

2025

REAL ESTATE MARKET FORUM

March 6, 2025

**Coeur d'Alene Resort
Coeur d'Alene, Idaho**



**SPOKANE - KOOTENAI REAL ESTATE
RESEARCH COMMITTEE**

STCU HOME LOANS



Your dog wants that big backyard.

With low down payment options and competitive rates, our FHA loans could make their dreams come true.

Speaking of a dream come true, qualified first-time buyers can get 50% off their origination fee.*

Visit stcu.org/buy or call us at (208) 619-5235.



*Origination fee discount available for qualified first-time homebuyers or those who have not owned a home in the last three years. Contact us for details. Loans subject to approval.



2025 REAL ESTATE MARKET FORUM AGENDA

8:00-8:07am

Welcome & Introduction of Moderator – Chris Schreiber, 2025 Chair, S-KRERC; Broker, Kiemle Hagood
Introductions by Moderator – Stefan Smith, 2025 President-Elect, CRR; 2025 President, CDA MLS; REALTOR®, Windermere CDA
Presenting Sponsor Welcome – STCU

8:07-8:32am

Regional Economy – John Mitchell
Principal, M&H Economic Consultants

8:32-9:25am

Special Topic Panel: Property and Casualty Insurance
Introduction 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

Panel Discussion – Chris Schreiber, Chair
Questions & Answers – Stefan Smith, Moderator

9:25-9:31am

Announcements – Chris Schreiber, Chair

9:31-9:46am

COFFEE BREAK

9:46-9:50am

Announcements – Chris Schreiber, Chair

9:50-10:45am

Residential Market: Spokane/Kootenai/Bonner Counties
Introductions – Stefan Smith, Moderator
Single Family: Kootenai/Bonner – Jennifer Smock, 2025 President, CRR; Owner, Windermere CDA Realty
Single Family: Spokane – Karene Loman, 2025 President, Spokane REALTORS®
Regional Apartments/Multi-Family – Mitch Swenson, CRE Broker, NAI Black
Questions & Answers – Stefan Smith, Moderator

10:45-11:25am

Commercial/Investment Market: Kootenai/Bonner Counties
Introductions – Stefan Smith, Moderator
Commercial: Bonner – Ned Brandenberger
Owner/President, Sandpoint Property Management, Inc.
Commercial: Kootenai – Jeramie Terzulli
CRE Broker & Development Consultant, Kiemle Hagood
Panel Discussion – Stefan Smith, Moderator
Questions & Answers – Stefan Smith, Moderator

11:25-11:35am

Stretch Break and Sponsor Drawings
(please stay in the room)

2025 REAL ESTATE MARKET FORUM AGENDA

11:35am-12:15pm

Commercial/Investment Market: Spokane County

Introductions - Stefan Smith, Moderator

Office: Spokane - Michael Sharapata,
Senior Managing Director, JLL

Retail: Spokane - Devin Mecham,
VP & Commercial Sales Manager, NAI Black

Questions & Answers - Stefan Smith, Moderator

12:15-12:18pm

Closing Comments - Chris Schreiber, Chair

12:18-12:28pm

Education Credit Sign Out - You must sign out to receive credit.

12:28-12:50pm

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

12:50-1:00pm

Announcements - Chris Schreiber, Dale Strom

1:00-1:05pm

Sponsor Film

1:05-1:35pm

Keynote Speaker - Barry Baker,
Founder & President, Baker Construction and Development

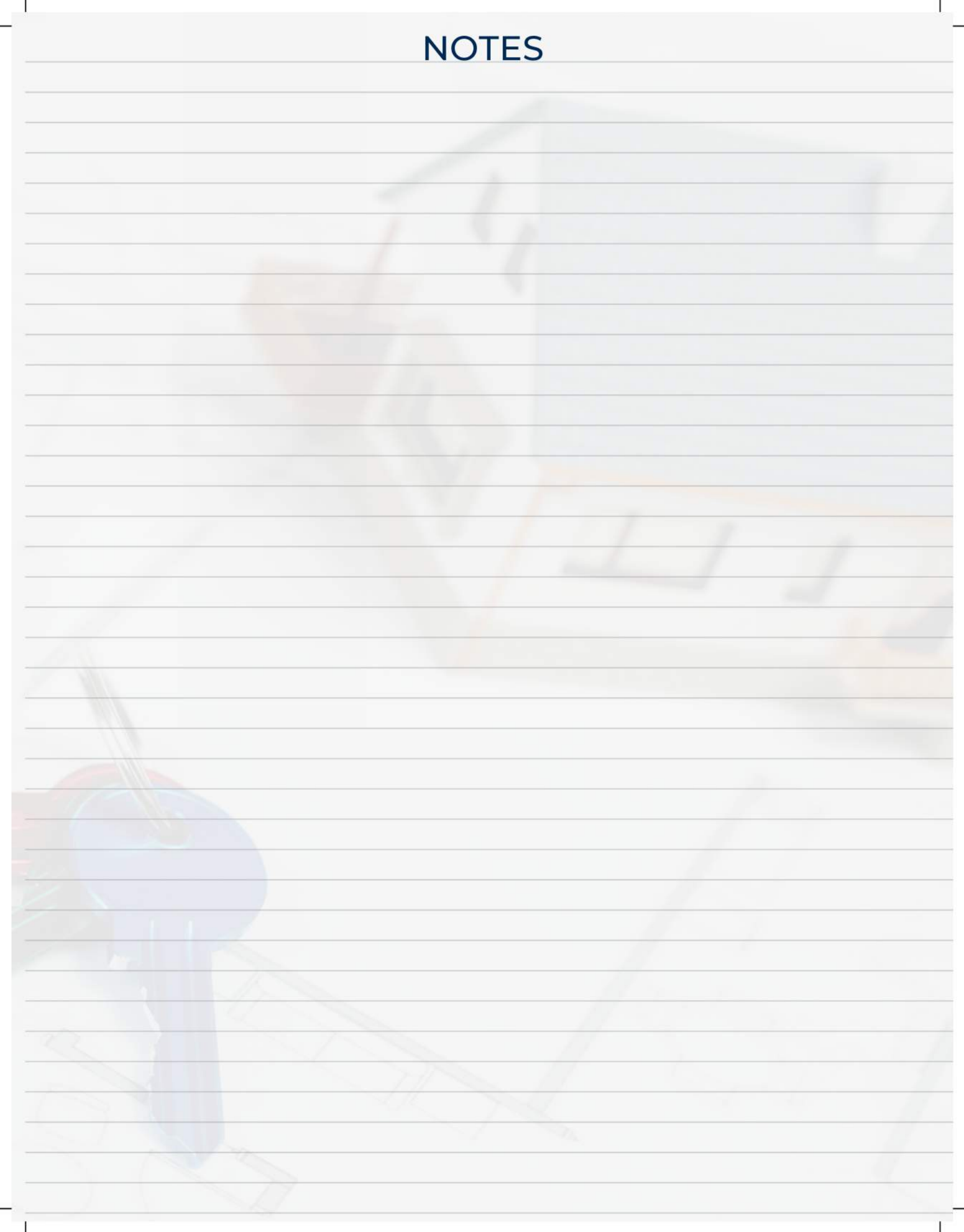
**Topic - Construction & Development in the Greater Inland Northwest Market:
Experience, Differences, Challenges & Opportunities**

1:35-1:50

Questions & Answers/Closing - Chris Schreiber, Chair



NOTES



KEYNOTE SPEAKER

Barry Baker, Founder and President

Baker Construction & Development, Inc.

Barry graduated from Central Washington University in 1977 with a degree in Business Administration. Since that time, he has grown this third-generation, local construction company to a well respected general contractor and developer in the commercial, medical and retail construction markets throughout the western United States.

Barry has the unique ability to combine facts and experience with instincts to make critical decisions. He will bring his experience in planning, organizing, coordination, and financial acumen to your project. As importantly, with his high level of customer service, he will make this project FUN!



OUR PRESENTERS

Stefan Smith, REALTOR®

Windermere/Coeur d'Alene Realty

Hailing from Lake Havasu City, AZ, Stefan moved to Coeur d'Alene, ID in 1990. He has been a licensed REALTOR® for over 12 years, earning his GRI and Associate Broker's License while being a top producer with Windermere/Coeur d'Alene Realty. He is an Idaho REALTOR® Leadership Academy graduate, 2022 & 2023 CDA Regional REALTORS® YPN Chair, current CDA MLS President, CRR President-Elect, sits on the CRR Government Affairs Committee, current IR State Director, and serves on the IR Budget & Finance and Scholarship Committees.

His interests include anything and everything outdoors as well as investing in real estate. He is a blessed husband and a stepdad to 2 incredible kids. Stefan is dedicated to serving his clients, community, and state at the highest level possible.



Chris Schreiber, 2025 Chair

Spokane-Kootenai Real Estate Research Committee

Chris Schreiber is a Commercial Real Estate Broker with Kiemle Hagood working with all types of commercial real estate and focused on income producing investment real estate across the Inland Northwest. Following graduation from USC, Chris has accumulated more than 30 years of experience and thousands of hours of education and training from diverse providers including the Appraisal Institute, Idaho Mediation Association, American Society of Farm Managers & Appraisers, ICSC, IREC, IAR, NAR, Dale Carnegie, Mankind Project, Seminar Group, CBA, and a variety of other professional education and training organizations. Chris holds a CCIM designation; is a trained mediator and arbitrator; a member of CBA, ICSC, Spokane and CDA Trader's Club, Loopnet, CoStar, and SKRERC; and has spoken at various forums and events. Chris previously served as co-chair of the Sandpoint Urban Renewal Agency (SURA) and currently serves on the Post Falls Planning Commission.



John W. Mitchell PhD, Principal

M&H Economic Consultants

John Mitchell received his B.A. degree from Williams College and his M.S. and Ph.D. degrees from the University of Oregon. He is a fellow of the College of Arts and Sciences at the University of Oregon and a member of Phi Beta Kappa. He was a professor of economics at Boise State University for 13 years, before joining U.S. Bancorp. He was Chief Economist of U.S. Bancorp until July of 1998 and served as Economist Western Region for US Bank until 2007. He wrote US Bank's economic publications and was a columnist for Oregon Business Magazine. He was Business Analyst for KPTV on Portland. He served as Sterling Bank's economist from 2007 to 2012. He has been making economic presentations on the nation and the region for more than 53 years and currently speaks to business groups around the nation.

John was a member of the Western Blue Chip Forecast Panel, the ABA's Panel of Economists, a Trustee of the Aquila Tax Free Trust of Oregon, and a Board member of Oregon Mutual Insurance. He is a Board member of Northwest Bank. John served on the Oregon Council of Economic Advisers as well as the Idaho Council of Economic Advisers. He currently serves on the Association of Washington Business's Council of Economic Advisers.

John and his wife, Carol live in Coeur d'Alene, Idaho. He enjoys biking, railroading, kayaking and his granddaughters.

OUR PRESENTERS

Kevin Bunce, Restoration Contractor

AllKlean

Kevin Bunce is a seasoned expert in the property restoration industry with over 30 years of experience. Since 1993, Kevin has dedicated his career to helping individuals and businesses recover from the devastating effects of disasters, including fire, water damage, and mold infestations. His unwavering commitment to quality service and customer satisfaction has made him a respected figure in the field. Kevin founded his own restoration company, Allklean Cleaning and Restoration in 2001 which has grown into a reputable business known for its expertise and reliability. With over 2700 five star reviews, 50+ team members, and 25+ vehicles Allklean restores more water damaged homes in North Idaho and Spokane than any other company.

With a legacy built on trust, expertise, and compassion, Kevin continues to make a significant impact in the property restoration industry, ensuring that every client receives the support they need to restore their homes and businesses to their pre-damaged condition.

Matt Graupner, Insurance Agent

Matthew Graupner Insurance Agency, Inc

Nearly 21 years of experience serving families and businesses in the Pacific Northwest, with both insurance and financial solutions. I opened a Farmers Insurance and financial solutions agency in downtown Spokane, WA in 2004. Very soon after that I branched out into Idaho and Oregon as well. Our team of 4 agents has built a reputation with our clients for providing comprehensive and personalized solutions to their everchanging needs. Offering a wide array of options across auto, home, life, and business insurance lines.

Today we work with about 40 different insurance carriers in these 3 states, to accommodate almost any need. Ensuring that our clients have the right coverage and strategies to protect what matters most.

Marcus Mabrey, Insurance Agent

State Farm

I have a deep appreciation for all that Sandpoint offers, from its outdoor activities like hiking and skiing to its vibrant local community. Growing up in North Idaho, I experienced firsthand the warm-hearted spirit of the area. After attending the University of Idaho, I joined State Farm and later established my agency to serve the wonderful people of Idaho, Washington, and Montana.

Service and community are core values for me. Outside of the office, I serve as the president of the local Kiwanis club, focusing on youth development in Sandpoint. My team actively participates in community events such as the Bonner County Fair and supports various non-profit organizations.

At our agency, we go beyond just providing insurance – we aim to build lasting relationships and be your friend. Ensuring your protection with comprehensive auto and home insurance is our priority. We take the time to create a custom insurance plan, leaving no gaps in coverage.

With what this area has to offer in regard to the recreational activities. We can help you create the perfect policy that fits your insurance needs! Please give us a call to make sure you have the right insurance for all your summer toys! We can help with boat insurance, ATV insurance, motorcycle insurance and more!

John Nishimoto, Agency Owner

Idaho Farm Bureau

John Nishimoto graduated from Azusa Pacific University with a degree in business. For 30 years John owned and operated businesses and was a Sales Manager for large companies in the fitness industry. In 2017 John decided to take over an existing book of business for a Farm Bureau Insurance agency. His office is in Dalton Gardens, but he has clients throughout the state of Idaho and will soon be going into Washington.

John's goal is to help clients prepare for the unexpected and protect your future. Getting to know clients and their goals for the future will help us work together to develop a customized plan for their insurance and financial needs. Where other companies may rely on algorithms to predict client's needs, I believe nothing can really replace the value of a human. Developing personal relationships with my client/members is the best part of what I do.

John's licenses allow him to provide home, auto, business, health, and life insurance, along with being a Licensed Fiduciary helping clients with investments.

OUR PRESENTERS

Jennifer Smock, 2025 President

Coeur d'Alene Regional REALTORS®

Jennifer Smock has been a licensed Realtor since 2004, dedicating nearly a decade to helping clients with their real estate needs before stepping into a leadership role. She is now a Co-Owner of Windermere Coeur d'Alene Realty, Inc. and serves as the Managing Broker, where she provides agents with in-depth statistical data, business development support, and ongoing training to help them refine and master their skills.

Jennifer currently serves as the 2025 President of the Coeur d'Alene Association of Realtors Board of Directors. Throughout her career, she has held various leadership roles in the industry, including State Director, member of the Grievance and Education Committees, and instructor for the Master the Forms course. She is a certified Real Estate Coach through the Leading Edge Academy and a graduate of the River City Leadership Academy (2016). Jennifer also holds a Bachelor's degree in Business Administration from Lewis-Clark State College.

Beyond real estate, Jennifer is deeply committed to her community. She serves on the Board of Directors for the Coeur d'Alene Regional Chamber of Commerce, chairs the Special Events Committee, and holds a seat on the Executive Council. She frequently gives real estate presentations to local organizations and businesses, helping them understand market trends and their impact. Additionally, she is actively involved with the Windermere Foundation, working to support underprivileged women and children in the community.

Jennifer and her husband, Duffy, share a wonderful life together with their three well-rounded children and four incredibly spoiled dogs.

Karene Loman, 2025 President

Spokane REALTORS®

Karene is seasoned real estate professional with two decades of experience. Throughout Karene's illustrious career, she has navigated the ever-evolving real estate landscape with finesse, helping countless clients achieve their property goals. Her extensive knowledge of the market, keen negotiation skills, and a deep understanding of the intricacies of real estate transactions have consistently delivered outstanding results. Karene is the 2025 President for Spokane REALTORS®. She is also known for her unwavering commitment to excellence and integrity as well as dedication to professional development. Karene is a licensed Real Estate Instructor in both Washington and Idaho where she teaches, coaches, and mentors agents through her real estate school, Soar Training.

Mitch Swenson, CRE Broker

NAI Black

Mitch Swenson, CCIM has been in the Real Estate business for 42 years (40 years with James S Black, Tomlinson Black and NAI Black). He specializes in the sale of Apartment Buildings in the Spokane area and during his career has closed the sale of over 6,000 units. Mitch has served as the President of the Spokane Association of Realtors (1998), President of the Spokane CCIM Chapter (1999) and is past President and current Board Member of the Cheney School District Board of Directors.

He is Vice President of Proclaim Liberty, a local non-profit who builds and owns Affordable Multi-Family housing in Spokane. He is President of the Cheney Scholarship Association and takes great pride in being a Cheney Blackhawk and EWU Eagle Alum.

Mitch has 5 daughters, 1 son, 3 step children and 4 grandchildren (new one just born)! He and his wife Kris live on the family Christmas Tree Farm near Cheney. He is an active member of First Presbyterian Church serving on the Finance Committee and has volunteered over the last 15 years taking Spokane High School students to Tijuana, Mexico to build houses.

Ned Brandenberger, Owner/President

Sandpoint Property Management, Inc.

Ned Brandenberger is the president of Sandpoint Property Management in Sandpoint, Idaho, and Centana Property Management in Butte, Montana.

Ned has over 31 years of professional property management experience and provides management and consulting services to owners and investors on leasing, development, acquisition, and sales. Ned has a Bachelor of Science in Agricultural Economics from Montana State University. He has achieved the RMP® designation from the National Association of Residential Property Managers and the CMCA® designation from the Community Association Managers Certification Board. Ned is a property manager and associate broker focusing on commercial/investment real estate in Montana and Idaho, representing Landlords and Tenants. He is past president of the Inland Northwest Chapter of the National Association of Residential Property Managers and is very involved in his community. He serves on the City Workforce Housing Task Force and the Urban Renewal Board. Ned's wife and family have been trying for years to get him to seek help for his addiction to old buildings.

OUR PRESENTERS

Jeramie Terzulli, CRE Broker & Development Consultant

Kiemle Hagood

Jeramie Terzulli is an accomplished commercial real estate professional with over 20 years of experience in the construction and real estate industries. Originally from upstate New York, Jeramie graduated from Oswego High School in 1993 and went on to study Construction Management at Alfred State College in New York. In 1999, he made the move west and settled in North Idaho, where he currently resides in Kootenai County with his wife and three children.

Jeramie has been a licensed commercial real estate agent since 2013, and he currently works with Kiemle Hagood in Coeur d'Alene. He specializes in commercial real estate sales and leasing, with a particular focus on development opportunities, including acquisitions, site selection, and navigating complex entitlement processes.

In addition to his real estate career, Jeramie has been a licensed general contractor in Idaho for over two decades and is also a co-owner of Commercial Real Estate Consultants, LLC, a real estate acquisition and development firm that focuses on identifying, acquiring, and developing properties in North Idaho.

Michael Sharapata, Senior Managing Director

JLL

Mr. Sharapata provides a full range of transaction management and financial modeling for his clients. He has worked with over 30 Fortune 500 companies to create multi-faceted financial models for relocations, dispositions, acquisitions, sale leasebacks, and lease negotiations that consider each client's sensitivity to current financial, economic, and local market conditions when presenting cash, tax and GAAP accounting impacts. Mr. Sharapata has been directly involved in over 1,000 transactions representing over 20M square feet, and currently represents ENGIE Impact, Envision Healthcare, and Swinerton Builders' national portfolios totaling over 3M square feet.

Prior to joining The Staubach Company in 2006, Mr. Sharapata had a successful seven-year career in retail at DFS (LVMH). While at DFS, Mr. Sharapata held a wide range of positions that included planning, distribution and corporate support services. In his last position as Associate Merchandise Planner, Mr. Sharapata managed retail sales in excess of \$45 million dollars for luxury brands such as Armani, Bvlgari, Burberry, Coach, Fendi, Ferragamo, Gucci, Hermes, Paul Smith and Tumi across more than 50 locations worldwide.

Devin Mecham, VP and Commercial Sales Manager

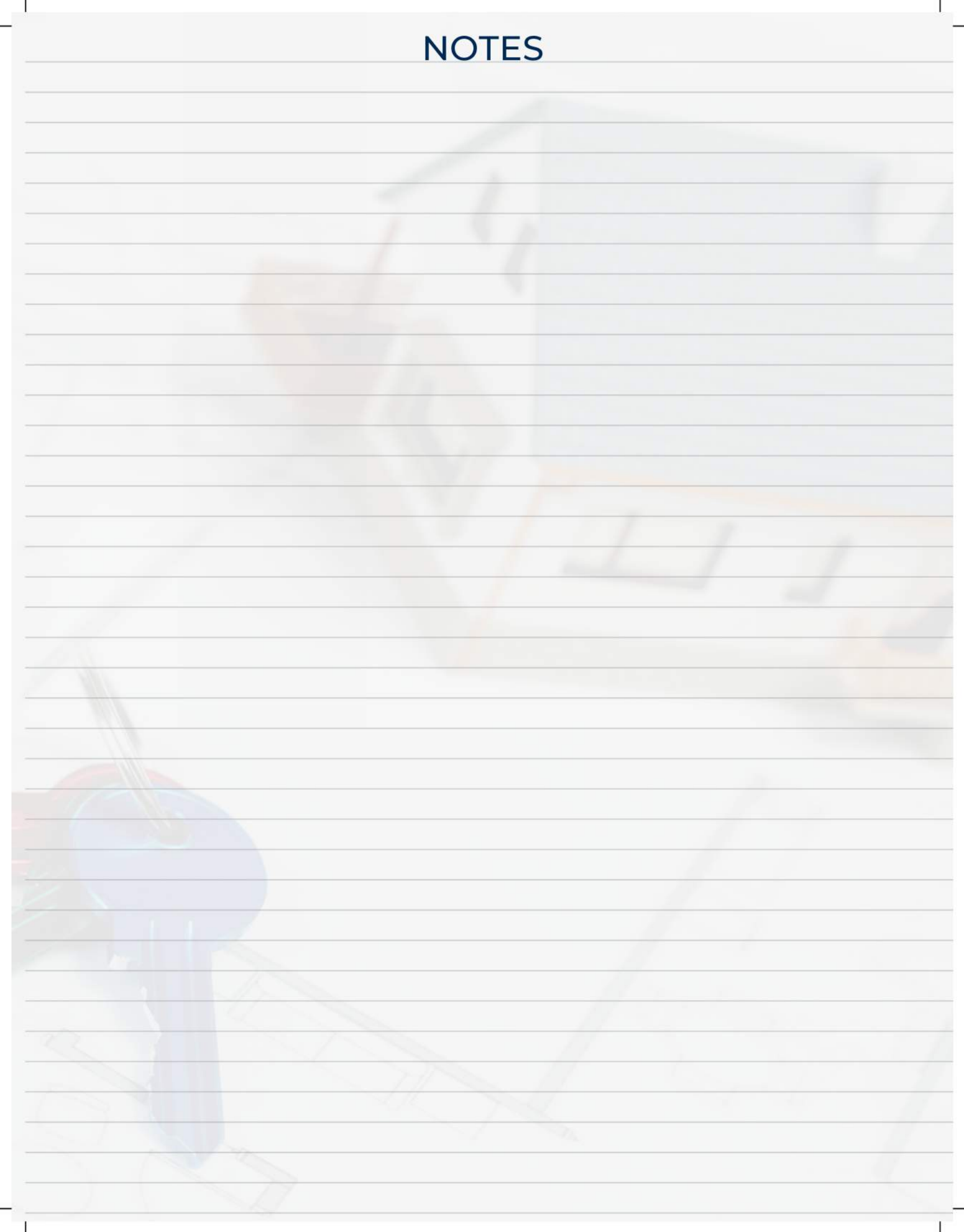
NAI Black

Devin Mecham, CCIM is the Designated Broker and Commercial Sales Manager at NAI Black with offices in Spokane, WA and Coeur d'Alene, ID. He has been in real estate since 2017, and specifically with NAI Black since March 2020. He specializes in investment sales, and coaching and is a licensed real estate instructor. He earned his CCIM designation in 2022 and served as the CCIM Washington State Chapter President in 2024. His clients include national retailers; and regional, national and international investors. Devin has worked with developers on site selection, feasibility studies, financial analysis, and development oversight. He has a background in banking, construction, property management, and as a pastor.

When he's not at the office, Devin can usually be found chasing his kids around, chasing elk around the backcountry, or reading.

NOTES

NOTES



NOTES

MAJOR SPONSORS

CBRE

 **SENTRILOCK**

 **HAYDEN
HOMES**


Planet Home Lending[®]
WE'LL GET YOU HOME

 **realtor.com**[®] **PRO**


Greenstone
ENRICHED LIVING. LASTING VALUE.


**Washington
Trust Bank**
Member FDIC

 **Valbridge**
PROPERTY ADVISORS

NAI
Black

OTHER SPONSORS

Closet Magician

Coeur d'Alene Regional REALTORS®

HUB International Northwest

Idaho Central Credit Union

Idaho Housing and Finance

Spokane Home Builders Association

Spokane REALTORS®

Appraisal Institute - WA ID MT Chapter

CCIM WA State Chapter

Cutco Closing Gifts

Five Star Painting of Coeur d'Alene

Gesa Credit Union

Kiemle & Hagood Company

P1FCU

Urban Settlements

Vista Title