

GROWTH

2016  
Real Estate Market Forum  
Real Estate  
Market Forum  
contract  
apartment  
management  
sale  
brokerages  
commercial  
location  
contractor  
purchase  
finance  
bank  
interest  
insurance  
market  
sold  
rent  
immovable  
building  
mortgage  
agent  
intermediary  
broker  
marketing  
residential  
development  
condominium  
rate  
profit  
investing  
house  
property  
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acquisition  
negotiate  
loan  
seller  
services  
commissions  
business  
legal  
buildings  
fences  
agency  
corporate  
land  
tax  
capitalization  
buyer  
ownership

## THE SPOKANE-KOOTENAI REAL ESTATE RESEARCH COMMITTEE

February 25, 2016 @ Spokane Convention Center

KEYNOTE SPEAKER – Mark Mansfield, Executive Director, Spokane University District

### REGISTRATION INFORMATION

**\$55** Advance Purchase (until noon February 19)

**\$70** Standard Purchase (after noon February 19)

All attendees will be provided with  
a FREE download of the Fall 2015  
Real Estate Report.

#### Important Parking Information:

Parking is available for a \$6 fee in the Center garage,  
and slightly higher in the Grand Hotel garage.  
Please arrive early.

#### Registration Fee Includes:

- ✓ Market Trends forecast by local economic, development and real estate experts
- ✓ Handout Materials and FREE download of the Fall 2015 Real Estate Report
- ✓ Three hours of continuing education credit for Real Estate Licensees in Washington, and two hours of credit in Idaho
- ✓ Hosted coffee break and luncheon

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# 2016 Real Estate Market Forum

IMPACT

8:00-8:05	<b>Welcome – Ryan Walters</b> , 2016 Chair of the Spokane – Kootenai Real Estate Research Committee Introduction by Moderator – <b>Shelly Monahan Cain</b> , Broker, Windermere North – Spokane	10:45-12:15	<b>Investment Real Estate in Spokane/Kootenai/Bonner Area</b> Introductions – <b>Shelly Monahan Cain</b> , Moderator <b>General Commercial: Bonner – Tom Puckett</b> , Owner, Realm Partners/Puckett and Teague <b>General Commercial: Kootenai – Benjamin Widmyer</b> , Broker, Coldwell Banker Commercial <b>Questions and Answers (North Idaho) – Shelly Monahan Cain</b> , Moderator <b>Office/Medical Office: Spokane – Erik Nelson</b> , Broker, Kiemle & Hagood Company <b>Retail: Spokane – Brian Anderson</b> , Broker, NAI Black Commercial <b>Industrial Market – Todd X. Rothrock</b> , Broker/Owner, The Rothrock Company <b>Questions and Answers (Spokane) – Shelly Monahan Cain</b> , Moderator
8:05-8:35	<b>Economic and Demographic Drivers Spokane and North Idaho</b> , <b>Jim Frank</b> , Founder, Greenstone Corp. <b>Questions &amp; Answers – Shelly Monahan Cain</b> , Moderator	12:15-12:18	<b>Closing Comments – Ryan Walters</b>
8:35-9:24	<b>Special Topics – Transportation &amp; Lot Inventory</b> Introductions – <b>Shelly Monahan Cain</b> , Moderator <b>Design of the North/South Freeway</b> , <b>Keith Metcalf</b> , Regional Administrator, WA State DOT <b>RE Impacts of Completed N/S Corridor – Dave Black</b> , CEO, NAI Black <b>Regional Lot Inventory – Brian Thoreson</b> , Regional Land Development Manager, Hayden Homes <b>Questions &amp; Answers – Shelly Monahan Cain</b> , Moderator	12:18-12:30	<b>Appraiser Education Credit Sign Out</b>
9:24-9:30	<b>Announcements – Ryan Walters</b> , Chair	12:30-12:50	<b>LUNCHEON, SPONSORED BY STCU</b> Luncheon Head Table: <b>Paul Read</b> , Vice Chair, Spokane-Kootenai RERC <b>Susie Luby</b> , President, Spokane Assoc. of REALTORS® <b>Mark Mansfield</b> , Keynote Speaker, 2016 Market Forum <b>Rich Dussell</b> , President, Coeur d'Alene Assoc. of REALTORS® <b>Ali Taylor</b> , Treasurer, Spokane-Kootenai RERC <b>Shelly Monahan Cain</b> , Moderator, 2016 Market Forum <b>Dale Strom</b> , Administrative Officer, Spokane-Kootenai RERC <b>Ryan Walters</b> , Chair, Spokane-Kootenai RERC
9:30-9:45	<b>COFFEE BREAK, SPONSORED BY Greenstone Homes</b>	12:50-1:00	<b>Announcements/Presentations – Ryan Walters, Dale Strom</b>
9:45-9:50	<b>Announcements – Ryan Walters</b> , Chair	1:00-1:30	<b>KEYNOTE SPEAKER – Mark Mansfield</b> , Executive Director, Spokane University District <b>Topic: The University District: Vision and Opportunities</b>
9:50-10:41	<b>Residential Market in Spokane/Kootenai/Bonner Counties</b> Introductions – <b>Shelly Monahan Cain</b> , Moderator <b>Single Family: Kootenai/Bonner – Denise Lundy</b> , Broker/Owner, Fortus Realty <b>Single Family: Spokane – Susie Luby</b> , Managing Broker, John L. Scott, Spokane, Inc. <b>Apartment Market – Vicki Mundlin</b> , Senior Managing Director, Valbridge Property Advisors <b>Questions &amp; Answers – Shelly Monahan Cain</b> , Moderator	1:30-1:40	<b>Questions and Answers/Closing – Ryan Walters</b>
10:41-10:45	<b>STRETCH BREAK</b>		

- ☐ I will attend (\$55 before February 19<sup>th</sup> or \$70 after noon February 19<sup>th</sup>). There will be no refunds after noon Monday, February 22<sup>nd</sup>. A complimentary download of the Fall 2015 Real Estate Report is included for attendees.
- ☐ I will not attend, but send me an electronic copy of the Fall 2015 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](http://www.skrerc.com) – if questions, contact the SAR (509-326-9222) or CdAAR (208-667-0664)

Please Register Early