

# 2020 REAL ESTATE MARKET FORUM AGENDA

February 27, 2020  
Spokane Convention Center

- 8:00-8:07 (7 min.) **Welcome & Introduction of Moderator – Kim Etherton**,  
2020 Chair, Spokane-Kootenai Real Estate Research Committee  
**Introduction by Moderator – Shelly Monahan-Cain**,  
REALTOR®, Windermere North Spokane  
**Community Welcome – Mayor Nadine Woodward**,  
City of Spokane
- 8:07-8:32 **Regional Perspectives, Spokane and North Idaho**  
(25 min.) **Rob Curley**, Editor, The Spokesman-Review
- 8:32-9:25 **Special Topic – Regional Economic Development**
- (5 min.) **Introductions – Shelly Monahan-Cain**, Moderator  
(4 min.) **University District PDA, Lars Gilberts**,  
CEO  
(4 min.) **Northeast PDA, County Commissioner Josh Kerns**,  
Board Member  
(4 min.) **West Plains Airport Area PDA, Todd Coleman**,  
Executive Director  
(18 min.) **PDA Panel Discussion, led by Paul Read**, Publisher,  
Journal of Business  
(12 min.) **Gynii Gilliam**, President and CEO,  
.....CdAEDC/Jobs Plus  
(6 min.) **Questions & Answers**  
– **Shelly Monahan-Cain**, Moderator
- 9:25-9:30 (5 min.) **Announcements – Kim Etherton**, Chair,  
and **Bank of America**, Sponsor
- 9:30-9:45 **COFFEE BREAK**
- 9:45-9:50 (5 min.) **Announcements – Kim Etherton**, Chair
- 9:50-10:45 **Residential Market in Spokane/Kootenai/Bonner Counties**
- (5 min.) **Introductions – Shelly Monahan-Cain**, Moderator  
(15 min.) **Single Family: Kootenai/Bonner – Josh Suhr**,  
REALTOR®, Windermere/Coeur d’Alene Realty  
(15 min.) **Single Family: Spokane – Gina Mosey**,  
Immediate Past President, SAR  
(15 min.) **Regional Apartment Market – Jared Kadry**,  
Senior Market Analyst, CoStar Group  
(5 min.) **Questions & Answers – Shelly Monahan-Cain**, Moderator
- 10:45-10:53 **STRETCH BREAK and Sponsor Drawings**

## 2020 REAL ESTATE MARKET FORUM AGENDA – CONTINUED

### 10:53-12:23 **Investment Real Estate in Spokane/Kootenai/Bonner Area**

- (5 min.) **Introductions – Shelly Monahan-Cain**, Moderator  
(15 min.) **General Commercial: Bonner – Tom Chasse**,  
President & CEO of Schweitzer Mountain Resort  
(15 min.) **General Commercial: Kootenai – Danny Davis**,  
REALTOR®, Coldwell Banker Schneidmiller Realty  
(5 min.) **Questions and Answers (North Idaho) –**  
**Shelly Monahan-Cain**, Moderator  
(15 min.) **Office: Spokane – Michael Sharapata**,  
Executive Vice President, Jones, Lang and LaSalle (JLL)  
(15 min.) **Retail: Spokane – Stephen Pohl**,  
Managing Broker-Retail, NAI Black  
(15 min.) **Industrial Market – Abraham Kazda**,  
Appraiser, Valbridge Property Advisors  
(5 min.) **Questions and Answers (Spokane) –**  
**Shelly Monahan-Cain**, Moderator

12:23-12:26 **Closing Comments – Kim Etherton**

12:26-12:35 **Education Credit Sign Out**

### 12:35-1:00 **LUNCHEON**

(Luncheon Head Table) **Tom Clark**, President, Spokane Assoc. of REALTORS®  
**Keri Copley**, Editor, The Real Estate Report  
**Craig Curtis**, Keynote Speaker  
**Kim Etherton**, Chair, Spokane-Kootenai RERC  
**Ryan Harnetiaux**, Keynote Speaker  
**Katie Marcus**, Vice Chair, Spokane-Kootenai RERC  
**Shelly Monahan-Cain**, Moderator, 2020 Market Forum  
**Josh Suhr**, President, Coeur d’Alene Assoc. of REALTORS®  
**Dale Strom**, Administrative Officer, Spokane-Kootenai RERC  
.. **Ryan Walters**, Webmaster, Spokane-Kootenai RERC

1:00-1:10 **Announcements – Kim Etherton, Dale Strom, Keri Copley,**  
**and Representative, STCU**

1:10-1:40 **KEYNOTE SPEAKERS – Craig Curtis**, Director of Architecture,  
and **Ryan Harnetiaux**, Project Director, Katterra

**Topic: Katterra - Bringing Silicon Valley Tech to the Design and  
Construction Industry**

1:40-1:50 **Questions and Answers/Closing – Kim Etherton**

