THE SPOKANE-KOOTENAI REAL ESTATE RESEARCH COMMITTEE

February 23, 2017 @ Spokane Convention Center

- Keynote luncheon speaker Doug Yost, of Cowles Co.'s Centennial Real Estate Investment, speaking on the Macy's redevelopment and other downtown projects.
- Washington Trust Bank economist Steve Scranton, speaking on regional demographic trends.
- Avista Corp. economist Grant Forsyth, providing a regional economic update.
- Special presentations on land opportunity analyses, the red-hot apartment sector, and our regular expert insights on the housing industry and the commercial, retail, office/medical, and industrial markets.

Register online at www.skrerc.com

Doors open at 7:15

$55 Advance Purchase (unitil noon Feb. 17, 2017)
$70 Standard Purchase (after noon Feb. 17, 2017)

All attendees will be provided with a FREE download of the Fall 2016 Real Estate Report.

Important Parking Information:
Parking is available for a $8 fee in the Center garage, and about the same in the Grand Hotel garage. Please arrive early.

Registration Fee Includes

- ✔ Market Trends forecast by local economic. development and real estare experts
- ✔ Handout Materials and FREE download of the Fall 2016 Real Estate Report
- ✔ Continuing education credit for Appraisers and Real Estate Licenses in Washington and Idaho (approval pending).
- ✔ Hosted coffee break and luncheon.

Luncheon Sponsor — Mountain West Bank, Division of Glacier Bank

Coffee Break Sponsor — stcu

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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.

8:07-8:25 ***Regional Economic Conditions, Spokane and North Idaho***
Grant Forsyth, Chief Economist, Avista Corp.
Questions & Answers – 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

9:20-9:25 **Announcements – Paul Read**, Chair, and **STCU**, Sponsor

9:25-9:40 **COFFEE BREAK**

9:40-9:45 **Announcements – Paul Read**, Chair

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

10:40-10:48 **STRETCH BREAK and Sponsor Drawings**

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

12:18-12:21 **Closing Comments – Paul Read**

12:21-12:30 **Appraiser Education Credit Sign Out**

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

12:55-1:05 **Announcements – Paul Read, Dale Strom, Alivia Metts and Representative, Mountain West Bank**

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

1:35-1:45 **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)