

2018 RMLS™ EDUCATION SUMMIT AND TRADE FAIR

CLASS DESCRIPTIONS

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CASCADE BALLROOM (MT. ST. HELENS / MT. HOOD / MT. BACHELOR / THREE SISTERS) 3

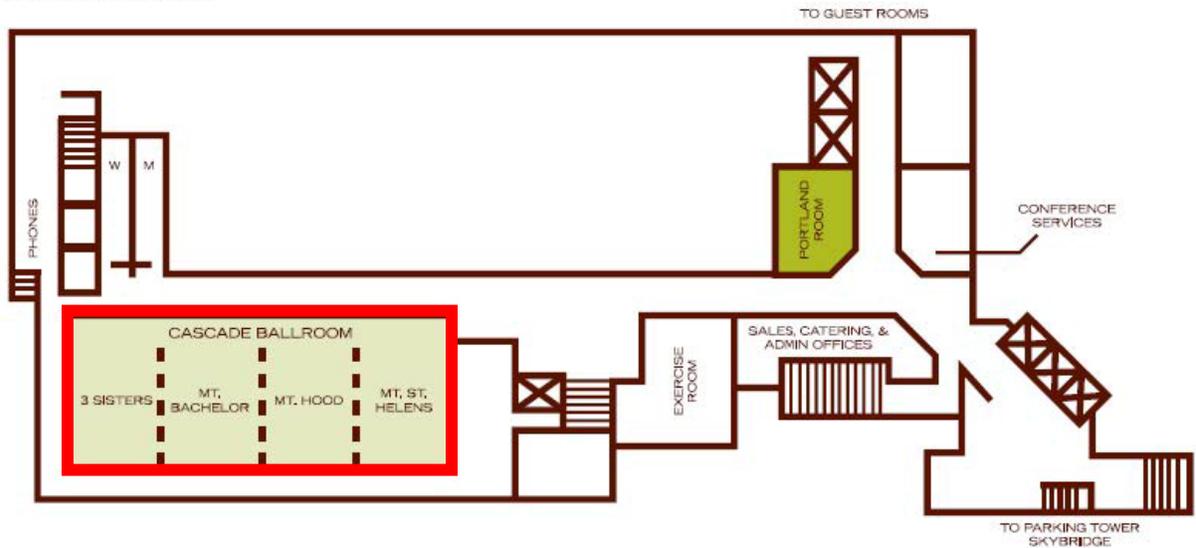
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SECOND LEVEL



Where: DoubleTree by Hilton, 1000 NE Multnomah Street, Portland, Oregon, 97232

When: March 16, 2018

2018 RMLS™ EDUCATION SUMMIT AND TRADE FAIR SCHEDULE OF EVENTS

	FIRST LEVEL			SECOND LEVEL						
	Lloyd Ballroom	Willamette Ballroom	Foyer	Cascade Ballroom						
8:30am	Exhibit Hall Open	Relax and Recharge		<i>Mt. St. Helens</i>	<i>Mt. Hood</i>	<i>Mt. Bachelor</i>	<i>Three Sisters</i>			
9:00										
9:30										
10:00				Keynote Speaker: Elliott Eisenberg 10:00am – 11:30am NO CE						
10:30										
11:00										
11:30										
12:00pm					Lunch Served*					
12:30										
1:00							RMLSweb Focus on the Buyers' Broker 1:00pm – 4:00pm 3 OR/WA CE			
1:30			Legal Update 1:00pm – 3:00pm 2 OR CE		Intro to ADUs 1:15pm – 2:30pm 1 OR CE					
2:00										
2:30										
3:00						Home Energy Scores 2:45pm – 4:00pm 1 OR CE				
3:30										
4:00	2018 RMLS™ Education Summit and Trade Fair Closed at 4pm									

**Lunch is for attendees only and will be limited to the first 350 people.*

KEYNOTE PRESENTATION - 2018 ECONOMIC FORECAST (BETTER THAN LAST YEAR)

10AM – 11:30AM

Presented by Dr. Elliot Eisenberg

Sponsored by REALTOR.com®

NO CE

National speaker Dr. Elliot Eisenberg will speak on the condition of the overall economy with an emphasis on the four components of GDP growth. He will detail labor market conditions, wage growth, household wealth, inflation, the Fed, and interest rates. Turning attention to the housing market, Dr. Eisenberg will cover residential construction activity, existing sales activity, home prices, home sizes, credit availability, household formation, demographics, loan volume, refi activity, inventory, and more. Expect discussion about how the Trump tax cuts are likely to impact home prices and the economy in 2018. Economic conditions in Oregon will be compared to those in the other 49 states, with economic conditions among the largest cities in the northwest being examined.

MT. ST. HELENS

LEGAL UPDATE

1PM – 3PM

Presented by Phil Querin, Querin Law Group, LLC

2 OR CE

Topics covered include:

- The Wealth Effect: Will a Rising Tide Lift All Boats?
- The Fed May be Your New Best Friend!
- How the New Tax Plan Affects You and Your Real Estate Business
- Real Estate Prices: Bubble? Irrational Exuberance? Are We in for a Downturn?

MT. HOOD

RMLS*WEB* FOCUS ON THE BUYERS' BROKER

1PM – 4PM

Presented by Lynn Solmonson, RMLS™

3 OR/WA CE

Attendees will learn about RMLS*web* features that assist a buyers' broker. Topics include using the contact manager; searching listings; prospecting with auto email; market trends/statistics; searching open houses/broker tours; and an overview of the SentiLock lockbox system.

MT. BACHELOR / THREE SISTERS

INTRO TO ACCESSORY DWELLING UNITS (ADUS)

1:15PM – 2:30PM

Presented by Kol Peterson, Accessory Dwelling Strategies LLC

1 OR CE

This session is intended for brokers who are looking to increase their knowledge about the popular development trend of Accessory Dwelling Units (ADU) across Oregon and SW Washington. We will cover:

- Demographics of current and soon-to-be ADU owners and renters
- Basic understanding of what makes a property ADU-ready/eligible
- Lessons learned from Portland's ADU-championing policies
- Cost scenarios, taxation, valuation, financing, and revenue-generating options for ADUs

HOME ENERGY SCORES: WHAT YOU SHOULD KNOW

2:45PM – 4PM

Presented by Gary F. Kristensen, SRA, IFA, AGA, A Quality Appraisal LLC

1 OR CE

Learn about the new City of Portland Home Energy Score program and how EPS™ from Energy Trust of Oregon satisfies the city's requirements through 2018. This presentation has been approved by the City of Portland and is designed to help real estate professionals understand how this new program will impact approaches to listing, selling, and buying homes; as well as how to leverage it to best serve clients. This session will cover:

- Understanding City of Portland Home Energy Score program requirements
- Learning how to use the new RMLS™ feature that auto-populates Home Energy Score info directly into listings
- Understanding what makes an above- or below-average score
- How to explain the score to buyers/sellers
- Resources and info to support and best serve clients

DR. ELLIOTT EISENBERG

Dr. Elliot Eisenberg has spoken to hundreds of business groups and associations, often as keynote speaker, on topics including economic forecasts, economic impact of industries such as homebuilding and tourism, consequences of government regulation, strategic business development, and other current economic issues. Dr. Eisenberg has been invited to testify before lawmakers and is often asked to comment on proposed legislation. His research and opinions have been featured in *Bloomberg Businessweek*, *Bureau of National Affairs*, *Forbes*, *Fortune*, and many other publications. He is a regularly featured guest on cable news programs, talk, and public radio.

Dr. Eisenberg was formerly a Senior Economist with the National Association of Home Builders in Washington, DC. He is the creator of the multifamily stock index, the author of more than 85 articles, and serves on the Expert Advisory Board of Mortgage Market Guide. Dr. Eisenberg is a consultant to several large real estate professional associations, hedge funds, and investment advisory groups.

Dr. Eisenberg's interests include keeping the rate of restoration of his 60 year old house ahead of its rate of deterioration and doting on his daughter. He loves ice hockey and talking economics with crowds large and small!

GARY F. KRISTENSEN, SRA, IFA, AGA, A QUALITY APPRAISAL, LLC

Gary F. Kristensen is Chief Appraiser and the owner of A Quality Appraisal LLC. He is also an authorized Home Energy Assessor with the City of Portland operating a staff of assessors under A Quality Measurement LLC. Gary sits on the board of directors for Rose City NAIFA, and on the advisory board for McKissock Appraisal School, is an SRA-designated member of the Appraisal Institute, is an Accredited Green Appraiser (AGA) with Earth Advantage, and is a regular speaker for appraisal and real estate agent training.

KOL PETERSON, ACCESSORY DWELLING STRATEGIES, LLC

Kol Peterson is the owner of Accessory Dwelling Strategies LLC, a company dedicated to ADU-related education, advocacy, and consulting. Kol edits and manages [AccessoryDwellings.org](https://www.accessorydwellings.org), a website that addresses ADU policy issues and features an array of ADU projects. He also teaches ADU classes through Earth Advantage wherein brokers can earn an ADU Specialist Designation. Kol also runs Portland's citywide ADU tour, and does ADU-related teaching, speaking, and consulting for a variety of audiences.

LYNN SOLMONSON, RMLS™

Lynn attended Southern Methodist University in Dallas, earning a Business Administration degree, and has worked as a RMLS™ trainer (for 13 years.) Prior to RMLS™, she worked as a trainer in the travel and hospitality industry for more than 10 years. This training experience translated well into the real estate world! At RMLS™ Lynn teaches brokers how to utilize the RML*Sweb* database and its tools efficiently. She notes that watching the lightbulb go on while teaching a class is an amazing thing.

PHIL QUERIN, QUERIN LAW, LLC

Phil has served as legal counsel for the Portland Metropolitan Association of REALTORS® for more than two decades, and serves on the PMAR Brokerage Risk Management Committee. Phil is also legal counsel to the OREF Forms Committee.