

2025 REAL ESTATE MARKET FORUM AGENDA

March 6, 2025

Coeur d'Alene Resort

- 8:00-8:07 (7 min.) **Welcome & Intro. of Moderator – Chris Schreiber**,
2025 Chair, S-KRERC, and Broker, Kiemle Hagood
Introductions by Moderator – Stefan Smith,
2025 President Elect, CRR-MLS, and Agent, Windermere CDA
Presenting Sponsor Welcome – Steve Hauschild, STCU
- 8:07-8:32 **Regional Economy**
(25 min.) **John W. Mitchell PhD**, Principal,
M&H Economic Consultants
- 8:32-9:25 **Special Topic Panel: Property and Casualty Insurance**
(5 min.) **Introductions of Panel – Stefan Smith**, Moderator
Kevin Bunce, AllKlean, Restoration Contractor
Matt Graupner, Matthew Graupner Insurance Agency, Inc.
Marcus Mabrey, State Farm Insurance Agent, Sandpoint
John Nishimoto, Idaho Farm Bureau
(40 min.) **Panel Discussion - Chris Schreiber**, Chair
(8 min.) **Questions & Answers – Stefan Smith**, Moderator
- 9:25-9:31 (6 min.) **Announcements: Chris Schreiber**, Chair
- 9:31-9:46 (15 min.) **COFFEE BREAK**
- 9:46-9:50 (4 min.) **Announcements: Chris Schreiber**, Chair
- 9:50-10:45 **Residential Market: Spokane/Kootenai/Bonner Counties**
(5 min.) **Introductions – Stefan Smith**, Moderator
(15 min.) **Single Family: Kootenai/Bonner – Jennifer Smock**,
2025 President, CRR and Owner, Windermere CDA Realty
(15 min.) **Single Family: Spokane – Karene Loman**,
2025 President, Spokane REALTORS®
(15 min.) **Regional Apartments/Multi-Family - Mitch Swenson**,
CRE Broker, NAI Black
(5 min.) **Questions & Answers – Stefan Smith**, Moderator
- 10:45-11:25 **Commercial/Investment Market: Kootenai/Bonner Counties**
(5 min.) **Introductions – Stefan Smith**, Moderator
(10 min.) **Commercial: Bonner – Ned Brandenberger**,
Owner/President, Sandpoint Property Management, Inc.
(10 min.) **Commercial: Kootenai – Jeramie Terzulli**,
CRE Broker & Development Consultant, Kiemle Hagood
(10 min.) **Panel Discussion – Stefan Smith**, Moderator
(5 min.) **Questions and Answers – Stefan Smith**, Moderator
- 11:25-11:35 **SPONSOR DRAWINGS (please stay in the room)**

11:35-12:15 **Commercial/Investment Market: Spokane County**

- (5 min.) **Introductions – Stefan Smith**, Moderator
(15 min.) **Office: Spokane – Michael Sharapata**,
Senior Managing Director – JLL
(15 min.) **Retail: Spokane – Devin Mecham**,
VP and Commercial Sales Manager, NAI Black
(5 min.) **Questions and Answers – Stefan Smith**, Moderator

12:15-12:18 **Closing Comments – Chris Schreiber**

12:18-12:28 **Education Credit Sign Out**

12:28-12:50 **LUNCHEON**

- (Luncheon Head Table) **Barry Baker**, Keynote Speaker
Karene Loman, President, Spokane REALTORS®
Katherine Morgan, Vice Chair, Spokane-Kootenai RERC
Chris Schreiber, Chair, Spokane-Kootenai RERC
Stefan Smith, Forum Moderator
Jennifer Smock, President, Coeur d'Alene Regional REALTORS®
Dale Strom, Administrative Officer, Spokane-Kootenai RERC
Ryan Walters, Website Manager, Presentation Coordinator, S-KRERC

12:50-1:00 **Announcements – Chris Schreiber, Dale Strom**

1:00-1:05 **Sponsor Film**

1:05-1:35 **KEYNOTE SPEAKER – Barry Baker**, Founder and President,
Baker Construction and Development

**Topic: Construction & Development in the Greater Inland
Northwest Market: Experience, Differences, Challenges &
Opportunities**

1:40-1:50 **Questions and Answers/Closing – Chris Schreiber**

