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Online Learning







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ADVOCACY IS AT THE OF WHAT WE DO.

As I reflect on OAR's accomplishments, I'm both proud and optimistic. Proud, that what we do makes a difference – in the lives of our clients and our communities; and optimistic, that in light of our challenges, we're heading in the right direction.

Was everything perfect? Nope. Were the challenges minimal? Absolutely not; but our system works. With the guidance of professional staff, who each have their own area of expertise, we are an association led and governed by volunteer leaders. Every major decision is deliberated, discussed, and debated by REALTOR® members from across the state. These members volunteer their time and energy, because they are passionate about our industry and the pledge "to protect the individual right of real estate ownership and to widen the opportunity to enjoy it."

Contrary to our polarized and often vitriolic political climate, we unite under the REALTOR® Party, with members of all political stripes working under this banner, making important decisions on where to focus our advocacy efforts – on which bills to introduce or support, and which ballot initiatives to support to oppose. This is all done through the lens of protecting and advancing home ownership, not as Democrats, Republicans, Independents, Libertarians, or Greens. And once the voters have cast their ballots, we work cordially and professionally with all elected officials – and with fellow volunteer leaders – to advance issues that support our unwavering mission.

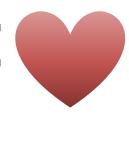
As I led meetings this past year, I knew that members of the governing body held political beliefs that differed from my own. And in those venues, it didn't matter. Respecting differences and working toward a common goal always guided our conversations. No social media trolling, just genuine debate! Refreshing? Yes. Wouldn't we all like more of that in our lives after this past election cycle?

So, where did we win and what challenges lie ahead? Two big wins were the passage of the Home Buyer Savings Account and Ballot Measure 102.

As I mentioned above, all of our decision-making involves volunteers and we are always looking for the next generation of leaders. If you haven't attended a committee or Board of Directors meeting in the Spring or Fall, members are always welcome. Please consider attending and learning more about YOUR association and see how it works for you.

I have so much gratitude for the support that our Board of Directors and various committee members have given me during a full and fast-paced year. Thank you for allowing me to serve.

In partnership, Steve





"ALL OF OUR DECISION MAKING INVOLVES VOLUNTEERS AND WE ARE ALWAYS LOOKING FOR THE NEXT GENERATION OF LEADERS."

A LOOK AHEAD TOWARDS 2019

O&A WITH OAR PRESIDENT NAN WIMMERS

What is your vision for 2019?

I would like to continue with the great work the OAR finance committee has started with simplifying the financials and transparency in reporting with the Board of Directors. Next on my mind, is hosting a fabulous REALTOR® Day at the Capitol on April 2nd. It's always a fun filled day and I can guarantee that any member that attends and engages will learn something about our great state legislature.

What's the most important thing you hope to accomplish?

The most important thing we can accomplish this year is continuing with financial transparency and simplification. I hope 2019 will be the year we have solid financial success and have a good plan for the future!

What was the reason you got involved in volunteer leadership?

I have been volunteering with OAR on one committee or another since the late 90's. We have a great group of volunteer members that guide this organization and I have always really enjoyed being involved in the groups dedication to our industry. As a full time Principal Broker, business issues have always been my passion... and probably still are.

What's the biggest issue facing Oregon Realtors® in 2019?

For those engaged in Government Affairs you would hear the need to protect the mortgage interest deduction for our clients. For other members it might be the need to "raise the bar of professionalism" in the industry. In addition, we're looking at a new Real Estate Commissioner being hired and I think OAR needs to strive to have the same open and continental relationship with the new commissioner as we had with Gene Bentley over the years. Internally, our CEO, Jenny Pakula, has been making great strides in straightening up our policies, creating a team that can excel together and getting our financials in better shape.

What one message would you give an Oregon REALTOR®?

Get involved in your industry! Attend an event, volunteer for a committee, take a class outside your area or reach out to an agent you haven't worked with and take them to coffee. If you're interested in getting involved, at any level, give me a call and we can figure out how to get you started!

-Nan



"GET
INVOLVED
IN YOUR
INDUSTRY...
GIVE ME A
CALL AND
WE CAN
FIGURE OUT
HOW TO
GET YOU
STARTED!"



Contact Info:
Nan Wimmers
2019 OAR President
Columbia Gorge Real Estate
541-993-5510
nan@columbiagorgerealestate.org

2019 EXECUTIVE COMMITTEE



NAN WIMMERS **PRESIDENT** Mid-Columbia Association of **REALTORS®**



LORI PALERMO PRESIDENT-ELECT Springfield Board of **REALTORS®**



STEVE STRODE **IMMEDIATE PAST PRESIDENT** Portland Metro Association of **RFALTORS®**



GARY MAJORS DISTRICT 1 VICE PRESIDENT NORTHWEST OREGON Portland Metro Association of REALTORS®



ANGELA STUCKART **DISTRICT 2 VICE PRESIDENT COAST & VALLEY** Willamette Association of **REALTORS®**



GRACE BERGEN DISTRICT 3 VICE PRESIDENT LANE COUNTY Springfield Board of **REALTORS®**



TERESA ZAMORA **DISTRICT 4 VICE PRESIDENT** SOUTHWESTERN OR Coos County Board of **REALTORS®**



JILL RUSSEL **DISTRICT 5 VICE PRESIDENT** HIGH DESERT Klamath County Association of **REALTORS®**



DEAN KEGLER **DISTRICT 6 VICE PRESIDENT COLUMBIA GORGE & EASTERN OR** Columbia Basin Board of **REALTORS®**



DREW COLEMAN **BUSINESS ISSUES KEY COMMITTEE CHAIR** Portland Metro Association of **REALTORS®**



RANDY SHAW GOVERNMENT AFFAIRS KEY COMMITTEE CHAIR Klamath County Association of **REALTORS®**



ADAM SCHWEND POLITICAL AFFAIRS KEY **COMMITTEE CHAIR** Tillamook Association of **REALTORS®**



JONI MCCLINTOCK PROFESSIONAL DEVELOPMENT KEY COMMITTEE CHAIR Mid-Valley Association of **REALTORS®**



EVA SANDERS FINANCE REVIEW KEY COMMITTEE CHAIR Portland Metro Association of **REALTORS®**

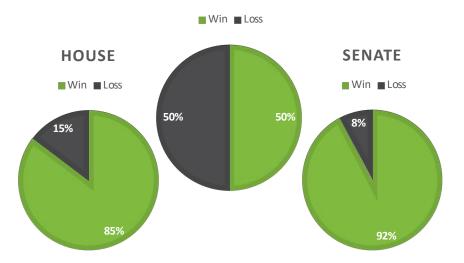


DEBRA GISRIEL RPAC TRUSTEE **KEY COMMITTEE CHAIR** Klamath County Association of **REALTORS®**

LEGISLATIVE HIGHLIGHTS

Of the 34 members of the Oregon House that RPAC supported, 29 candidates won. In the Senate, 12 out of 13 members won. State-wide, we supported two candidates; Governor and Bureau of Labor and Industries Commissioner. Governor lost, but we won Labor Commissioner, Also, with our input, NAR supported all five of our congressional delegation. They all won.

STATE-WIDE CANDIDATES



KEY REAL ESTATE RELATED LEGISLATION & RESULTS

First-Time **Homebuyer Savings Account Program**

Additional \$60 million in state investments in affordable housing

Principal Real Estate **Broker Advanced Standards**

Bonding for Affordable Housing Development

Protecting Home Owners from Easy Tax Increases





Supported



Supported



Supported



Supported



Supported





Passed



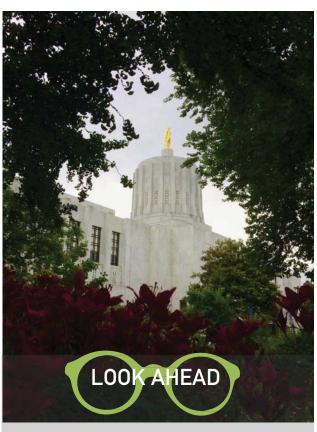
Passed



Passed



Failed



2019 is the "Long Session" year for the Oregon Legislature. By design, the longsession provides an opportunity for lawmakers to deliberate changes to Oregon's laws and policy objectives. Lawmakers must also pass a balanced budget, providing the operating costs for Governor Brown and her executive branch agencies to implement the policy adjustments made by the Legislative Assembly.

Housing supply is once again a high priority for many legislators. Any legislation that impacts private property rights, housing supply or financial incentives, tax credits and deductions to help make the dream of home ownership more attainable, you'll find the Oregon Association of REALTORS® members and professional staff at the table advocating for the policy objectives adopted by our Board of Directors.

Please Join us in Salem on April 2 for our 2019 REALTOR® day at the Capitol. This is an incredibly important day that helps increase the likelihood that we meet our advocacy goals for the session. For more information about REALTOR® Day at the Capitol, go HERE.

5 | 2018 YEAR IN REVIEW

ISSUES MOBILIZATION

Issues Mobilization grants provide financial and campaign services assistance to any local board/association or member wishing to take action on a local policy issue. Once a grant application is approved by OAR's Executive Committee, OAR provides collaborative campaign services, such as management, media and polling with members of the local board.

In 2018, the Oregon Association of REALTORS® received \$1 million in matching funds from the National Association of REALTORS® to help protect Oregon homeowners from easy tax hikes, by eliminating the Mortgage Interest Deduction, Property Tax Deductibility and 1031 Exchanges with a simple majority vote.

OAR also utilized the Issues Mobilization grants to become the single largest contributor to Ballot Measure 102, which now allows for local governments to use bonding for affordable housing projects and leverage more private and federal investments in those projects.

In total, local REALTOR® boards applied for and received \$35,000 in OAR and NAR funding for various local issues campaigns; all designed to increase livability and quality-of-life standards in their communities.

Clatsop Association of REALTORS® received two Issues Mobilization grants of \$1,000 each to support school bonding measures in Astoria and Warrenton.

Mid-Columbia Association of REALTORS® received \$1,000 to support the North Wasco County school building bond measure.

Eugene Association of REALTORS® received a variety of grants; \$750 to support the City of Eugene parks levy, \$1,000 to oppose changes in the city budget and \$4,000 to support the Eugene School Board's capital improvement program. Eugene also leveraged \$1,250 in state issues mobilization funds in order to receive \$25,000 from NAR to fund their ongoing "Better Housing Together" advocacy campaign, an ongoing housing development campaign in partnership with the University of Oregon. Learn more about how to get grant funds for your community.



Jim Wilcox, MyREALTOR® Party Chairperson, giving the Issue Mobilization Contribution to Phil Brady, representative of the North Wasco County School District facilities plan campaign.

ISSUES ADVOCACY FUNDS

OAR invests \$30 from every REALTOR® member's dues to be used for issues advocacy. At current membership levels, this investment is roughly \$500,000 a year. These funds are utilized for various issue campaigns around the state. Through an application process, local REALTOR® boards can utilize their local issues funds to apply for an OAR Issues Mobilization grant. The sum of the local and state investment in the issue campaign can then be matched one-to-one by NAR.

\$2,035,000

Total of Issues Mobilization Grants awarded by OAR and NAR for issue campaigns in Oregon.

\$1,025,000

Total value of grants awarded from NAR to OAR and Local REALTOR® boards.

\$10,000

Total value of grants awarded from OAR to local REALTOR® boards with no NAR match.

For more information about these results, email scleave@oregonrealtors.org.

WWW.OREGONREALTORS.ORG | 6

2018 RPAC MAJOR INVESTORS

PLATINUM R

\$10,000+ initial annual investment, \$5,000 annual sustaining

Debra Gisriel*°

Klamath County Association of REALTORS®

Drew Coleman*

Portland Metro Association of REALTORS®

Rick Harris*°

Rogue Valley Association of REALTORS®

GOLDEN R

\$5,000+ initial annual investment, \$2,000 annual sustaining

Carolyn Dozois*°

Eugene Association of REALTORS®

Santino Filipelli

Portland Metro Association of REALTORS®

David Hemenway

Eugene Association of REALTORS®

Pat Kaplan*°

Portland Metro Association of REALTORS®

Michael Kozak

Central Oregon Association of REALTORS®

R. Brian Matza*

Portland Metro Association of REALTORS®

Alan Mehrwein*°

Portland Metro Association of REALTORS®

Colin Mullane*

Roque Valley Association of REALTORS®

Eva Sanders*°

Portland Metro Association of REALTORS®

Greg Whistler

East Metro Association of REALTORS®

CRYSTAL R

\$2,500+ initial annual investment, \$1,500 annual sustaining

KayDee Hallert

Springfield Board of REALTORS®

Rob Levy Portland Metro Association of REALTORS®

Jennifer Schaake

Central Oregon Association of REALTORS®

Randy Shaw

Klamath County Board of REALTORS®

Steven Strode*

Portland Metro Association of REALTORS®

STERLING R

\$1,000+ initial annual investment and annual sustaining

Vicki Arnold

East Metro Association of REALTORS®

Kimberley Arscott

Eugene Association of REALTORS®

Grace Bergen*

Springfield Board of REALTORS®

Stacey Boals

Roque Valley Association of REALTORS®

Springfield Board of REALTORS®

Beth Caster

Yamhill County Association of REALTORS®

Donna Charko

Eugene Association of REALTORS®

Karen Church

Eugene Association of REALTORS®

STERLING R Cont....

*President's Circle

°Hall of Fame

Shawn Cleave

Oregon Association of REALTORS®

Mechelle Clough Springfield Board of REALTORS®

Ernest Cooper

Portland Metro Association of REALTORS®

Frnie Coufal

Portland Metro Association of REALTORS®

Lindsey Culver

Portland Metro Association of REALTORS®

Christopher Dean

Eugene Association of REALTORS®

Jan Cullivan

Portland Metro Association of REALTORS®

Chelsea Dietmever

Springfield Board of REALTORS®

Deana Doney

Portland Metro Association of REALTORS®

Cheryl Faria

Roque Valley Association of REALTORS®

Lynae Forbes

Portland Metro Association of REALTORS®

James Frick

Rogue Valley Association of REALTORS®

Lester Friedman

Central Oregon Association of REALTORS®

Cari Garrigus

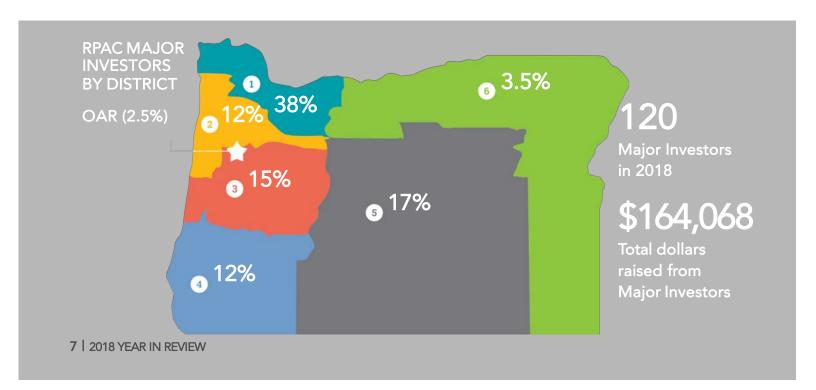
Eugene Association of REALTORS®

Mel George

Portland Metro Association of REALTORS®

Julie Gilbert

Mid-Columbia Board of REALTORS®



2018 RPAC MAJOR INVESTORS

STERLING R (\$1,000+ initial annual investment and annual sustaining)

*President's Circle °Hall of Fame

Myra Girod

Central Oregon Association of REALTORS®

Michael Gottlieb

Eugene Association of REALTORS®

Tina Grimes

Roque Valley Association of REALTORS®

Scott Halligan
Portland Metro Association of REALTORS®

Linda Hartness

Eugene Association of REALTORS®

Kerri Hartnett*

Portland Metro Association of REALTORS®

Chad Harvey

Mid-Valley Association of REALTORS®

James Hauge

Mid-Valley Association of REALTORS®

Jackie Hawks

Eugene Association of REALTORS®

Heidi Hazel

Mid-Valley Association of REALTORS®

Byron Hendricks

Mid-Valley Association of REALTORS®

Jonathan Hicks

Central Oregon Association of REALTORS®

Louis Hoffman

Central Oregon Association of REALTORS®

Michele Holen

Portland Metro Association of REALTORS®

John Hoops

Eugene Association of REALTORS®

John Howard

Northeast Oregon Board of REALTORS®

Portland Metro Association of REALTORS®

Shaun Jillions

Oregon Association of REALTORS®

Isaac Judd

Eugene Association of REALTORS®

Megan Jumago-Simpson

Portland Metro Association of REALTORS®

Franki Keefe

Portland Metro Association of REALTORS®

Arthur Kegler

Columbia Basin Association of REALTORS®

Sonja Kissinger Springfield Board of REALTORS®

Mark Knust

Klamath County Association of REALTORS®

David Koch

Portland Metro Association of REALTORS®

Brent Landels

Central Oregon Association of REALTORS®

Portland Metro Association of REALTORS®

Scott Lewis

Roque Valley Association of REALTORS®

Donald Livingood

Roque Valley Association of REALTORS®

Kelly Martin

Mid-Valley Association of REALTORS®

Shannon Mason

Coos County Board of REALTORS®

Joni McClintock

Mid-Valley Association of REALTORS®

Diana McCredie

Portland Metro Association of REALTORS®

Joanne McKee

Central Oregon Association of REALTORS®

Barbara Myers

Central Oregon Association of REALTORS®

Kathleen O'Donnell

Portland Metro Association of REALTORS®

Margaret Page

Tillamook County Board of REALTORS®

Jenny Pakula*

Oregon Association of REALTORS®

Lori Palermo

Springfield Board of REALTORS®

George Perkins

East Metro Association of REALTORS®

Nancy Perkins

East Metro Association of REALTORS®

Edward Petrossian

Portland Metro Association of REALTORS®

Alexander Phan

Portland Metro Association of REALTORS®

Oregon Association of REALTORS®

Kathy Querin

Portland Metro Association of REALTORS®

Kris Rees

Central Oregon Association of REALTORS®

Donald Robertson

Willamette Association of REALTORS®

Jill Russel*

Klamath County Association of REALTORS®

Trudi Schmidt

North Willamette Association of REALTORS®

Valerie Schumann

Tillamook County Board of REALTORS®

Adam Schwend

Tillamook County Board of REALTORS®

Patrick Sieng
Mid-Valley Association of REALTORS®

Kevin Simrin

Eugene Association of REALTORS®

Jeremy Starr

Eugene Association of REALTORS®

Lori Stenshoel

Willamette Association of REALTORS®

Bobbie Strome

Central Oregon Association of REALTORS®

Angela Stuckart

Willamette Association of REALTORS®

Evan Swanson

Portland Metro Association of REALTORS®

Holly Tangeman
Willamette Association of REALTORS®

Laurie Thiel

Portland Metro Association of REALTORS®

Barbara Thomas

Eugene Association of REALTORS®

Jessica Tindell

Portland Metro Association of REALTORS®

Susan Tokar-Krauss

Rogue Valley Association of REALTORS®

Paul Trakarn

Portland Metro Association of REALTORS®

Dustin Trost

Tillamook County Board of REALTORS®

Kurt Von Wasmuth

Portland Metro Association of REALTORS®

Michael Warren II

Central Oregon Association of REALTORS®

Deborah Weaver

Willamette Association of REALTORS®

Jennifer Weinhart

Portland Metro Association of REALTORS®

Mid-Columbia Association of REALTORS®

Troy Wilkerson

Portland Metro Association of REALTORS®

Joseph Williams Eugene Association of REALTORS®

Nanette Wimmers*

Mid-Columbia Association of REALTORS®

Jeffry Wiren

Portland Metro Association of REALTORS®

Bernard Young^o Roque Valley Association of REALTORS®

Teresa Zamora Coos County Board of REALTORS®

Pam Zielinski

Tillamook County Board of REALTORS®

Devin Zupan Rogue Valley Association of REALTORS®

John Zupan Rogue Valley Association of REALTORS®

LEGAL AFFAIRS

LEGAL HOTLINE

The Legal Hotline is a subscriber-based service that provides the opportunity to ask industry-related questions of an attorney specializing in real estate and contract law. The annual subscription fee is \$125 per individual. Questions via phone or email are answered within 24 hours (except during NAR/OAR conventions and holiday's). Learn more HERE.

WHY SUBSCRIBE TO THE LEGAL HOTLINE?

"The Legal Hotline has been a valuable tool that has brought clear and sensible legal advice in situations where we needed a quick consult with a legal professional."

Alec Armour

Windermere Real Estate/Lane County

Eugene

"Since day one, the service has beyond exceeded our expectations – In every instance, our responses were prompt, the advice was extremely concise and reassuring, and the attorneys were supportive listeners and brilliant problem solvers. This is a service we will never do without and worth the cost many times over."

Devri Doty Windermere Pacific Crest Realty McMinnville

"As a Principal Broker, I have found the Legal Hotline to be one of the most important services OAR provides – it is invaluable. I have received prompt answers on many things, such as:

complex land-use issues, Real Estate law interpretations, and a layman's explanation of my rights/responsibilities under complex legal points."

Larry Frank

Retired Principal Broker

Medford

"The Legal Hotline is a very important part of OAR and I have valued the advice many times over the 17 years I have been licensed in Oregon."

Robert Braud

Retired Principal Broker

St. Helens

BY THE NUMBERS



464

EMAILS RECEIVED BY THE LEGAL HOTLINE IN 2018, AN AVERAGE OF MORE THAN 2.3 PER WORKDAY



277

CALLS RECEIVED
BY THE LEGAL
HOTLINE IN 2018,
AN AVERAGE OF
1.37 PER WORK DAY



FREQUENTLY ASKED QUESTIONS:

DISCLOSURE
BUYER ISSUES
CONTRACTS
BROKER/ISSUES
LISTINGS
FORMS
OFFERS
ADDENDUMS

LEGAL AFFAIRS

LEGAL ADVOCACY

Oregonians for Floodplain Protection, et al. v. The Department of Commerce, et al.

The Oregon Association of REALTORS® joined a broad coalition known as Oregonians for Floodplain Protection and sued the Department of Commerce on the premise that the Federal Emergency Management Agency ("FEMA") exceeded their authority when they attempted to impose new land use restrictions under the federal floodplain insurance program, as directed by a Biological Opinion (BiOp) issued by the National Marine Fisheries Service. It is our coalition's belief that the new floodplain regulations could result in stymied job growth, hinder economic development and violate private property rights. Our technical legal claims alleged that the BiOp violated the Endangered Species Act and the Administrative Procedures Act.

While our coalition was vigilantly continuing to pursue our legal claims, the Court filed their decision on FEMA's Motion to Dismiss for Lack of Standing on September 21, 2018. In that opinion, the Court granted FEMA's motion and dismissed our claims, essentially ending the litigation for the moment. The dismissal was granted on the grounds that FEMA has not yet taken any final action in Oregon and therefore there's no issue to be litigated as of yet. Congress passed legislation ordering FEMA to abstain from implementing the BiOp for an additional three years. As a result of the dismissal by the Court, we're currently in a holding pattern and will continue to monitor FEMA's action and assess potential legal action when FEMA directs local communities to implement the reasonable and prudent alternatives (RPAs) found in the BiOp.

Portland Metropolitan Association of REALTORS®, et al. v. City of **Portland**

We, along with other industry groups, filed a lawsuit against the City of Portland regarding a Portland City Ordinance that was adopted in 2015. The Ordinance changed the methodology and fee rate structure for the City's Parks and Recreation System Development Charge (SDC). The basis of our claim was that the adoption of the Ordinance was not supported by substantial evidence and that the ordinance improperly construed the applicable law. Current law requires that a local government must prepare a plan for Capital Improvements (CIP) prior to establishing SDC's. Our suit, in part, claimed that the proper procedure was not followed and lacked substantial evidence. Faced with litigation, the City of Portland adopted a new ordinance with an updated CIP.

The trial court ruled that a subsequent approval of a CIP satisfied the statutory requirements for implementation of a SDC. On appeal, the Court ultimately dismissed our case as moot due to the after-the-fact adoption of a CIP by the City. We filed for reconsideration by the Court of Appeals, but were denied that request. The Oregon Supreme Court denied a petition for review of the SDC ordinance. Having exhausted all legal avenues, the Association will support the efforts of the Oregon Home Builders Association to put proper safeguards on SDCs, particularly on parks SDCs.



Owens et al. v. City of Portland

This appeal challenges the legality of the City of Portland's "relocation assistance" ordinance that requires residential landlords to pay steep fees to a tenant in certain circumstances: (1) if a landlord raises rent by 10 percent or more in a 12-month period, and the tenant elects to move; and (2) if a landlord elects to exercise the right to terminate a monthly tenancy for "no cause" or a landlord elects not to renew a lease on substantially the same terms, and the tenant elects to move. OAR's position is that the ordinance is preempted by the state law prohibiting local governments from enacting any type of rent-control measure. We also argue that the restrictions on a landlord's right to terminate tenancies are preempted by Oregon's Residential Landlord-Tenant Act, which provides certain rights to landlords that local governments cannot diminish or take away. Oral argument went before the Oregon Court of Appeals on Monday, January 7. If both of our arguments were to prevail, the Oregon Legislature would be required to modify both the rent-control ban and the Landlord-Tenant Act for the ordinance to remain enforceable. We expect a ruling from the Court before the end of the year.

PROFESSIONAL DEVELOPMENT

GRADUATE REALTOR INSTITUTE (GRI)

The Graduate REALTOR® Institute (GRI) designation is one of the most distinguished offered by NAR and perfectly suits the ongoing *Raise the Bar* initiative at OAR. Since 2016, and in cooperation with local boards and associations, OAR has committed to providing a full slate of GRI coursework statewide to enable members to achieve this designation.

2018 GRI Graduates

Brad Anderson **Brad Anderson Real Estate** Anthony Summa Real Estate Group Apa Keller Williams Capital City Lisa-Anne Brown Raymond Conners John L Scott Bend Noelle Craddock Park Place Real Estate Debbie Dailey Berkshire Hathaway Kelly **Dupuis** Fisher Nicholson Realty, LLC **Ehlers** John L. Scott Medford Jerry J Ellingson Fisher Nicholson Realty, LLC Stacy M. Tami Hansen Century 21 JC Jones Laurie Hibdon **RE/MAX HomeSource** Thomas H Hunt Hunt for Homes, LLC Roger Hutson Valley Realty Karyn **Johns** Harcourts Integrity Team Real Oregon West Real Estate, LLC Cheryl Kinley Aaron Majors Portland Realty Hub LLC Heidi Martins Oregon-Land.com Ruby L. Mason Windermere, Hood River Samantha Mattison **RE/MAX HomeSource** Joni McClintock Sundance Realty Sarah R O'Reilly eXp Realty LLC Phillip Otto John L Scott Hermiston Alice **Parsons** RED DOOR REALTY, LLC Julia Rajnus Century 21 Showcase Realtors I Sondra Rosholt John J. Howard & Associates Ada Crystal Sanchez **RE/MAX Integrity** Mark Shadrin Berkshire Hathaway Christina Raye Smith Sunfire Real Estate Angela Stuckart Heritage NW Real Estate Inc.

Springfield Board Portland Metropolitan Association Mid-Valley Association Central Oregon Association Portland Metropolitan Association Mid-Valley Association Klamath County Association Rogue Valley Association Klamath County Association Rogue Valley Association Tillamook County Board Rogue Valley Association Northeast Oregon Board **Douglas County Association** Springfield Board Portland Metropolitan Association Rogue Valley Association Mid-Columbia Association Tillamook County Board Mid-Valley Association **East Metro Association** Columbia Basin Board Coos County Board Klamath County Association Northeast Oregon Board Rogue Valley Association Mid-Valley Association Northeast Oregon Board Willamette Association Coos County Board Portland Metropolitan Association



BY THE NUMBERS

794
GRIATTENDESS

32
GRI GRADUATES

264
GRI CE CREDIT
HOURS

GRI COURSES
13 TOPICS
9 DIFFERENT
LOCATIONS



OAR currently has 65 GRI courses scheduled in ten locations statewide in 2019.

Werner

Wilkerson

Seaboard Properties

The Broker Network, LLC - Hawt

Lari

Troy L

PROFESSIONAL DEVELOPMENT

ONLINE LEARNING

OAR offers a variety of online learning and continuing education opportunities; from live classes and archived webinars to InteractCE, an innovative gaming platform that makes earning CE hours fun.

Live webinars attracting 2,723 attendees

Archived webinars purchased, accounting for 500+ completed CE

Multiple-course packages purchased from InteractCE, accounting for 4,400+ completed CE hours



Photo courtesy InteractCE



Go to our **online calendar** to see the full 2019 schedule of live and online Education and Professional Development offerings from OAR.

GRI Sellers (Eugene)	1/17/2019
Introduction to RPR Commercial - Webinar	1/22/2019
GRI Finance (COAR)	1/23/2019
GRI Finance (KCAR)	1/28/2019
At Home with Diversity Certification Course (PMAR)	2/1/2019
Sewer Inspection and Repair for Real Estate Transactions - Webinar	2/5/2019
GRI Sellers (EMAR)	2/5/2019
GRI Risk Management (Lincoln County)	2/8/2019
Listing and Selling Manufactured Homes- 11 Tips to keep the process on track - Webinar	2/12/2019
GRI Finance (RVAR)	2/15/2019
GRI Risk Management (CCBOR)	2/15/2019
GRI Risk Management (COAR)	2/20/2019
GRI Negotiation (YCAR)	2/22/2019
GRI Technology (PMAR)	2/27/2019
GRI REALTOR Professionalism (EMAR)	3/1/2019
GRI Agency Professionalism (EMAR) - Law and Rule Required Course (LARRC)	3/1/2019
GRI Business Communication (MVAR)	3/7/2019
GRI Contracts (CCBOR)	3/15/2019
GRI Risk Management (RVAR)	3/15/2019
GRI Business Communication (COAR)	3/27/2019
GRI Risk Management (KCAR)	3/29/2019

GOVERNANCE

122 volunteer leaders

2018 LEADERSHIP

PRESIDENT:

Steve Strode, Portland Metro

PRESIDENT-ELECT:

Nan Wimmers, Mid-Columbia

IMMEDIATE PAST PRESIDENT:

George Grabenhorst, Mid-Valley

NAR REGION 12 VICE PRESIDENT:

Colin Mullane, Rogue Valley

NAR DIRECTORS

Debra Gisriel, Klamath County

Steve Strode, Portland Metro

Kerri Hartnett, Portland Metro

John Hoops, Eugene

Pat Kaplan, Portland Metro

Brian Matza, Portland Metro

Alan Mehrwein, Portland Metro

Michael Gottlieb, Eugene

Eva Sanders, Portland Metro

Rick Harris, Rogue Valley

DISTRICT VICE PRESIDENTS

District 1 Gary Majors, Portland Metro

District 2 Angela Stuckart: Willamette

District 3 Donna Charko, Eugene

District 4 Teresa Zamora, Coos County

District 5 Jill Russel, Klamath County

District 6 John Howard, Northeast Ore.

KEY AND SPECIAL COMMITTEE CHAIRS

GOVERNMENT AFFAIRS: Randy Shaw, Klamath County

POLITICAL AFFAIRS: Adam Schwend, Tillamook County

PROFESSIONAL DEVELOPMENT: Troy Wilkerson, Portland Metro

RPAC TRUSTEES: Eva Sanders, Portland Metro

MY REALTOR® PARTY: Jim Wilcox, Mid-Columbia

BUSINESS ISSUES: Mark Knust, Klamath County

ELECTIONS: Debra Gisriel, Klamath County

FINANCE REVIEW: Eva Sanders, Portland Metro

LEGAL ACTION: Steve Lucas, Portland Metro

ROTY/ DSA: Nan Wimmers, Mid-Columbia

OREF BOARD OF MANAGERS: Alan Mehrwein, Portland Metro

OREF FORMS COMMITTEE: Wendy Adkisson, Central Oregon

PROFESSIONAL STANDARDS: Hector Garcia, Mid-Valley

HOME FOUNDATION: Beth Caster, Yamhill County

NUMBER OF VOLUNTEER STATE LEADERS PER LOCAL ASSOCIATION

ITOMBLIC	OI VOLOIVILLIK		DENST EN LOCAL ADSOCIATION
1			CENTRAL COAST
1			CLATSOP
		10	CENTRAL OREGON
	4		COLUMBIA BASIN
1			COLUMBIA COUNTY
	3		COOS COUNTY
	3		DOUGLAS COUNTY
	4		EAST METRO
			12 EUGENE
1			FOUR RIVERS
		13	KLAMATH COUNTY
	5		MID-COLUMBIA
1			NORTH WILLAMETTE
			21PORTLAND METRO
	9)	ROGUE VALLEY
		12.	MID-VALLEY
	6		SPRINGFIELD
	4		TILLAMOOK
	9)	WILLAMETTE
	>		YAMHII I COUNTY

BOARD OF DIRECTORS

KEY DECISIONS

The OAR Board of Directors took action on several notable items in 2018:

- 1) Approved build-out of second floor space at the Oregon REALTORS® Plaza
- 2) Approved a 2019 operating budget of \$3.35 million based on 16,490 OAR members
- 3) Approved 2017-19 Strategic Plan to:
 - Improve the perceived proficiency of Oregon REALTORS® within OAR and the public.
 - Expand OAR's political strength at the Capitol and to all corners of the state.
 - Work with NAR's My REALTOR® Party resources.
 - Create a strategic leadership culture within OAR that engages members and local boards/associations.
 - Use Big Data techniques to obtain and organize information about membership.
 - Support or introduce legislation that creates specific continuing education curriculum for all Principal Brokers.
 - Approved formation of the Diversity Committee.

OREGON LEADERSHIP ACADEMY RETURNS IN 2019

The Oregon Association of REALTORS® is proud to announce the re-launch of Oregon Leadership Academy in 2019. Since its inception, 98 graduates have joined the ranks and we are looking forward to welcoming more to this elite group!

This year we welcome 20 REALTORS® to the 2019 academy, which is the largest class to date. Academy participants will work together in training courses, combining individual study, group session and actual project experience in using leadership skills. Training sessions include identification of leadership skills, teambuilding exercises, procedures for goal setting, personal profile analysis, network building and improving communication skills.

Session 1

February 6-8, 2019 Oregon Garden Resort Silverton, OR

Session 2

April 17-19, 2019 FivePine Lodge Sisters, OR



Session 3

June 5-7, 2019 Salishan Lodge Gleneden Beach, OR

INTRODUCING THE DIVERSITY COMMITTEE

OAR is proud to announce a Diversity Committee that will focus on diversity-related initiatives for our membership. The committee is chaired by 2012 OAR Past-President John Hoops as well as Vice-Chair and Immediate Past-President Steve Strode. We encourage you to keep up with our progress and initiatives in 2019.

In December, the Diversity Committee welcomed Fred Underwood, NAR Director of Diversity and Community Outreach Programs and Dr. Randy Blazak from Portland State University to kick-off the 2019 Diversity Committee by hosting the Leading with Diversity Workshop.



SPRING GOVERNANCE

The 2018 OAR Spring Governance Meeting held April 12-13 in Salem brought together all the committee members, Board of Directors and volunteers from across the state.



Governance Leadership



Don Robertson – OAR REALTOR® of the YEAR



Jenny Pakula officially named OAR's new CEO by the OAR Board of Directors



Local Association REALTORS® of the Year from across the state were recognized

The 2019 Spring Governance Meeting and Fall Convention will both be held at the Salem Convention Center in Salem, Oregon. Look for more details and registration in the next few months.

Spring Convention April 11-12, 2019 Fall Convention October 1-3, 2019



FALL CONVENTION

The 2018 OAR Fall Convention & Governance Meeting held September 18-21 in Eugene attracted hundreds of REALTORS® from across the state to engage in continuing education opportunities, governance, committee meetings, a lively trade show and multiple networking events.



2018 OAR President, Steve Strode, Installs 2019 OAR President Nan Wimmers.



Distinguished Service Award recipient George Perkins and his proud supporters!



The Principal Broker Forum was just one of several engaging offerings during the conference.



The annual Dessert Auction following the Presidential Installation and dinner raised \$10.865 for the OAR HOME Foundation to benefit affordable housing programs in Oregon.



Eugene's Young Professionals Network teamed up with the Eugene Association and OAR for an after party complete with a live band.



Keynote Speaker, Stacy Allison, inspired us with her story of being the first American woman to summit Mt. Everest.

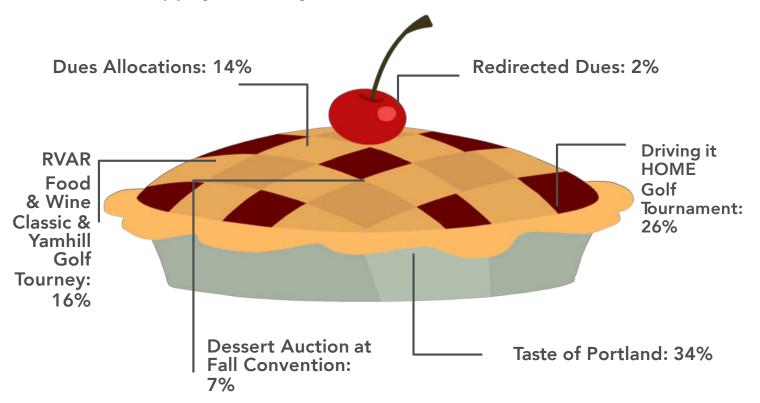


Distinguished Service Award

In September, OAR members honored REALTOR® and community leader George and volunteer for RPAC. George began his career in real estate in 1978. He and wife

HOME FOUNDATION

The OAR HOME Foundation, a 501c3 non-profit organization, received a record-setting \$257,000 in donations and contributions in 2018 to support affordable housing and homeownership programs in Oregon. Learn more <u>HERE.</u>



\$1.5+ million

Amount granted by the OAR HOME Foundation since 2004

312

OAR HOME Foundation grants awarded since 2005



The Taste is always a fun event! It's a fabulous evening of networking to support a great cause. Be sure and join us this coming year:

- TASTE OF OREGON - Thursday, September 12, 2019 - The Castaway in Portland -



2018 GRANTS

REALTOR® Association/Board	Grant Recipent	Awarde
Central Oregon Association	Habitat for Humanity/Bend	\$5,000
Central Oregon Association	Habitat for Humanity/Sisters	\$5,000
Central Oregon Association	NeighborImpact	\$5,000
Columbia County Board	Habitat for Humanity/Columbia County	\$5,000
Coo's County Board	Habitat for Humanity/Coo's County	\$5,000
Coos County Board	NeighborWorks Umpqua Coastal Housing Center	\$5,000
Douglas County	NeighborWorks Umpqua	\$5,000
East Metro Association	Habitat for Humanity Portland/ Metro East	\$5,000
Eugene - Cottage Grove Association	Habitat for Humanity/Cottage Grove	\$5,000
Eugene Association	Habitat for Humanity/Eugene	\$5,000
Eugene Association	Neighborhood Economic Development Corp	\$5,000
Eugene Association	St. Vincent de Paul Society of Lane County	\$5,000
Klamath County Assocaition	Klamath & Lake Community Action Services	\$5,000
Lincoln County Board	Lincoln Community Trust (Proud Ground)	\$5,000
Mid-Columbia Association	Columbia Cascade Housing Corp	\$5,000
Mid-Valley Association	Habitat for Humanity/Mid-Willamette Valley	\$5,000
Mid-Valley Association	Neighborhood Economic Development Corp	\$5,000
North Willamette Association	Habitat for Humanity/North Willamette	\$5,000
Portland Metro Association	African American Alliance for Homeownership	\$5,000
Portland Metro Association	Community Energy Project	\$5,000
Portland Metro Association	Habitat for Humanity/West Tuality	\$5,000
Portland Metro Association	Portland Community Reinvestment Initiatives	\$5,000
Portland Metro Association	Portland Housing Center	\$5,000
Portland Metro Association	Proud Ground	\$5,000
Portland Metro Association	Rebuilding Together Portland	\$3,000
Rogue Valley Association	First Story	\$3,000
Rogue Valley Association	Habitat for Humanity/Rogue Valley	\$47,000
Springfield Board	Habitat for Humanity of Central Lane	\$5,000
Tillamook County Board	Habitat for Humanity/Tillamook County	\$5,000
Willamette Association	Corvallis Neighborhood Housing Services	\$5,000
Yamhill County Association	Habitat for Humanity/McMinnville Area	\$5,240
Yamhill County Association	Habitat for Humanity/Newberg Area	\$3,240
		4





Rogue Valley Association grant award to support Access Housing Assistance



Yamhill County Association supporting McMinnville Habitat for Humanity



Central Oregon Association supporting Family Access Network

\$196,480

OAR STAFF



JENNY PAKULA
Chief Executive Officer



SHAWN CLEAVE

Government Affairs Director



LORI BRONCHEAU

Executive Assistant



DAWN RADCLIFF

Government Affairs Support



LINDY RICKERT

Marketing &

Communications Manager



JAN PRESLEY

Accounting & RPAC

Administrator



KAYLA LOWERY
Education Manager



GRETCHEN KRONENBERG
Membership & Finance
Coordinator



KATIE MOORE
Education Assistant



ROBERT SCHAFFNER
Receptionist &
Administrative Support

MARK YOUR CALENDAR



Capitol Lawn, Salem **REGISTER**



Inn at Commons. Medford **Website**



Salem Convention Center, Salem REGISTRATION DETAILS COMING SOON!



Langdon Farms Golf Club, Aurora Website for registration, sponsorships & raffle



Castaway, Portland



Salem Convention Center, Salem



Real Estate Issues to Protect Your Industry and Your Clients!



MISSION

We unify and serve our members and local associations, providing the resources and tools for their success

VISION

The REALTOR® is the trusted source for all things real estate

www.oregonrealtors.org





