

MorningLight Properties is a boutique family brokerage in Southern Oregon. David Heckley, principal broker, has more than 40 years of real estate experience. Kristin McKean, broker and daughter, has over 20 years of real estate experience. They strive to offer unparalleled real estate service to all their clients here in Southern Oregon. Historically, they have built their business upon strong, word-of-mouth referrals that have turned many clients into life-long customers and friends. With a strong focus on Ashland and the surrounding communities, the MorningLight team knows this area inside and out, so you can rest assured they will help you make your next real estate transaction your best ever!

**Welcome back to LocalsGuide, Dave and Kristin! Please tell us a little more about what makes MorningLight Properties special and your history here in the Rogue Valley?**

Thanks Sheilds! It's nice to be back to talk with you and share with our wonderful community! To answer your question of what makes MorningLight Properties special, I think first and foremost is that we truly love what we do! With our many years of combined real estate experience, we really do know our stuff! We have been through countless ups and downs in the real estate market, so we know how to pivot when markets change. We know how to effectively communicate with our clients so they can continue making the best real estate decisions. Gina is still our "pinch hitter", busy with her design business, and is always available when design or staging needs arise. Because we are family owned and operated, you always get one of us when you call or email with questions. We take a lot of pride in giving the utmost attention and care to each and every one of our clients. It's important to us that our clients get the absolute best service at every stage of the transaction.



**Dave, what's happening in the real estate market locally?**

Well clearly the hype over the last year has been about interest rates. They have definitely gone up since the extreme lows in 2020 and 2021. This directly affects purchasing power and ability to enter the market. But I think it's important to highlight that whether interest rates are 5% or 6% or even 7%, they are still historically low if you look at the last 50 years of interest rates. There have been multiple waves of double-digit interest rates over the last 50 years. (Quick story: Gina and I survived 18 and 22% home mortgages back in the 80's!) The 2% and 3% interest rates we saw after the pandemic were unprecedented, and most likely we will never see them that low again in our lifetime. But just because interest rates are higher now, it doesn't mean that it's a bad time to purchase. It just means that we have to change our expectations and perspectives. Some good news--prices have stabilized, and buyers are seeing a little more wiggle room on price, concessions, and the ability to ask for repairs. These can balance out a higher interest rate. Another key factor in our local market right now is the low inventory. Many homeowners are holding on to their low interest rate mortgages and opting to stay put. This lack of available inventory means that the good houses in the good areas that are priced right sell fast. People still need to move. If interest rates do, in fact, come down later in 2023, we can expect prices to increase if inventory remains low. The basic rules of supply and demand.

**Kristin, what would you say is the most important part of your job right now in working with buyers and sellers?**

Honestly, the most important thing is setting expectations correctly with buyers and sellers. For buyers, it is important to realize that just because interest rates are higher, it doesn't mean they can't enter the market. A lot of sellers are agreeable to give concessions for closing costs or to buy down interest rates. It's also important for them to understand that the cost of waiting; as prices continue to rise, it could actually put them in a worse off position a year later. And they really need to think of their current interest rate as 'temporary'. Once interest rates come down, they can refinance. For sellers it is important for them to understand that it is no longer a strictly 'seller's market'. Pricing a property accurately from the moment it's put on the market is crucial. They also need to be prepared for buyer's requests and make concessions to help them get from point A to point B. When expectations are set correctly on both sides, it makes for a much smoother transaction from start to finish. Education is power!

*"We have had a great experience working with Dave and Kristin putting together a collection of rental properties in the Rogue Valley. Their expertise, enthusiasm, and personal attention have been wonderful assets and tremendously helpful. Since we are based out of state it has been excellent to be able to lean on their knowledge and hands-on assistance. Across numerous transactions we have always felt we had the perfect partners assisting us in Dave and Kristin."*

~ Teri and Duncan – Investor Buyers – Rogue Valley

**Kristin, why do people choose to work with you?**

This is always such a hard question. Not because I don't know the answer, but because I think as human beings growing up in the USA, we are taught not to boast and praise ourselves. But I know it's so important to portray and communicate to someone reading this article why they might want to work with me and my company. I have talked about the level of expertise I have cultivated in this business over the years, and I think that is hugely important when people are making the biggest financial decisions of their life. But in addition to that, I think people choose to work with me and enjoy working with me because I am extremely positive! I truly believe that almost every problem has a solution if you're willing to work hard enough to find it. I am a kind and compassionate person, and I honor relationships and friendships in my personal and professional life.

*"Morninglight Properties has helped us with 3 successful moves in Southern Oregon. They have experience, knowledge, and resources to complete transactions in a timely manner. Always helpful and cheerful, Kristin is a joy to work with."*

~Jon & Lisa – Buyers – Central Point

**Kristin, after 23 years in real estate, what do you still love the most?**

I love the fact that after hundreds of transactions, I am still learning. Very rarely is there a dull moment in real estate. When an obstacle, challenge or problem arises, there is this golden opportunity to solve it, fix it, and overcome it. And in the process, you get to learn things you never expected!

Here's an interesting story from earlier this year... I was helping one of my best friends find a home for her and her kids after a marriage separation. Of course, I have a vested interest to find something safe and secure for their new start. We found a wonderful home in a great neighborhood! During the home inspection, we discover that at some point in the home's history, some type of "water event" occurred and left a very large 'crevice' underneath the house. No one seemed to know exactly what caused the crevice; and we had to figure out if it was going to be a problem in the future, how to mitigate and prevent the problem from ever happening again, and how to fill the crevice. I put my detective hat on and called experts in the valley. I called trusted builders who have been building in Ashland for decades to see if they had any thoughts. I called experts who specialize in drainage issues. Throughout this investigative process, my poor client was having nightmares of a river running under her house and taking the house away with her and her children inside! I assured her that I was not going to let that happen! Long story short, we were able to work with a local drainage expert to mitigate the risks of anything like that happening in the future. They installed extensive French drains diverting any potential water event to the storm drains. And by the end, I had a serious education in French drains, drainage, and sump pumps! Now, my dear friend and client has a safe, wonderful place to call home!



*"Kristin has the expertise and know-how of the Rogue Valley that make her a top Realtor, and a bright-light in the industry. As a newly-single mom, Kristin walked me through the entire home-buying process, and had all the right connections and experience to make this a truly seamless (and sometimes fun) process!"*

~ Kristin A. – Buyer - Ashland

**Kristin, please talk about your work in the Ashland Rotary Club?**

I have been lucky enough to be a member of the Ashland Rotary for almost five years now. When I joined, I was excited about getting more involved in my community. But I had no idea just how much I would fall in love with the organization, the people, the projects, and the service. I have had the pleasure to chair two committees for the last few years. The Social Committee, which we like to call the "Fun Committee", is where I get to plan events that help develop fellowship and fun within our organization and community. But my favorite responsibility is "Ashland Reads", which is a literacy project that celebrates the first graders in the Ashland School District becoming readers! We organize a celebration at Ashland High School theater where we treat the kiddos to a wonderful event with music, storytelling by a local author, and the

firefighters grill hotdogs and hamburgers for lunch. We give them a special hardcover book with their name inside and goodies from our community partners! This year was the first year we've been able to have the event 'live and in person' since the pandemic. And the kids absolutely loved it! My favorite comment of the day was when we were handing out book bags to the kids at the end of the event...one of the



first graders said, "This was the best field trip of my entire life!" It was a huge amount of effort and coordination, but all of us Rotarians left with full hearts!



a way to get outside, breathe and explore. I never thought I would do this type of run. But I guess you "never say never!" I will be doing it again this year, July 2023! I can't wait!

Family has always been very important, and we spend a lot of time with my parents cooking amazing meals and enjoying life together! Something I did last year that was completely unexpected was accomplishing my first trail run race, the SOB, at the top of Mt. Ashland. It's a 15K run at 8000 ft elevation with some serious incline! I started to really enjoy running during the pandemic...



**Besides work and Rotary, what else has been keeping you busy this past year?**  
As always, my daughter Kaya keeps me busy! She is now 12 years old and just completed her first year at Ashland Middle School. It's wild how fast our kiddos grow up!

I wake up every day grateful to live in such a beautiful place. I take advantage of all the fun this Rogue Valley has to offer...hikes, lakes and rivers, wineries, live music events--big and small, OSF plays, local restaurants and so much more! We may not live in a big city, but we sure live big in a wonderful place, and I am blessed to call it home!

## NEW LISTINGS

### 485 PARK RIDGE PLACE, ASHLAND

2661 Sq. Ft. 3Bd + Bonus room 3.5Ba .06 Acres



This home has so much to offer! Great design, captivating views, lovely finishes, and easy to maintain. Built by Asher Homes in 2007, this Earth Advantage Certified home has been lovingly maintained by its original owner. The open floor plan on the main level is perfect for entertaining. The dining room is surrounded on three sides by windows and views with a vaulted ceiling, heated tile floor, and custom cabinetry in between. A fireplace and entertainment center anchor the living room. Three bedrooms are located on the upper floor including a spacious primary bedroom/bath en suite and a two-person office set up. The lower floor family room has lock-off capability, separate entrance from the garden patio, full bath, kitchenette, gas fireplace and custom built-ins. The COREtech flooring throughout is easy to maintain, a healthy alternative to eliminate carpet. The 7.8 kwh solar array reduces your carbon footprint and your power bills! A two-car garage provides plenty of storage. Located close to downtown Ashland and North Mountain Park.

**Listed at \$600,000**

### 172 POPPY BAY PL, TALENT OR

1554 Sq. Ft. 3Bd 2.5Ba .05 Acres



Wonderful opportunity in the Clearview subdivision in Talent. This well-maintained home was built in 2016, beautifully designed with many upgrades including custom cabinetry, granite counter tops and stainless-steel appliances. Downstairs is an open floorplan kitchen, dining and living room -- all with laminate wood flooring, nine-foot ceilings, and lots of windows. 3 bedrooms, 2 bathrooms, and laundry upstairs. Baths have tiled floors and granite counters. Attached one-car garage. Covered patio in back with small, easy-to-maintain yard. Located close to downtown. Great starter home or rental potential.

**Listed at \$399,000**

### 772 SPRING VALLEY RD, MEDFORD

1354 Sq Ft 3Bd 2Ba .12 Acres



**Listed at \$375,000**