

2022 REAL ESTATE MARKET FORUM AGENDA

February 15, 2022
The Coeur d'Alene Resort

- 8:00-8:07 (7 min.) **Welcome & Introduction of Moderator – Katie Marcus,**
2022 Chair, Spokane-Kootenai Real Estate Research Committee
Introduction by Moderator – Ali Taylor,
Executive Officer, Coeur d'Alene Assoc. of REALTORS®
Community Welcome – Mayor Jim Hammond,
City of Coeur d'Alene
- 8:07-8:32 **Regional Perspectives, Spokane and North Idaho**
(25 min.) **Steve Scranton,** Chief Investment Officer
and Economist, Washington Trust Bank
- 8:32-9:25 **Special Topic – Affordable Housing and Hospitality**
(5 min.) **Introductions – Ali Taylor,** Moderator
(14 min.) **Alternate/Generational Housing – Allen Dykes,**
Managing Member, Village Homes LLC
(14 min.) **Regulatory, Supply and Cost Challenges – Craig Smith,**
VP of Land Acquisition and Development, Hayden Homes
(14 min.) **Hospitality Industry – Kent Clausen,** President,
Sterling Hospitality and KVC Developments
(6 min.) **Questions & Answers**
– **Ali Taylor,** Moderator
- 9:25-9:30 (5 min.) **Announcements – Katie Marcus,** Chair,
and **Bank of America,** Sponsor
- 9:30-9:45 **COFFEE BREAK**
- 9:45-9:50 (5 min.) **Announcements – Katie Marcus,** Chair
- 9:50-10:45 **Residential Market in Spokane/Kootenai/Bonner Counties**
(5 min.) **Introductions – Ali Taylor,** Moderator
(15 min.) **Single Family: Kootenai/Bonner – Lindsay Allen,**
2022 President, CdA Association of REALTORS®
(15 min.) **Single Family: Spokane – Eric Johnson,**
2021 President, Spokane Association of REALTORS®
(15 min.) **Regional Apartment Market – Jim Lalonde,**
President, Prodigy Property Management
(5 min.) **Questions & Answers – Ali Taylor,** Moderator
- 10:45-10:53 **STRETCH BREAK and Sponsor Drawings**

2022 REAL ESTATE MARKET FORUM AGENDA – CONTINUED

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

- (5 min.) **Introductions – Ali Taylor**, Moderator
(15 min.) **General Commercial: Bonner – Ned Brandenberger**,
President, Sandpoint Property Management, Inc.
(15 min.) **General Commercial: Kootenai – Janna Scharf**,
REALTOR®, KW Commercial
(5 min.) **Questions and Answers (North Idaho) –**
Ali Taylor, Moderator
(15 min.) **Office: Spokane – Craig Soehren**, Broker, Commercial
Sales and Leasing, Kiemle Hagood
(15 min.) **Retail: Spokane – Steve Ridenour**, Commercial
Broker, NAI Black
(15 min.) **Industrial Market – Jamie Traeger**,
Senior Vice President, Leavitt Capital
(5 min.) **Questions and Answers (Spokane) –**
Ali Taylor, Moderator

12:23-12:26 **Closing Comments – Katie Marcus**

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

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

(Luncheon Head Table) **Lindsay Allen**, President, Coeur d’Alene Assoc. of REALTORS®
Keri Copley, Editor, The Real Estate Report
Eric Etzel, President, Spokane Assoc. of REALTORS®
Katie Marcus, Chair, Spokane-Kootenai RERC
Brad Stevens, Vice Chair, Spokane-Kootenai RERC
Dale Strom, Administrative Officer, Spokane-Kootenai RERC
Ali Taylor, Moderator, 2022 Market Forum
Sam Wolkenhauer, Keynote Speaker

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

1:10-1:40 **KEYNOTE SPEAKER – Sam Wolkenhauer**, Regional Labor
Economist, Idaho Department of Labor

**Topic: The current and forecast employment market in
the Region**

1:40-1:50 **Questions and Answers/Closing – Katie Marcus**

