

# 2026

## REAL ESTATE MARKET FORUM

February 26th, 2026  
334 W Spokane Falls Blvd  
Spokane, Washington

PRESENTED BY

**stcu**



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ESTATE RESEARCH COMMITTEE**

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# 2026 REAL ESTATE MARKET FORUM AGENDA

8:00am-8:07am

**Welcome & Introduction of Moderator** – Ann Gorman, 2026 Chair, Spokane-Kootenai Real Estate Research Committee  
**Introductions by Moderator** – Paul Read, Publisher of the Journal of Business  
**Presenting Sponsor Welcome** – Brian Read, STCU

8:07am-8:32am

**Regional Economy** – Steve Scranton and Matt Clark  
Washington Trust Bank

8:32am-9:03am

**Special Topic Panel: Regional Economic Development**  
**Introduction of Panel** – Paul Read, Moderator

- **Lance Beck** – Greater Spokane Valley Chamber of Commerce
- **Mike McBride** – Washington Economic Security Department
- **Samuel Wolkenhauer** – Idaho Department of Labor

**Panel Discussion** – Paul Read, Moderator  
**Questions & Answers** – Paul Read, Moderator

9:03am-9:31am

**Special Topic Panel: Regional Transportation**  
**Introduction of Panel** – Paul Read, Moderator

- **David S. Haring** – CEO, Spokane Airports
- **Karl Otterstrom** – CEO, STA
- **Jerry Wilson** – Idaho Transportation Department

**Panel Discussion** – Paul Read, Moderator  
**Questions & Answers** – Paul Read, Moderator

9:31am-9:36am

**Announcements** – Ann Gorman, Chair

9:36am-9:51am

**COFFEE BREAK**

9:51am-9:55am

**Announcements** – Ann Gorman, Chair

9:55am-10:50am

**Residential Market: Spokane/Kootenai/Bonner Counties**  
**Introductions** – Paul Read, Moderator  
**Single Family: Kootenai/Bonner** – Stefan Smith, 2026 President, Coeur d'Alene Regional REALTORS®  
**Single Family: Spokane** – Julie Dean, 2026 President-elect, Spokane REALTORS®  
**Regional Apartments/Multi-Family** – Ben Widmyer, Widmyer Corporation  
**Questions & Answers** – Paul Read, Moderator

10:50am-11:00am

**Sponsor Drawings**  
Please stay in the room, coffee break supplies have been removed

# 2026 REAL ESTATE MARKET FORUM AGENDA

11:00am-11:39am

## Commercial/Investment Market: Kootenai/Bonner Counties

**Introductions** – Paul Read, Moderator

**Commercial: Bonner** – Patrick Green,  
Sales Associate, Realm Partners

**Commercial: Kootenai** – Danny Davis,  
CCIM; Associate Broker, TOK Commercial

**Panel Discussion** – Paul Read, Moderator

**Questions & Answers** – Paul Read, Moderator

11:39am-12:19pm

## Commercial/Investment Market: Spokane County

**Introductions** – Paul Read, Moderator

**Office: Spokane** – Erik Nelson,  
SIOR; Managing Broker, Kiemle Hagood Company

**Retail: Spokane** – Kim Millet,  
Brokerage Services, TOK Commercial

**Panel Discussion** – Paul Read, Moderator

**Questions & Answers** – Paul Read, Moderator

12:19pm-12:22pm

**Closing Comments** – Ann Gorman, Chair

12:22pm-12:32pm

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

12:32pm-12:55pm

**Luncheon**

*Tiffany Claxton: Vice Chair, Spokane-Kootenai RERC*

*Gavin Cooley: Keynote Speaker*

*Julie Dean: President-Elect, Spokane REALTORS®*

**Head** *Ann Gorman: Chair, Spokane-Kootenai RERC*

**Table** *Paul Read: Forum Moderator*

*Stefan Smith: President, Coeur d'Alene Regional REALTORS®*

*Dale Strom: Administrative Officer, Spokane-Kootenai RERC*

*Ryan Walters: Presentation Coordinator, Spokane-Kootenai RERC*

12:55pm-1:05pm

**Announcements** – Ann Gorman, Dale Strom

1:05pm-1:35pm

**Keynote Speaker** – Gavin Cooley,  
CEO, Spokane Business Association

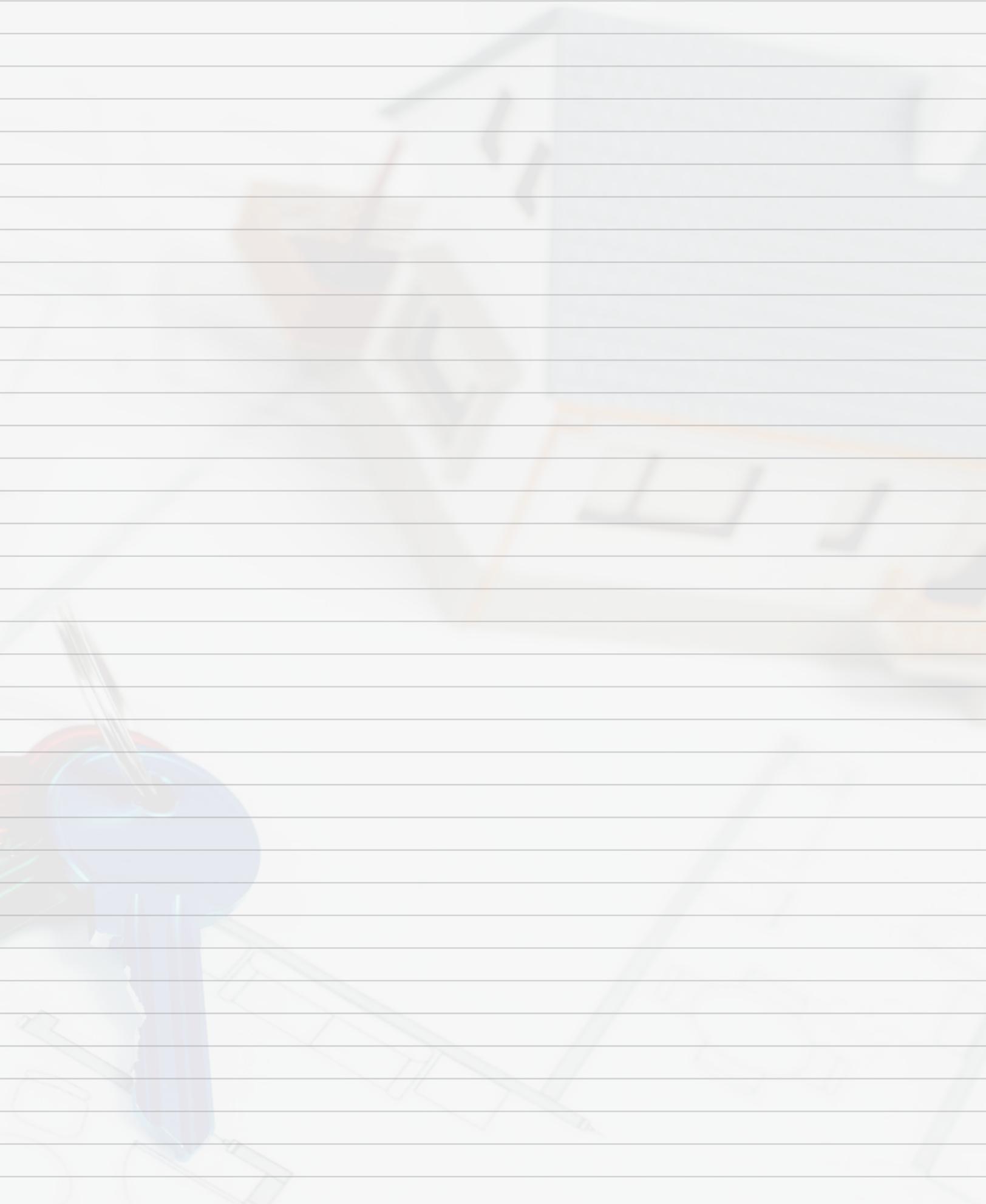
**Topic** – *How fentanyl and unsheltered homelessness have transformed public order and treatment policies into real estate fundamentals shaping Spokane and other West Coast markets*

1:35pm-1:45pm

**Questions & Answers/Closing** – Ann Gorman, Chair



# NOTES



# KEYNOTE SPEAKER

## **Gavin Cooley, CEO** *Spokane Business Association*

Gavin Cooley is a longtime public finance leader and civic advocate who has worked closely with seven successive Spokane mayors over more than two decades, helping shape the City's financial foundation, capital investment strategy, and long-term policy direction. He served as Spokane's first Chief Financial Officer under the Strong Mayor form of government beginning in 2003 and held the role for 17 years. During that time, the City's credit rating improved six notches to AA, reserves dramatically increased, and financial policies were implemented to support long-term, structurally balanced budgets. He also developed numerous strategies to reduce the cost of local government while helping finance key community and capital projects across Spokane.

Following his time at City Hall, Cooley founded the Spokane Regional Collaborative, advancing a coordinated, multi-jurisdictional approach to homelessness, improving system alignment, and bringing public, private, and nonprofit leaders together around shared solutions. He now works with the Spokane Business Association, where he focuses on policy advocacy, fiscal oversight, public safety strategy, and regional solutions to addiction and homelessness. His efforts center on advancing data-driven approaches to drive outcomes, strengthening accountability, supporting legislative advocacy, and aligning community leadership around practical responses to Spokane's most pressing challenges.

Prior to public service, Cooley spent 13 years as Chief Financial Officer for North Coast Life Insurance Company and R.J. Martin Mortgage Company. He began his career with the accounting firms of Price Waterhouse in Seattle and Coopers & Lybrand in Spokane. A Spokane native, he attended Gonzaga Preparatory and studied at the University of Washington and Eastern Washington University. He and his wife have eight children and fourteen grandchildren.



# OUR PRESENTERS

## **Paul Read, Publisher** *Journal of Business*

Paul Read is publisher of the Journal of Business, a business newspaper that covers the greater Spokane-Coeur d'Alene market. He also is publisher of the Tri-Cities Area Journal of Business, the Senior Times (of Tri-Cities), and Inland Northwest Senior (of Spokane). Paul was one of the first six employees of the Journal when it was founded in 1986 and has been involved in the coverage of business news in Spokane for about 42 years. Prior to being named publisher of the Spokane Journal of Business in 2012, he held the positions of managing editor, assistant editor, and operations manager.

A Spokane native, Paul is a graduate of Eastern Washington University.

He serves on the boards of Greater Spokane Incorporated (Past Chair), the Spokane Public Facilities District (Past Chair), the Association of Washington Business, and the Spokane-Kootenai Real Estate Research Committee (Past Chair). He also is past chair of United Way of Spokane County, past president of Boy Scouts of America INW Council, past Treasurer of Greater Spokane Valley Chamber of Commerce, past Vice Chairman of Visit Spokane, past president of the national Alliance of Area Business Publishers, past president of the local chapter of the Society of Professional Journalists, past chairman of the Children's Home Society of Washington, and a past elder at Hamblen Park Presbyterian Church.

He has been awarded the Silver Beaver Award by Boy Scouts of America and the King Cole Legacy Award by Leadership Spokane.



## **Ann Gorman, 2026 Chair**

*Spokane-Kootenai Real Estate Research Committee*

Ann Gorman is an Affordable Housing Relationship Manager on Columbia Bank's Commercial Real Estate Team. In her role as an Affordable Housing Relationship Manager, Ann covers Oregon and Washington and dabbles in other states within the Columbia Bank footprint. Ann has over 30 years of experience in a variety of lending roles and has worked for a variety of banks, investment companies, and nonprofits. Ann is passionate about affordable housing and enjoys navigating the many aspects and complexities of the field.

# OUR PRESENTERS

## **Lance Beck, President and CEO**

*Greater Spokane Valley Chamber of Commerce*

Lance Beck is the President and CEO of the Greater Spokane Valley Chamber of Commerce, a role he has held since 2018. A Spokane County native and graduate of Whitworth University, Lance double-majored in Marketing and Business Administration, with a minor in Leadership Studies. His career began with the Spokane Shock arena football team, where he played a key role in transitioning the team from af2 to the AFL, eventually becoming Director of Marketing and Operations. Before returning to Spokane, he served as the Director of Marketing for the Oregon Coast Aquarium, a nationally recognized top-10 facility.

Since joining the Chamber, Lance has led strategic efforts to strengthen workforce development, particularly in manufacturing, and advocate for business-friendly policies that support regional economic growth. His leadership has been instrumental in aligning the Chamber's initiatives with local industry needs, enhancing collaboration, and positioning the Greater Spokane Valley as a competitive business hub. Lance was named a 2023 ACCE 40 Under 40 honoree.

## **Matthew Clarke, Vice President & Senior Portfolio Manager**

*Washington Trust Bank*

Matthew is a Vice President and Senior Portfolio Manager for Washington Trust Bank's Wealth Management & Advisory Services. Within the Portfolio Management Group, he works with a team of portfolio experts who analyze and coordinate strategies on behalf of clients who require both a high level of customization and expert communication.

Working with Relationship Managers, Matthew represents a client-focused, comprehensive, and disciplined approach to investment management that emphasizes consideration of the client's "big picture." His active participation in client relationships is instrumental to continued success in meeting client goals. Matthew has nearly 20 years of financial industry experience and is often called upon for investment strategies that support the sale of businesses, concentrated stock holdings, and other financial events requiring significant consideration and analysis.

## **Danny Davis, CCIM, Associate Broker**

*TOK Commercial*

Danny Davis is a seasoned professional with a career spanning over 19 years in commercial real estate. His core values of integrity, diligence, and ethics underpin his approach to the industry. Danny is dedicated to delivering maximum value to his clientele, whether they are buyers, sellers, investors, business owners, or developers. He possesses a wealth of knowledge acquired through years of experience, enabling him to offer valuable insights into the Spokane and Kootenai County markets. He is licensed in both Idaho and Washington as an Associate Broker.

One of Danny's key distinctions is his Certified Commercial Investment Member (CCIM) designation, a testament to his expertise in the industry. Achieving this designation requires hundreds of hours of additional education, successful completion of rigorous exams, and a peer-reviewed portfolio showcasing transactions totaling at least \$10,000,000. As a CCIM, Danny demonstrates a high level of skill and competence, making him a trusted authority in the commercial real estate sector.

## **Julie Dean, 2026 President-Elect**

*Spokane REALTORS®*

A developer of people and networks, former business owner, neighborhood developer, and purveyor of positivity, Julie is a multifaceted professional with a background in business growth, management, motivational interviewing, and experience as a former top producer in real estate. She is skilled in training, coaching, sales, communication, team building, real estate-specific legal forms, and business development.

A tenacious yet compassionate professional who listens to understand, Julie is an accomplished servant leader currently coaching and creating learning and growth opportunities for over 2,000 eXp Realty brokers in Washington State. She is also dual licensed as an Associate Broker in the State of Idaho.

# OUR PRESENTERS

## **Patrick Green, Sales Associate**

*Realm Partners*

Originally from Lake Geneva, Wisconsin, Patrick grew up in a lake and resort community. He attended Holy Cross College in Notre Dame, Indiana. After graduation, he spent a considerable amount of time in Jackson Hole, Wyoming, Ketchikan, Alaska, and Breckenridge, Colorado.

Patrick relocated to North Idaho over a decade ago for a position with Hagadone Marine Group as a Delivery Captain. After serving as the General Manager of Tobler Marina in Hayden for nearly seven years, he developed a deep understanding of the local lakes and waterfront communities.

With a 20-plus-year career in the boating industry, Patrick is excited to transition into real estate. Drawing on experience from growing up around a family-owned brokerage in Lake Geneva and high-end retail transactions in the marine industry, he looks forward to helping clients find their dream property in North Idaho.

## **David S. Haring, CEO**

*Spokane Airports*

An Accredited Airport Executive with over 20 years of experience in the aviation industry, David Haring serves as the CEO of Spokane Airports, providing strategic oversight and day-to-day leadership of Spokane International Airport, Historic Felts Field, and the Airport Business Park. Prior to his service in Spokane, he served as Executive Director of Lincoln Airport in Lincoln, Nebraska, where he was responsible for the development and enforcement of all plans, policies, and programs governing airport operations, maintenance, security, and physical plant.

Following his graduation from the University of North Dakota, David began his airport career as an intern at Jerry Olson Field in Cheyenne, Wyoming, and held a variety of positions over 13 years, including Director of Aviation from 2007 to 2014. As Director, he oversaw all facets of operations for both Cheyenne Regional Airport and the airport-owned FBO, Legend Aero Serve. With a passion for leadership and mentorship, David has spent much of his career involved in academic relations and early career development.

He is a long-term member of the Academic Relations Committee of AAAE and a past President of the Great Lakes Chapter of AAAE, where he oversaw the creation of the Chapter's first Yo-Pro Committee and Emerging Professional Award. Outside of work, David is a gleefully retired youth baseball coach, an out-of-practice instrumentalist, and a past Chair of the Board of Directors for Leadership Lincoln, Inc.

## **Mike McBride, Regional Labor Economist**

*Washington State Employment Security Department*

Mike McBride was recently named Regional Labor Economist for the Washington State Employment Security Department's Northeast and North Central regions.

In his role, McBride analyzes job and employment data for roughly a quarter of the counties in the state, a natural career evolution for the Spokane native who previously served as a Business and Industry Analyst for the Spokane Workforce Council.

## **Kim Millet, Brokerage Services**

*TOK Commercial*

Kim Millet joined TOK Commercial's Inland Northwest brokerage team in 2025, following a successful career overseeing one of the largest private commercial real estate portfolios in the Inland Northwest. She built strong relationships within the business community while delivering expert guidance in the fast-moving regional market. This unique vantage point allows her to serve clients ranging from first-time entrepreneurs to the nation's top retailers.

Kim offers deep experience advising and representing owners, landlords, tenants, and investors in identifying leasing opportunities and sales solutions across all asset classes throughout the Inland Northwest. She brings a human approach to a capital landscape and delivers an unmatched skill set in sales, leasing, contract negotiation, and process management. Clients value her attention to detail and ability to streamline the deal process.

# OUR PRESENTERS

## **Erik Nelson, SIOR, Managing Broker**

*Kiemle Hagood Company*

Erik Nelson is a Managing Broker for Kiemle Hagood, one of Spokane's largest property management and commercial real estate companies. Erik joined Kiemle Hagood in October 2006. As a licensed REALTOR® in the states of Washington and Idaho, Erik specializes in sales, investment properties, and landlord and tenant representation. He is part of a three-person team that achieved a transaction volume of \$145 million in commercial property in 2021.

## **Karl Otterstrom, CEO**

*Spokane Transit Authority*

A native of Spokane, Karl Otterstrom joined Spokane Transit's executive team in January 2009. Prior to joining Spokane Transit, Karl was a transportation planner with King County Metro, with expertise in grants, long-range planning, and bus rapid transit. He also held professional roles with the Federal Transit Administration.

Karl graduated from Eastern Washington University with a degree in Urban and Regional Planning and earned a Master of Urban Planning from the University of Washington. He is a member of the American Institute of Certified Planners and has been involved in numerous Spokane community efforts, including eight years on the board of the University District Development Association, serving two years as Chairman of the Board.

## **Steve Scranton, Chief Financial Officer**

*Washington Trust Bank*

Steve Scranton is the Economist for Washington Trust Bank and holds a Chartered Financial Analyst® designation, with over 35 years of investment experience. As Washington Trust Bank's Chief Investment Officer, Steve is responsible for management of the Portfolio Management Group and works closely with clients and relationship managers to design, implement, and monitor investment and risk management strategies.

Throughout the Pacific Northwest, Steve is a well-known speaker on economic conditions and global securities markets. He actively participates on committees within the bank to help design strategies and policies related to bank-owned investments. Steve also authors multiple communications and participates in public speaking engagements to keep clients informed of economic and investment market conditions.

## **Stefan Smith, 2026 President**

*Coeur d'Alene Regional REALTORS®*

Since the age of fifteen, Stefan has been drawn to the world of real property sales, acquisitions, real estate investment trends, and market conditions. He has made every effort to expand his knowledge and understanding of all facets of real estate transactions. His daily focus is building lasting personal relationships, achieved in part by providing incomparable service to clients. Stefan applies his positive energy, initiative, and personality to ensure client success.

Whether clients are pursuing investment opportunities, new construction projects, waterfront properties, or the realization of a long-imagined dream home, Stefan is confident in his ability and determination to help them reach their goals.

## **Jerry Wilson, Planning & Engineering Services Engineer**

*Idaho Transportation Department*

Jerry Wilson serves as the Planning & Engineering Services Engineer for the Idaho Transportation Department's District 1 office in Coeur d'Alene, Idaho. District 1 operates and maintains all State Highways, U.S. Highways, and interstates within Idaho's five northern counties. Jerry's team is responsible for planning and programming projects included in the Idaho Transportation Investment Program, along with environmental clearances, materials reports, survey, and right-of-way.

Jerry has over 22 years of dedicated service with ITD in District 1.

# OUR PRESENTERS

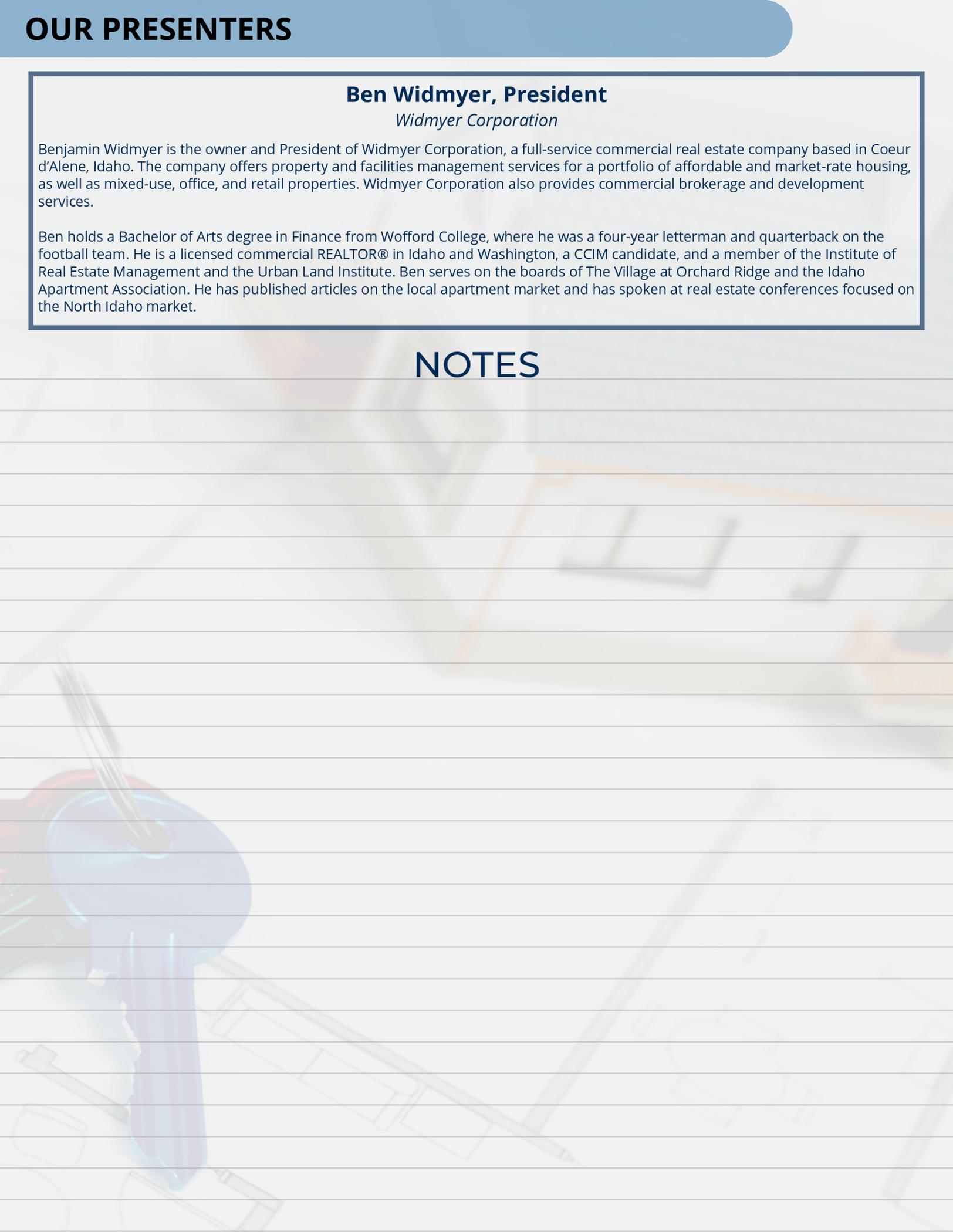
## **Ben Widmyer, President**

*Widmyer Corporation*

Benjamin Widmyer is the owner and President of Widmyer Corporation, a full-service commercial real estate company based in Coeur d'Alene, Idaho. The company offers property and facilities management services for a portfolio of affordable and market-rate housing, as well as mixed-use, office, and retail properties. Widmyer Corporation also provides commercial brokerage and development services.

Ben holds a Bachelor of Arts degree in Finance from Wofford College, where he was a four-year letterman and quarterback on the football team. He is a licensed commercial REALTOR® in Idaho and Washington, a CCIM candidate, and a member of the Institute of Real Estate Management and the Urban Land Institute. Ben serves on the boards of The Village at Orchard Ridge and the Idaho Apartment Association. He has published articles on the local apartment market and has spoken at real estate conferences focused on the North Idaho market.

## NOTES



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**NOTES**