



2018

Real Estate Market Forum

Spokane | Kootenai | Bonner



THE SPOKANE-KOOTENAI REAL ESTATE RESEARCH COMMITTEE

February 21, 2018 @ The Coeur d'Alene Resort

- Keynote speaker Jeremy Evans, of Kootenai Health, speaking on growth in the medical sector in North Idaho & connections to Spokane
 - “Special Topic” speakers on the labor pool in the construction trades: needs, limitations, and opportunities.
 - Knowledgeable speakers on the housing industry and the commercial, retail, office/medical, and industrial markets in Spokane, Kootenai, and Bonner counties.
 - Education credits are available for Real Estate Licensees and Appraisers in Washington and Idaho

Register Online at www.skrerc.com

Doors open at 7:15

\$55 Advance Purchase (until noon February 15)
\$70 Standard Purchase (after noon February 15)

All attendees will be provided with a FREE download of the Fall 2017 Real Estate Report.

Registration Fee Includes:

- Market Trends forecast by local economic, development and real estate experts
- Handout Materials and FREE download of the Fall 2017 Real Estate Report
- Continuing education credit in both states: 5 hours for Appraisers, and 3 hours for Real Estate Licensees (Idaho course #E1258)
- Hosted coffee break and luncheon
- Free parking in the Resort Garage

Lunch Break Sponsor



Coffee Break Sponsor



Major Sponsors



Other Sponsors

- Cutco Closing Gifts
- Old Republic Home Protection
- Idaho Housing and Finance
- Guaranteed Rate
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- Platinum Home Mortgage
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- Hayden Homes
- NARPM
- Coeur d'Alene Association of Realtors
- Spokane Association of Realtors
- Spokane Home Builders Association
- Mountain West Bank
- Spokane Transit
- US Bank
- Umpqua Bank

Promotional Sponsors





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2018 REAL ESTATE MARKET FORUM AGENDA

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| <p>8:00-8:07 (7 min.) Welcome and Introduction of Moderator – Ali Taylor, 2018 Chair, Spokane-Kootenai Real Estate Research Committee
 Introduction by Moderator – Ron Jacobson, Mayor of Post Falls
 Community Welcome – Steve Widmyer, Mayor of Coeur d’Alene</p> <p>8:07-8:32 Growth and High Tech Education in Post Falls
 (20 min.) Ron Jacobson, Mayor, City of Post Falls
 (5 min.) Questions & Answers – Ali Taylor, Chair</p> <p>8:32-9:22 Special Topic – Labor Shortage and Response
 (5 min.) Introductions – Ron Jacobson, Moderator
 (20 min.) Labor Needs & Trends Spokane – Doug Tweedy, Regional Economist, WA St Employment Security Dept.
 (20 min.) Labor Needs & Trends N. Idaho - Sam Wolkenhauer, Northern Regional Economist, Idaho Dept. of Labor
 (5 min.) Questions & Answers – Ron Jacobson, Moderator</p> <p>9:22-9:27 (5 min.) Announcements – Ali Taylor, Chair, and Idaho Central Credit Union, Sponsor</p> <p>9:27-9:42 COFFEE BREAK</p> <p>9:42-9:47 (5 min.) Announcements – Ali Taylor, Chair</p> <p>9:47-10:45 Residential Market in Spokane/Kootenai/Bonner Counties
 (5 min.) Introductions – Ron Jacobson, Moderator
 (15 min.) Single Family: Kootenai/Bonner – Jared McFarland, REALTOR®, CENTURY 21 Beutler & Assoc.
 (15 min.) Single Family: Spokane – Sabrina Jones-Schroeder, Designated Broker/Owner, Exit Real Estate Spokane
 (15 min.) Regional Apartment Market – Joel Tampien, CEO, 4 Degrees Real Estate
 (8 min.) Questions & Answers – Ron Jacobson, Moderator</p> <p>10:45-10:53 STRETCH BREAK and Sponsor Drawings</p> | <p>10:53-12:23 Investment Real Estate in Spokane/Kootenai/Bonner Area
 (5 min.) Introductions – Ron Jacobson, Moderator
 (15 min.) General Commercial: Bonner – Ned Brandenberger, President, Sandpoint Property Management, Inc.
 (15 min.) General Commercial: Kootenai – Rob Kannapien, REALTOR®, Coldwell Banker Schneidmiller Realty
 (5 min.) Questions and Answers (North Idaho) – Ron Jacobson, Moderator
 (15 min.) Office: Spokane – Alicia Barbieri, Vice President, Goodale & Barbieri Company
 (15 min.) Retail: Spokane – Dave Black, CEO, NAI Black
 (15 min.) Regional Industrial Market – Tim Kestell, Broker, Commercial Brokerage Div., Kiemle Hagood
 (5 min.) Questions and Answers (Spokane) – Ron Jacobson, Moderator</p> <p>12:23-12:26 Closing Comments – Ali Taylor</p> <p>12:26-12:35 Appraiser Education Credit Sign Out</p> <p>12:35-1:00 LUNCHEON
 (Luncheon Head Table) Keri Copley, Editor, Spokane-Kootenai RERC
 Jeremy Evans, Keynote Speaker, 2018 Market Forum
 Tom Hix, Vice Chair, Spokane-Kootenai RERC
 Ron Jacobson, Moderator, 2018 Market Forum
 Ken Sax, President, Spokane Assoc. of REALTORS®
 Dale Strom, Administrative Officer, Spokane-Kootenai RERC
 Ali Taylor, Chair, Spokane-Kootenai RERC
 Tom Torgerson, President, Coeur d’Alene Assoc. of REALTORS®</p> <p>1:00-1:10 Announcements – Ali Taylor, Dale Strom, Keri Copley, and Representative, STCU (Sponsor)</p> <p>1:10-1:40 KEYNOTE SPEAKER – Jeremy Evans, Executive Vice President of Kootenai Health
 Topic: Kootenai Health – Current and Future Growth</p> <p>1:40-1:50 Questions and Answers/Closing – Ali Taylor</p> |
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I will attend (\$55 before noon on February 15th or \$70 after noon on February 15th). There will be no refunds after 10 AM on Tuesday, February 20th.
 A complimentary download of the Fall 2017 Real Estate Report is included for attendees.

I will not attend, but send me an electronic copy of the Fall 2017 Real Estate Research Report (\$50).

Name: _____ Company: _____

Address: _____

Email: _____

Please Register Early