



THE SPOKANE-KOOTENAI REAL ESTATE RESEARCH COMMITTEE

8:00-8:07	Welcome and Introduction of Moderator – Paul Read, 2017 Chair, Spokane-Kootenai Real Estate Research Committee Introduction by Moderator – Chris Bornhoft, Broker, Windermere - Spokane Community Welcome - Larry Soehren, 2017 President of Greater Spokane, Inc.	10:40-10:48	STRETCH BREAK and Sponsor Drawings
8:07-8:25	Regional Economic Conditions, Spokane and North Idaho Grant Forsyth, Chief Economist, Avista Corp. Questions & Answers – Chris Bornhoft, Moderator	10:48-12:18	Investment Real Estate in Spokane/Kootenai/Bonner Area Introductions – Chris Bornhoft, Moderator General Commercial: Bonner – Raphael Barta, Associate Broker, REALTOR®, Century 21 RiverStone General Commercial: Kootenai – Chris Meyer, Partner, Parkwood Business Properties Questions and Answers (North Idaho) – Chris Bornhoft, Moderator Office/Medical Office: Spokane – Ron Horton, Broker, Kiemle & Hagood Company Retail: Spokane – Kevin Edwards, Broker, Hawkins Edwards, Inc. Industrial Market – Jamie (Miller) Traeger, Owner, JMA Commercial Real Estate Questions and Answers (Spokane) – Chris Bornhoft, Moderator
8:25-09:20	Special Topics Introductions – Chris Bornhoft, Moderator Regional Demographic Trends – Steve Scranton, Chief Investment Officer and Economist, Washington Trust Bank Spokane Land Opportunity Analysis - Michael Luis, President, Luis & Associates North Idaho Land Opportunities – Scott Krajack, Land Development Director, Viking Builders, LLC Questions & Answers – Chris Bornhoft, Moderator	12:18-12:21	Closing Comments – Paul Read
9:20-9:25	Announcements – Paul Read, Chair, and STCU, Sponsor	12:21-12:30	Appraiser Education Credit Sign Out
9:25-9:40	COFFEE BREAK	12:30-12:55	LUNCHEON (Luncheon Head Table) Chris Bornhoft, Moderator, 2017 Market Forum Tom Hix, Treasurer, Spokane-Kootenai RERC Alivia Metts, Editor, The Real Estate Report Paul Read, Chair, Spokane-Kootenai RERC Dale Strom, Administrative Officer, Spokane-Kootenai RERC Ali Taylor, Vice Chair, Spokane-Kootenai RERC Tom Torgerson, President, Coeur d'Alene Assoc. of REALTORS® Jennifer Valerien, President, Spokane Assoc. of REALTORS® Doug Yost, Keynote Speaker, 2017 Market Forum
9:40-9:45	Announcements – Paul Read, Chair	12:55-1:05	Announcements – Paul Read, Dale Strom, Alivia Metts and Representative, Mountain West Bank
9:45-10:40	Residential Market in Spokane/Kootenai/Bonner Counties Introductions – Chris Bornhoft, Moderator Single Family: Kootenai/Bonner – Allyson Knapp, REALTOR, Windermere/Hayden Single Family: Spokane – Jennifer Valerien, Owner/Managing Broker, RE/MAX Inland Empire Apartment Market Panel – Kim Sample, VP of Multi-Family Operations, NAI Black Jim Lalonde, Principal/Owner & Managing Broker, Prodigy Property Management, LLC Questions & Answers – Chris Bornhoft, Moderator	1:05-1:35	KEYNOTE SPEAKER – Doug Yost, Director of Real Estate Investments, Centennial Real Estate Investments Topic: The Macy's redevelopment project and downtown housing update Questions and Answers/Closing – Paul Read

- I will attend (\$55 before February 17th or \$70 after February 17th). There will be no refunds after noon Monday, February 20th. A complimentary download of the Fall 2016 Real Estate Report is included for attendees.
- I will not attend, but send me an electronic copy of the Fall 2016 Real Estate Research Report (\$50).

Name: _____ Company: _____

Address: _____

Email: _____

Checks: Spokane-Kootenai Real Estate Research Committee (SKRERC) c/o Debbie Crowder, Spokane Association of REALTORS® • 1924 North Ash, Spokane, WA 99205
 If you desire to pay via credit card, do so online at www.skrerc.com – if questions, contact the SAR (509-326-9222) or CdAAR (208-667-0664)