain diseases, such as diabetes and heart disease, and help with blood pressure, balance and sleep.

- Group activities are a great way to create and build friendships, which is particularly vital for older adults who can often be isolated.

- Regular activity helps older adults maintain or strengthen their cognitive health, as try-

ing new activities forces the brain to adapt.

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# TILLAMOOK COUNTY HOMES/FARM/LAND/INVESTMENTS



24760 US 101, Beaver  
\$1,299,000 - 80 Acre former Dairy Farm, bordering State lands. Beautiful acreage fully fenced with multiple farm buildings plus a 2bdm single wide manufactured home. Newest barn built in 2014. West Creek roughly forms the North border of the land. Two spring fed ponds, one creek fed pond, 1 water district hookup, 2 septic tanks. 3-phase electric. MLS 23-74 Pam Zielinski 503-880-8034



614 Ginger Ave, Garibaldi  
\$2,500,000 – Exquisite Northwest Craftsman custom home with a view that takes it all in. From the ocean to Cape Lookout, the entire Tillamook Bay including Miami Cove, and the romantic Garibaldi Marina, you will be captivated from every panoramic angle. 3589 sq ft of elegance and finely crafted finishes. 4 bedrooms, 2.5 luxurious bathrooms, view deck & patio, on a street of beautiful well maintained homes high on a ridge. MLS 21-472 Pam Zielinski 503-880-8034



4940 Bourbon Pl, Netarts  
\$1,190,000 – Spectacular Netarts bayfront view from showplace mid-century, rebuilt in 2017. Flagship home in enclave of upscale Whiskey Creek Ranch. 3 bdms 3 full baths plus family room. Overlooks bay and saltmarsh, teeming with waterfowl and everchanging scenery. Nature at its finest. Vaulted ceiling, skylights, quartz, infloor heat. Enjoy entry level living surrounded by beauty and cradled in luxury. Lower suite w/private entry. 2568 sq ft on .31 acre. MLS 23-124 Pam Zielinski 503-880-8034



4370 Fleming, Netarts  
\$795,000 –Sunset bay and ocean view from fabulous home with 4 to 6 bdms. All essentials on main floor, extra bdms and bath on lower level. Licensed as vacation rental. 2 fireplaces. Indirect lighting, newer bath fixtures & LVP flooring, large view deck. Bay view Hot Tub. Half a block to waterfront. RV parking pad. Crabbing & clamming on Netarts Bay. Great restaurants nearby. MLS 23-26. Pam Zielinski 503-880-8034



7 Lots on Breezee Way, Oceanside  
\$465,000 – Considering building some work force housing? Here are 7 affordable lots with underground utilities stubbed to each. All ready for you to build out and sell or rent them out to fill the local need. Located in a cozy enclave on the West side of Netarts Oceanside Hwy, just outside The Capes. MLS 23-80. Pam Zielinski 503-880-8034



2 Acres on Maxwell Mountain, Oceanside  
\$1,200,000 – Feel like you are on top o' the world? Then you should live there! This dividable acreage is studded with massive ancient trees. Terraced topography should easily allow for 2 one acre homesites. With prudent tree removal, your ocean view should include the bluffs and the lighthouse on Cape Meares. MLS 21-382. Pam Zielinski 503-880-8034



2195 Larson Rd, Tillamook  
\$534,000 - Opportunity for the entrepreneurial spirit. Commercial zoning provides endless possibility for living and profiting from the comfort of home. Charming guest suite above garage with private entry currently used as Airbnb for excellent income stream. Oversized triple garage with 12 ft overhead door plus separate carport. RV site with full hookups. EV charging. 1-level owner living with private backyard overlooking Hall Slough and beautiful pastureland. Galley kitchen, midcentury charm. 3 restaurants & other edibles in the same block. Popular rental for fisherfolk & crabbers, with plenty of room for the boat. MLS 23-157. Pam Zielinski 503-880-8034



650 Marvin Lane, Tillamook  
\$650,000 – Woodsy setting, yet convenient to town. One level 3 bdrm home on 2.58 acres in the foothills of the Coast Range just outside of Tillamook, overlooking beautiful view of the valley. Adjacent to Valley View Estates, a neighborhood of attractive well-kept homes. Luxury vinyl plank flooring in greatroom, large deck off dining area. Surrounded by wooded greenspace. Roof approx. 5 years new. 1-owner home. Sale is subject to completion of minor partition. MLS 23-125. Pam Zielinski 503-880-8034



10425 NeahKahNie Creek Rd, Nehalem  
\$619,000 - Six Bedroom + Office /5.5 Bath 2,911 square foot/2001 Manufactured Home, currently triple net lease to Ambulance Staff, lease through 9/30/2023. Commercial zoned. 49 acre allows for Medium Density Residential on vacant contiguous parcel, or mixed-use development, lodging, office, health related and other uses by Conditional Use Permit. Well off Hwy 101, this versatile property has storage shed that is sound and waterproof. MLS 22-511. Mary Kay Campbell 503-354-4501



Lot 1300 Ocean Way, Nehalem  
\$659,000 - Large parcel just outside Manzanita! 3.07 acres. Mostly level development land, zoned for multi-use. Mountain and Bay views. Near Manzanita Beaches, Golf, Parks, Boating, Fishing, Crabbing...This is a Dream Location! Developer Package Available. MLS 22-412. Mary Kay Campbell 503-354-4501



10445 Fairview Rd, Tillamook  
\$599,000 – Beautiful valley view home on 2 acres. 2490 sq ft, 4 bedrooms, 3 bathrooms, family room, formal dining room, eating bar & nook area in kitchen, updated carpet, updated vinyl windows, new roof, wrap around deck, ductless air downstairs, home security system, 2 car garage w/electric Tesla charging station, detached shop with newer roof. MLS 22-515. Alison Underwood 503-812-0377



17415 Wilson River Hwy, Tillamook  
\$679,000 –New Price for this beautiful 3 bdrm 2.5 bath Craftsman on the Wilson River. Licensed as Short Term Rental. Entry level rooms & bath, granite kitchen, lots of natural wood finishes. 3007 sq ft, large bdrm/bath on 2nd floor. 3-car garage, garden area, world class fishing out your back door. Panoramic river view from decks and most rooms. Just 1 hour 15 minutes to Portland Airport. MLS 22-266. Mark Stewart 970-290-5934



Pam Zielinski, Principal Broker  
Cell: 503-880-8034



Mary Kay Campbell, Broker  
Cell: 971-265-1087



Mark Stewart, Broker  
Cell: 970-290-5934



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# Built on decades of trust

## A multigenerational family owned business that you need to know about

With their roots deeply ingrained in the community Nehalem Bay Ready Mix Mohler Sand & Gravel is a staple to the area. This respected business first came about by Dean Smith in 1950 who dedicated himself to turning out top notch service. However, the company has not always looked the way it does. When Dean started it he only handled sand and gravel. Eventually the business was handed down to his son Don Smith. In 1967 Don added the concrete part to the company, turning it into what it is today.

This multigenerational business has stayed in the family and continues to be

handed down to this day. It is currently operated by brothers, Brett and Brian who employ a total of five people to help them.

The company has come a long way over the years, having originally started with just one truck, they now have a whole fleet of trucks to meet the needs of any job type. They boast a range of equipment from dump trucks and excavators, to concrete trucks and bulldozers. Their area of service includes south Tillamook, Cannon Beach, Seaside and Jewell.

Mohler Sand & Gravel have their own quarry from which they mine their materials. They offer

a unique blue rock that can not be found anywhere else in the area. It is dug up right there on Foss Road from their pit. The mountain has the unusual blue vein running through it, allowing only them to make use of it.

Their impeccable work can be seen by viewing the large rip rap seawall done at the Shorewood RV Resort where it stands strong, protecting the community.

Whether the project is big or small Nehalem Bay Ready Mix Mohler Sand & Gravel will show up. Operating all year long this company is one that customers, both indi-



An old photo showing the team hard at work digging in their quarry. They are mining for their unique 3/4" blue rock.

viduals and business owners, trust and come back to time and again.



Always hard at work, as can be seen here, Nehalem Bay Ready Mix is busy pouring the deck for the Miami bridge job they worked on back in 2017.



The man who started it all Don Smith with, at the time, the company's new Finning 966c. It is being hauled by their 1978 Kenworth W900 back in 1979.

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This highly important access road to the power poles is a throwback to a job done many years ago. The crew built and then seeded the road, laying hay on top to prevent erosion.





A photo of the Smith children taken in 2004 on their Cat-erpillar 315. They mark the 4th generation of the Nehalem Bay Ready Mix / Mohler Sand & Gravel family.



Recreating a photo from childhood, the Smith children pose on their new Caterpillar 317.



This 365C Excavator was the flagship to their fleet. In honor of Don Smith his name was placed on the machine, just over the company's name.



On site in 2018 maintaining some gravel roads in Nedonna, another part of what the company does.



Mohler Sand & Gravel mine this unique blue rock straight from their quarry on Foss Road.



Having been purchased around the time of Don Smith's passing, the family decided to lovingly place his name on their 365C Excavator.



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*Jacob and Heidi Holzgrafe*

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H21528



**Pippi & Pine** is a mid-century, retro style home furnishing and decor shop in downtown Tillamook. Photo courtesy of Pippi & Pine

## Pippi & Pine

Continued from Page A3

Though, she hopes one day to go picking in another part of the country.

"There's a lot of amazing mid-century pieces in the

Midwest," Kinney said.

Since opening the store last year, Kinney said the reception from the community has been nothing but positive, with a large customer base traveling from Portland to specifically shop her store.

"Everyone is always

complimentary," she said.

Kinney actively posts on social media and encourages interested shoppers to check back often to see what new pieces have debuted at the store. Follow Pippi & Pine on Facebook and Instagram.

Pippi & Pine is located at 1909 2nd St, Tillamook. Open Wednesday-Sunday, 11 a.m. – 4 p.m. with a trial run of extended hours on Friday until 8 p.m. Pippi & Pine is also a participant in Tillamook's Downtown Sip & Shop.

## WELCOME HOME 2023

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To advertise in future editions of **Welcome Home**, contact Katherine Mace at [headlightads@countrymedia.net](mailto:headlightads@countrymedia.net) or call **503-842-7535**

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Pippi & Pine features mid-century, retro, and boho style home items. Photo courtesy of Pippi & Pine

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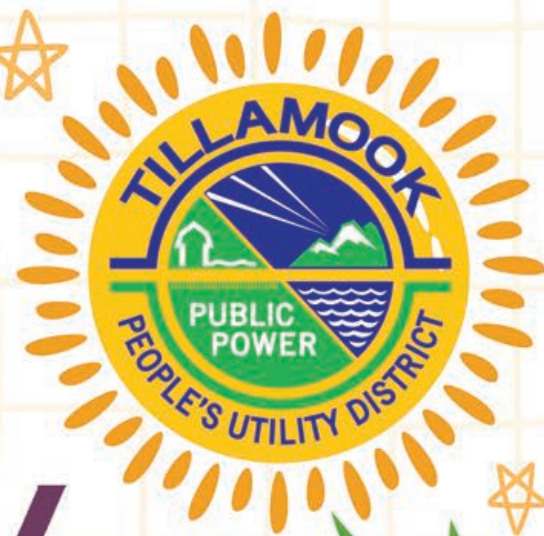


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