2019 Year in Review

2019 was an exceptional year for the Oregon Association of REALTORS®.

Thank you to all our member volunteers for your time and energy to make it a success.

Please review the highlights and accomplishments from last year.
2020-2022 STRATEGIC PRIORITIES

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.

STRATEGIC PRIORITIES

LEAD
Advance the strategic leadership culture which exists within OAR.
Continue to develop well-trained current and future leaders that understand how to lead a strategically focused organization. OAR will offer enhanced leadership training, certification programs, and Principal Broker engagement.

BETTER
Advance the proficiency and professionalism of Oregon REALTORS®.
Oregon REALTORS® are on a mission to improve core proficiency performance through communication, training and engaging with members at all levels. OAR will host bi-annual forums to share key political, legal and organizational information with all members.

STRONGER
Expand Oregon REALTORS® political strength in the Capitol and to all corners of the state.
OAR will develop a Key Constituent training program, promote resource tools and create guides for assistance with procurement of NAR grants. Support REALTOR® friendly candidates advocating for private property rights.

SUPPORT
Increase member engagement and involvement with OAR.
OAR will be the go-to source for information and services. OAR will continue to promote and enhance our value proposition to recruit engaged and well-informed members.

CONNECT
Use state of the art techniques and tools to obtain, organize and analyze accurate and relevant information.
OAR will focus on understanding the changing demographics of our membership in order to deliver relevant content and services.
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WWW.OREGONREALTORS.ORG
A Note From Nan

It has been a whirlwind year, full of fun and hard work. This year my focus was to get out of the office and engage with members that are not involved with Oregon Association of REALTORS®. This was a big effort, but we managed to visit almost all the local associations (24) and dozens of local branch offices.

My goal was to listen to members as well as share with them that OAR is not just about advocacy or education; it’s about bringing our industry together to solve the problems that our clients and members are dealing with on a daily basis. Whether it be a change in legislation, or a heads-up on current trends; we have members passionate in every area working to address the issues. I encourage you to get involved, it benefits all of us.

My biggest goal as your OAR President was to provide transparent and easy to understand financials to the Board of Directors on a quarterly basis. This was accomplished with the leadership of our CEO, Jenny Pakula, and CFO, Erin Murphy. I am very pleased to announce we should be well under budget on expenses this year, which will allow us to allocate some finances to the contingency fund.

As we transition to a new leader, know that our Association is in good hands with Lori Palermo as your 2020 President, and Drew Coleman as President-Elect. It will be exciting to see how OAR continues to address member needs. I would like to thank all the volunteer REALTORS® who spent hours working behind-the-scenes to make the Association better for all of us.

Thank you again!
Nan Wimmers - 2019 OAR President

"OAR is not just about Advocacy or Education, it's about bringing our industry together to solve the problems that our clients and members are dealing with on a daily basis."

New Brochure & Website

This year OAR refreshed the website and member brochure to update the look, feel and experience for members. The website is now mobile-friendly and it is easier to find information. The brochure follows the same layout with information in the following sections; Know, Learn, Protect, Act, and Engage. Please be sure to visit the new OAR website at www.oregonrealtors.org.

KNOW – Be in the know about OAR. Discover what resources you have available and how OAR is your trusted resource for all things real estate.

LEARN – Raise the bar in the industry by continuing your education and professional development. OAR provides a multitude of opportunities for you to advance your career.

PROTECT – Minimize your risk by utilizing OAR legal updates, business tools and the service of the Legal Hotline.

ACT – Get involved by advocating for your industry. OAR safeguards your business by representing Oregon Realtors® at the Capitol.

ENGAGE – OAR is only as strong as its members. We encourage you to be a part of your association. Learn how you can get involved at www.oregonrealtors.org/engage.
The Best of 2019

As your CEO for the Oregon Association of Realtors®, my goal has been to visit as many local associations, brokerages and members as possible. It’s important we keep a pulse on what’s happening at the local level so we can help our members throughout the state. We did a lot of great work this year, from revamping our Strategic Priorities to improving systems and finding new ways to help all members. Here are just a few of the many wins for Oregon Realtors® in 2019.

Top 10 Highlights:

1. **REALTOR® Day at the Capitol** - Over 800 Realtors® showed up to support our industry and demonstrate the power of Oregon Realtors®.
2. **NAR’s Broker’s Edge** – NAR selected our state to co-host this event to bring national industry experts to Oregon.
3. **Oregon Leadership Academy** - This program relaunched in 2019. A successful group project, the RPAC Video Challenge, created awareness and new investors for RPAC.
4. **RPAC Investors** - 2019 saw a record number of Major Investors, new investors and overall participation.
5. **Commitment to Excellence (C2EX) Contest** – OAR, as a whole, achieved high marks for member completion of the program and placed third in the nation-wide contest. Berkshire Hathaway HomeServices Salem Branch took first place for top brokerage competition.
6. **Awarded $186,500 in HOME Foundation grants** – Several successful fundraisers were held throughout the year, including the Driving it HOME golf tournament and the Taste of Oregon.
7. **Strategic Priorities** – Revamped our association priorities for the next three years to be Better, Stronger, Lead, Support and Connect.
8. **Local Associations & Brokerage Visits** – Visited most of the local associations across the state and several brokerages.
9. **Committee Volunteers** – Received record number of applications from members wanting to get involved.
10. **Principal Broker Academy** – Launched first-ever high-level learning program for Principal Brokers.

I am excited about what we plan to accomplish in 2020. With an excellent team in place, I know we will continue to be the member resource for all things real estate.

Jenny Pakula
OAR CEO

The Return of the Oregon Leadership Academy

The OAR Oregon Leadership Academy relaunched in 2019, sparking an exciting path for emerging leaders. This past year, 20 members participated in three sessions around the state focused on developing leadership skills. Their final class project was a video challenge; create a video explaining why it’s important to participate in REALTOR® Political Action Committee (RPAC). There were four videos: Game of Homes, Invest or Become Extinct, Join the Fight, and the winning video- The RPAC Voice. The video challenge was a hit with members, with over 2,000 views and generated several first time RPAC investors and Major Investors. Great job OLA class of 2019!
A LOOK AHEAD
TOWARDS 2020
Q&A WITH OAR PRESIDENT LORI PALERMO

What is your vision for 2020?
My vision for 2020 is two-fold; to build on the successes of last year and to search for new ways to benefit our members.

Last year we brought back the Oregon Leadership Academy and launched the new Principal Broker Academy. It’s important that we continue to “Raise the Bar,” to build on the successes of these programs and continue to provide leadership training at every level. In addition, we want to continue to be successful with advocacy by growing investments and major investors with our REALTOR® Political Action Committee (RPAC).

Moving forward it’s my goal to discover new and effective ways to benefit members in their businesses and in their local associations. We seek to do this through multiple avenues; offer more affordable, varied and worthwhile educational opportunities across the state, provide local associations information to access NAR grant programs to fund local projects, and revise the role of the District Vice Presidents to ensure we are utilizing our volunteer leaders to the best of their potential.

What’s the most important thing you hope to accomplish?
I hope to have many conversations and ask lots of questions about what our members REALLY want from OAR. My goal is to connect with each local board and association to hear what their wants and needs are.

What was the reason you got involved in volunteer leadership?
I come from a long line of volunteers. My parents taught me the importance of volunteerism early on and were great role models for me - even to this day. In fact, 27 years ago my dad brought me into the industry and made sure to get me involved at our local board.

What’s the biggest issue facing Oregon Realtors® in 2020?
One of the biggest challenges we have isn’t exclusive to our industry- changes in how we do business. There are different business models, new technology, and all of this is coming at a very fast pace. In order to survive and better yet, prosper, we need to rise to a higher level of professionalism. We need to take advantage of educational opportunities, business tools and programs that our association provides us to stay relevant.

"I want ALL Oregon REALTORS® to know that this is YOUR Association. You have a VOICE and we need your INVOLVEMENT. Your participation is WANTED; it’s necessary for our SUCCESS as an industry."

Contact Info:
Lori Palermo, GRI
2020 OAR President
Springfield Board of REALTORS®
Palermo Real Estate
loripalermo@comcast.net
LEGISLATIVE HIGHLIGHTS

The 2019 Oregon legislature was led by Democrats in the House and the Senate. Legislative leaders came in with ambitious plans and accomplished many of them. The results included some big losses for the real estate industry, but also some major victories.

OAR AT THE LEGISLATURE

- More than 800 REALTORS® attended REALTOR® Day at the Capitol on April 2, 2019.
- REALTOR® Jack Zika (R-Redmond) completed his first session in the Oregon House of Representatives.
- After session, OAR member Vikki Breese-Iverson (R-Powell Butte) was appointed to the Oregon House of Representatives to replace former House Republican Leader Mike McLane, who left the legislature to become a Circuit Court judge.
- With over 3000 bills introduced, the Government Affairs Key Committee (GAKC), under the leadership of OAR member Randy Shaw, identified over 400 bills impacting the real estate industry.

KEY REAL ESTATE-RELATED LEGISLATION & RESULTS

<table>
<thead>
<tr>
<th>Bill Number</th>
<th>Bill Title</th>
<th>OAR Position</th>
<th>Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>HB 2001</td>
<td>Housing Choices on Single Family Lots</td>
<td>Supported</td>
<td>Passed</td>
</tr>
<tr>
<td>HB 2003</td>
<td>Regional Housing Needs Analyses &amp; Housing Production Strategies</td>
<td>Supported</td>
<td>Passed</td>
</tr>
<tr>
<td>HB 3349</td>
<td>Mortgage Interest Deduction Phase-Out</td>
<td>Opposed</td>
<td>Failed</td>
</tr>
<tr>
<td>HB 2056</td>
<td>Affordable Housing Supply Grants &amp; Loans</td>
<td>Supported</td>
<td>Passed</td>
</tr>
<tr>
<td>HB 3427</td>
<td>Gross Receipts Tax*</td>
<td>Opposed</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 608</td>
<td>Rent Control &amp; Tenant Protections</td>
<td>Opposed</td>
<td>Passed</td>
</tr>
</tbody>
</table>

* OAR was able to secure amendments to significantly reduce the impact on REALTORS®.

OAR’s Issues Mobilization Fund provides resources for state and local ballot measures and issue campaigns. Associations apply for funds which are granted by a committee of OAR members. Here are a few examples:

Central Oregon – Affordable Bend (proposed mandatory home energy score program)

A mandatory Home Energy Score program would require that homes have a home energy report card at the time of listing or at the time of sale. It would add cost, complexity and time to transactions, and a mandated program eliminates a homeowner’s ability to choose whether they are willing to accept the impact of these factors. With a $5,000 grant, COAR was able to engage members of the local community to communicate with the Bend City Council in the run-up to the City Council vote.

Oregon Association of REALTORS® - People Not Politicians

The Issues Mobilization Committee granted a request for $10,000 to support the initial phase of the “People Not Politicians” campaign, a ballot measure to create an independent commission for legislative and congressional redistricting. Currently, redistricting is conducted by the legislature and is subject to “gerrymandering” where politicians draw maps to serve their own interests rather than those of the voters. Nonpartisan redistricting is important to the real estate industry because partisan “gerrymandering” has led to increased political polarization in Oregon and Washington D.C., making it difficult for the parties to come together and solve important challenges facing Oregon communities.

Eugene Association of REALTORS® - Better Eugene Springfield Transit

The Lane County REALTOR® Associations have been critical partners in creating a 50+ member coalition, Better Housing Together, that has successfully pushed the Eugene City Council to pursue policies aimed at increasing the affordability, diversity and supply of housing. The Issues Mobilization Committee granted a $1250 funding request to assist the coalition with advocacy on issues before the Eugene City Council.

For more information visit Issues Mobilization Grants.
# OAR Summary of Key 2019 Legislation

<table>
<thead>
<tr>
<th>Bill #</th>
<th>What It Was About</th>
<th>OAR Position</th>
<th>Outcome</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Expanding Housing Supply</strong></td>
<td></td>
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</tr>
<tr>
<td>HB 2001</td>
<td>Cities must allow middle housing on single family lots</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>HB 2003</td>
<td>State must conduct regional housing needs analyses</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>HB 2055</td>
<td>Grants and loans to expand workforce housing supply</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>HB 2056</td>
<td>Grants and loans to expand affordable housing supply</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 534</td>
<td>Cities must allow housing development on skinny lots</td>
<td>Monitor</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 5512</td>
<td>Oregon Housing and Community Services Budget</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td><strong>Business Taxation</strong></td>
<td></td>
<td></td>
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<tr>
<td>HB 3427</td>
<td>Creates a gross receipts tax on revenues above $1M</td>
<td>Oppose</td>
<td>Passed</td>
</tr>
<tr>
<td><strong>Economic Development</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SB 2</td>
<td>More land use flexibility for Eastern Oregon counties</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td><strong>Landlord/Tenant</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SB 608</td>
<td>Rent control and elimination of no cause termination</td>
<td>Oppose</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 484</td>
<td>Prohibiting multiple rental application fees</td>
<td>Monitor</td>
<td>Passed</td>
</tr>
<tr>
<td><strong>Land Use</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HB 2469</td>
<td>Second dwelling for relative on forest zoned land</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>HB 3024</td>
<td>Replacement dwellings on exclusive farm use land</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 8</td>
<td>Accessory dwelling units on rural residential land</td>
<td>Support</td>
<td>Failed</td>
</tr>
<tr>
<td>SB 2225</td>
<td>Limits allowable forest template dwellings</td>
<td>Oppose</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 8</td>
<td>Attorney’s fees for challenges to public housing</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td><strong>Homeownership</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HB 3349</td>
<td>Mortgage interest deduction phase-out/elimination</td>
<td>Oppose</td>
<td>Failed</td>
</tr>
<tr>
<td>HB 2312</td>
<td>New flood insurance language for seller’s disclosures</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>HB 5017</td>
<td>Wood Stove replacement assistance (DEQ budget)</td>
<td>Support</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 756</td>
<td>Funding for septic system replacement assistance</td>
<td>Support</td>
<td>Failed</td>
</tr>
<tr>
<td><strong>Employment and Workplace Regulation</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HB 2498</td>
<td>Expanding the definition of “employee”</td>
<td>Oppose</td>
<td>Failed</td>
</tr>
<tr>
<td><strong>Other Major 2019 Legislation</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HB 2020</td>
<td>Carbon cap and trade</td>
<td>Monitor</td>
<td>Failed</td>
</tr>
<tr>
<td>HB 2005</td>
<td>Paid family and medical leave</td>
<td>Monitor</td>
<td>Passed</td>
</tr>
<tr>
<td>SJR 18</td>
<td>Constitutional referral to allow campaign caps</td>
<td>Monitor</td>
<td>Passed</td>
</tr>
<tr>
<td>SB 1049</td>
<td>PERS reform</td>
<td>Monitor</td>
<td>Passed</td>
</tr>
</tbody>
</table>
The “short” 35-day legislative session begins February 3, 2020. OAR will provide regular updates as it becomes clear which bills are introduced and where they are heading. For now, here is what we are watching for:

1. OAR is working with other partners to pass legislation to allow accessory dwelling units (ADUs) in rural residential zoned land.
2. OAR is working with other partners to pass legislation increasing funding for the “Clean Water Revolving Loan Fund” which helps homeowners repair or replace failing septic systems.
4. The Governor’s Council on Wildfire Response developed a report with recommendations for legislation and rulemaking to reduce the risk of catastrophic wildfires. Several of the recommendations deal with land use, building codes and creating “defensible space” around homes and other structures to protect them from wildfire. We will be watching legislation closely as it develops.
5. We will be watching the revenue committees closely for any legislation that attempts to reduce incentives for homeownership (i.e. changes to the mortgage interest deduction) or real estate investment (i.e. removing favorable tax treatment for investments in Opportunity Zones).

Rulemaking
The legislature passed significant housing policy reforms in 2019 that are now in the rulemaking phase. The Rulemaking Advisory Committee for House Bill 2001 (requiring cities to allow for “middle housing” types on single family lots) and HB 2003 (requiring cities to develop Housing Production Strategies) is underway. OAR staff is monitoring the rulemaking and participating on key subcommittees. Go [here](#) to check for updates or to subscribe for email updates.

Monitoring Effects of Rental Regulations
OAR and other housing-industry partners will be monitoring the impacts of recently passed legislation capping rent increases and eliminating no-cause terminations after the first year of occupancy. We will be looking for both quantitative and qualitative information to assess the impact of this legislation and to improve our efforts to make adjustments to the law in future sessions. Do you have a story about how SB 608 is playing out in your transactions or in your community? If so, [tell us your housing story](#).

Advocacy Presidential Advisory Group (PAG)
After the 2019 Legislative Session, OAR took the opportunity to do a strategic review of its advocacy program in light of the changing politics of our state. A Presidential Advisory Group (PAG) met numerous times over the summer to review OAR’s advocacy strategies and recommend a direction moving forward. The Committee’s topline recommendations were:

- Create a unifying, identifiable theme to drive our legislative and grassroots efforts.
- Spearhead the conversations, coalitions and solutions to address Oregon’s housing crisis.
- Strategically align OAR’s advocacy-related committees through regular joint meetings.
- Build authentic relationships with legislators on both sides of the aisle utilizing “key contacts” modeled after the Federal Political Coordinator Program.
- Develop and implement a communications program that tailors messaging for our three target audiences (legislators, OAR members and the public) and that highlights the positive role that REALTORS® are playing in addressing Oregon’s housing challenges.
2019 RPAC MAJOR INVESTORS

PLATINUM R
$10,000+ initial annual investment, $5,000 annual sustaining
Debra Gisriel*º
Klamath County Association of REALTORS®
Drew Coleman*
Portland Metro Association of REALTORS®
Oregon Association of REALTORS®
Oregon Real Estate Forms
Rick Harris*º
Rogue Valley Association of REALTORS®

GOLDEN R
$5,000+ initial annual investment, $2,000 annual sustaining
Carolyn Dozois*º
Eugene Association of REALTORS®
Kerri Hartnett*
Portland Metro Association of REALTORS®
David Hemenway
Eugene Association of REALTORS®
Pat Kaplan*º
Portland Metro Association of REALTORS®
Michael Kozak
Central Oregon Association of REALTORS®
Briana Matza*
Portland Metro Association of REALTORS®
Alan Mehrwein*º
Portland Metro Association of REALTORS®
Colin Mullane*
Rogue Valley Association of REALTORS®
Portland Metro Association of REALTORS®
Regional MLS
Southern Oregon MLS
Eva Sanders*º
Portland Metro Association of REALTORS®
Greg Whistler
East Metro Association of REALTORS®

CRYSTAL R
$2,500+ initial annual investment, $1,500 annual sustaining
Curry County Board of REALTORS®
KayDee Hallert
Springfield Board of REALTORS®
Karen Kennedy
Curry County Board of REALTORS®
Rob Levy
Portland Metro Association of REALTORS®
Jenny Pakula*
Oregon Association of REALTORS®
Jennifer Schaake
Central Oregon Association of REALTORS®
Randy Shaw
Klamath County Board of REALTORS®
Steven Strode*
Portland Metro Association of REALTORS®
Caitlin Williams
Portland Metro Association of REALTORS®

STERLING R
$1,000+ initial annual investment and annual sustaining
Lisa Albrecht
Portland Metro Association of REALTORS®
Vicki Arnold
East Metro Association of REALTORS®
Kimberley Arscott
Eugene Association of REALTORS®
Jackie Austin
Eugene Association of REALTORS®
John Baker
Central Oregon Association of REALTORS®
Grace Bergen*
Springfield Board of REALTORS®

STERLING R Cont....
Stacey Boals
Rogue Valley Association of REALTORS®
Brenda Bonebrake
Mid Valley Association of REALTORS®
Angela Boothroyd
Central Oregon Association of REALTORS®
David Brow
Springfield Board of REALTORS®
Beth Caster
Yamhill County Association of REALTORS®
Anthony Castro
East Metro Association of REALTORS®
Donna Charko
Eugene Association of REALTORS®
Karen Church
Eugene Association of REALTORS®
Ernest Cooper
Portland Metro Association of REALTORS®
Ernie Coufal
Portland Metro Association of REALTORS®
Amanda Crosswhite
Springfield Board of REALTORS®
Jan Cullivan
Portland Metro Association of REALTORS®
Lindsey Culver
Portland Metro Association of REALTORS®
Susan Curths
Mid Valley Association of REALTORS®
Lee Davies
Portland Metro Association of REALTORS®
Christopher Dean
Eugene Association of REALTORS®
Chelsea Dietmeyer
Springfield Board of REALTORS®

*President’s Circle
ºHall of Fame

RPAC BY THE NUMBERS

$1.3 Million ORPAC Funds Raised
151 Major Investors Donating $1,000+
950 Members Invested $15-$999
90% Win Rate for REALTOR® Endorsed Candidates
48% Increase in PAC

RPAC stands for the REALTORS® Political Action Committee. Its goal is to organize members of our association as a concerned, involved political constituency. RPAC Raises voluntary funds from our members for use in making contributions to political candidates at the federal, state and local levels who believe in the same principles we do - improving our Quality of Life by ensuring economic vitality, providing housing opportunities, and building better communities.
Deborah DuFresne  
Portland Metro Association of REALTORS®  
Dayna Durant-Sellers  
Klamath County Association of REALTORS®  
Stacy Ellingson  
Klamath County Association of REALTORS®  
Cheryl Faria  
Rogue Valley Association of REALTORS®  
John Ferguson  
Portland Metro Association of REALTORS®  
James Frick  
Rogue Valley Association of REALTORS®  
Lester Friedman  
Central Oregon Association of REALTORS®  
Jeff Fuhmeister  
Rogue Valley Association of REALTORS®  
Hector Garcia  
Mid Valley Association of REALTORS®  
Cari Garrigus  
Mid Valley Association of REALTORS®  
Mel George  
Portland Metro Association of REALTORS®  
Julie Gilbert  
Mid-Columbia Board of REALTORS®  
Myra Girod  
Central Oregon Association of REALTORS®  
Sandra Goodsell  
Central Oregon Association of REALTORS®  
Michael Gottlieb  
Eugene Association of REALTORS®  
George Grabenhorst  
Mid Valley Association of REALTORS®  
Carey Greiner  
Central Oregon Association of REALTORS®  
Tina Grimes  
Rogue Valley Association of REALTORS®  
Michael Hall  
Portland Metro Association of REALTORS®  
Scott Halligan  
Portland Metro Association of REALTORS®  
Linda Hartness  
Eugene Association of REALTORS®  
Chad Harvey  
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®  
Brian Houston  
Portland Metro Association of REALTORS®  
Kim Hyland  
Eugene Association of REALTORS®  
Sally Jacobson  
Central Oregon Association of REALTORS®  
Shaun Jillions  
Oregon Association of REALTORS®  
Isaac Judl  
Eugene Association of REALTORS®  
Megan Jurnago-Simpson  
Portland Metro Association of REALTORS®  
Dean Kegler  
Columbia Basin Association of REALTORS®  
Arthur Kegler  
Columbia Basin Association of REALTORS®  
Marcia Kies  
Portland Metro Association of REALTORS®  
Sonja Kissinger  
Springfield Board of REALTORS®  
Mark Knust  
Klamath County Association of REALTORS®  
David Koch  
Portland Metro Association of REALTORS®  
Michael Kozak  
Central Oregon Association of REALTORS®  
Nicolas Krautter  
Portland Metro Association of REALTORS®  
Brent Landels  
Central Oregon Association of REALTORS®  
Debi Laue  
Portland Metro Association of REALTORS®  
Scott Lewis  
Rogue Valley Association of REALTORS®  
Donald Livingood  
Rogue Valley Association of REALTORS®  
Kelly Martin  
Mid Valley Association of REALTORS®  
Shannon Mason  
Coos County Board of REALTORS®  
Joan McClintock  
Mid Valley Association of REALTORS®  
Diana McCredie  
Portland Metro Association of REALTORS®  
Melissa McGuire  
Eugene Association of REALTORS®  
Joanne McKee  
Central Oregon Association of REALTORS®  
Carey Quinnett  
Central Oregon Association of REALTORS®  
Rob Miller  
Central Oregon Association of REALTORS®  
Carey Quinnett  
Central 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®  
Temara Presley  
Portland Metro Association of REALTORS®  
Jan Presley  
Oregon Association of REALTORS®  
Debbie Price  
East Metro Association of REALTORS®  
Kathy Querin  
Portland Metro Association of REALTORS®  
Kelly Ranstad  
Eugene Association of REALTORS®  
Donald Robertson  
Willamette Association of REALTORS®  
Kathleen Robidou  
Eugene Association of REALTORS®  
Jeremy Rogers  
Oregon Association of REALTORS®  
Jill Russel*  
Klamath County Association of REALTORS®  
Tim Saeland  
Portland Metro Association of REALTORS®  
Trudi Schmidt  
Mid Valley Association of REALTORS®  
Adam Schwend  
Tillamook County Board of REALTORS®  
Patrick Sieng  
Mid Valley Association of REALTORS®  
Kevin Simrin  
Eugene Association of REALTORS®  
Terance Skjersaas  
Central Oregon Association of REALTORS®  
Jeremy Starr  
Eugene Association of REALTORS®  
Greg Steiner  
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®  
Amanda Switzer  
Springfield Board 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®  
Rita Marie Verdugo  
Springfield Board of REALTORS®  
Kurt Von Wasmuth  
Portland Metro Association of REALTORS®  
Michael Warren II  
Central Oregon Association of REALTORS®  
Lycia Weatherwax  
Douglas County Association of REALTORS®  
Deborah Weaver  
Willamette Association of REALTORS®  
James Wilcox  
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*  
Rogue Valley Association of REALTORS®  
Pam Zielinski  
Tillamook County Board of REALTORS®  
Devin Zupan  
Rogue Valley Association of REALTORS®  
John Zupan  
Rogue Valley Association of REALTORS®  
Julie Zupan  
Rogue Valley Association of REALTORS®
LEGAL AFFAIRS

LEGAL HOTLINE
The Oregon Association of REALTORS® Legal Hotline provides subscribers the opportunity to ask real estate-related questions of an attorney specializing in real estate and contract law. OAR can support member subscribers on a variety of topics including disclosure, license law, contracts and offers.

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 and weekends). The Legal Hotline is one of the best value risk management tools you can find! Learn more HERE.

LEGAL BRIEF… COMING SOON!
OAR is excited to bring you more information about current real estate topics in our new legal affairs video series, LEGAL BRIEF. OAR CEO, Jenny Pakula, and OAR Director of Legal Affairs & Public Policy, Jeremy Rogers, will review current tools and resources available to members. In addition, we will invite special guests to discuss current topics and review questions submitted through the Legal Hotline. This video series will be available to all OAR members. Stay tuned for this exciting program coming this spring.

LEGAL ADVOCACY
Owens et al. v. City of Portland
OAR participated as Amicus Curiae in this case before the Oregon Court of Appeals. The appeal challenged the Multnomah County Circuit Court’s ruling upholding the City of Portland’s “relocation assistance” ordinance that requires residential landlords to pay steep fees to a tenant (1) if the landlord raises rent by 10 percent or more in a 12-month period, and the tenant elects to move; and (2) if landlord terminates 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 argued that the ordinance is preempted by the state law prohibiting local governments from enacting any type of rent-control measures, and that the restrictions on a landlord’s right to terminate a tenancy are preempted by Oregon’s Residential Landlord-Tenant Act (ORS Chapter 90). Oral arguments were heard before the Oregon Court of Appeals on January 7th, 2019. The Court has not come down with its decision. The Portland ordinance and the legal challenges took place prior to the passage of SB 608. We believe that the passage of SB 608 only strengthens our arguments that the issues in question—rent control and termination of tenancies—are governed by state, rather than local, law.
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. OAR has committed to providing a full slate of GRI coursework statewide to enable members to achieve this designation.

2019 GRI GRADUATES

<table>
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<tr>
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<th>FIRST</th>
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OAR currently has 77 GRI courses scheduled in ten locations statewide in 2020.
### PROFESSIONAL DEVELOPMENT

#### 2019 GRI Graduates Continued

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<td>JACK</td>
<td>KNAUTZ</td>
<td>JOHN J. HOWARD &amp; ASSOCIATES</td>
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<td>KLAMATH COUNTY ASSOCIATION</td>
<td>LU</td>
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<td>LORI</td>
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<td>DAVID ALAN</td>
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<tr>
<td>CLAPSTOP ASSOCIATION</td>
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<td>BOWE</td>
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<td>CLATSOP ASSOCIATION</td>
<td>ELAINE</td>
<td>RUSINOVICH</td>
<td>PACIFIC PRO REALTY</td>
</tr>
<tr>
<td>COLUMBIA COUNTY BOARD</td>
<td>DAVID</td>
<td>WESTERMAN</td>
<td>KELLER WILLIAMS REALTY PROFESS</td>
</tr>
</tbody>
</table>
PROFESSIONAL DEVELOPMENT

Principal Broker Academy

In 2019, OAR launched the first-ever Principal Broker Academy. There were hours of brainstorming and planning wrapped around developing content for this high-level learning for Principal Brokers. The committee finalized the training and the course began this fall in Salem. All the participants graduated and had wonderful things to say about the program. OAR will offer three sessions in 2020!

JOIN US IN 2020!
MEDFORD - Sold Out
January 23-24, 2020
February 20-21, 2020

SALEM - Register Here
May 21-22, 2020
June 25-26, 2020

BEND - Register Here
September 17-18, 2020
October 22-23, 2020

We asked graduates: what's one word to describe your PBA experience?

Amazing, Educational, Awesome, Outstanding, Value, Professionalism, Helpful, Excellent, Challenged, Inspiring!

Looking Ahead

OAR strives to be the market leader in Oregon real estate education by providing the highest value business, legal, and legislative information for continuing education and professional development for Oregon REALTORS®. Here are just a few of the opportunities for the year ahead.

SAVE THE DATE:
Regional Convention- More information coming soon!
July 20-21, 2020 - Medford

TechXspo- Register Today!
October 5, 2020 – Portland

Go to our online calendar to see the full 2020 schedule of live and online Education and Professional Development offerings from OAR.
GOVERNANCE 2019

2019 LEADERSHIP
PRESIDENT: Nan Wimmers, Mid-Columbia
PRESIDENT-ELECT: Lori Palermo, Springfield
NAR REGION 12 VICE PRESIDENT: Mark Kitabayashi, Washington

NAR DIRECTORS
Debra Gisriel, Klamath County
Lori Palermo, Springfield
John Hoops, Eugene
Pat Kaplan, Portland Metro
Brian Matza, Portland Metro
Alan Mehrwein, Portland Metro
Eva Sanders, Portland Metro
Rick Harris, Rogue Valley
Drew Coleman, Portland Metro

KEY AND SPECIAL COMMITTEE CHAIRS
GOVERNMENT AFFAIRS: Randy Shaw, Klamath County
POLITICAL AFFAIRS: Adam Schwend, Tillamook County
PROFESSIONAL DEVELOPMENT: Joni McClintock, Mid Valley
ORPAC TRUSTEES: Debra Gisriel, Klamath County
BUSINESS ISSUES: Drew Coleman, Portland Metro
ISSUES MOBILIZATION: Jim Wilcox, Mid-Columbia
ELECTIONS: George Grabenhorst, Mid Valley
FINANCE REVIEW: Eva Sanders, Portland Metro
LEGAL ACTION: Jan Cullivan, Portland Metro
ROTY/DSA: Colin Mullan, Rogue Valley
OREF BOARD OF MANAGERS: Kelly Ranstad, Eugene
OREF FORMS: Marie Due, Eugene
PROFESSIONAL STANDARDS: Stacy Ellingson, Klamath County
HOME FOUNDATION: Beth Caster, Yamhill County
DIVERSITY: John Hoops, Eugene

NUMBER OF VOLUNTEER STATE LEADERS PER LOCAL ASSOCIATION

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DISTRICT VICE PRESIDENTS
District 1: Gary Majors, Portland Metro
District 2: Angela Stuckart, Willamette
District 3: Grace Bergen, Springfield
District 4: Charles Rorive, Douglas County
District 5: Jill Russel, Klamath County
District 6: Dean Kegler, Columbia Basin
SPRING GOVERNANCE

The 2019 OAR Spring Governance Meeting held April 11-12 in Salem brought together all the committee members, Board of Directors and volunteers from across the state.

Drew Coleman elected by the OAR Board of Directors for President-Elect 2020, pictured with Nan Wimmers- OAR 2019 President & Lori Palermo- OAR 2020 President

The 2020 Spring Governance Meeting will be held at the Salem Convention Center in Salem, Oregon. The Fall Convention & Trade Show is back on the road and will be held at Sunriver Resort! Look for more details and registration in the next few months.

Spring Governance (Salem) April 8-9, 2020
Fall Convention & Trade Show (Sunriver) September 22-25, 2020
The 2019 OAR Fall Convention & Governance Meeting held October 1-3 in Salem 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.

2020 OAR President, Lori Palermo and Family

Oregon Leadership Academy Recognized for the RPAC Video Challenge Project

Over 25 Vendors at Trade Show Expo

The annual Dessert Auction raised thousands for the HOME Foundation

RPAC 50th Anniversary Party!

2019 Distinguished Service Award Co-Recipients Don Livingood and Lester Friedman

Members of the Oregon Association of REALTORS® honored two REALTORS® and community leaders for the 2019 Distinguished Service Award, Don Livingood from Medford and Lester Friedman from Bend. Both men have shown an outstanding legacy of work in their local, state and national REALTOR® communities. Don and Lester were recognized at the OAR Fall Convention & Trade Show on October 2, 2019 at the Salem Convention Center. Both Don and Lester had family and friends attend the special luncheon to honor their award.
The OAR HOME Foundation, a 501c3 non-profit organization, received over $258,000 in donations and contributions in 2019 to support affordable housing and homeownership programs in Oregon. Learn more HERE.

$1.7+ million
Amount granted by the OAR HOME Foundation since 2004

379
OAR HOME Foundation grants awarded since 2005

Be sure and join us this coming year:
- DRIVING IT HOME - Thursday, July 16, 2020 – Langdon Farms in Aurora-
- TASTE OF OREGON - Thursday, September 10, 2020 - Castaway in Portland -
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<td>Hacienda Community Development Corporation</td>
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<td>Yamhill County Association</td>
<td>Habitat for Humanity- McMinnville Area</td>
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</table>

**Total**                                                                                           **$186,500.00**
OAR STAFF

JENNY PAKULA
Chief Executive Officer

ERIN MURPHY
Chief Financial Officer

LORI BRONCHEAU
Executive Assistant

JAN PRESLEY
Accounting Administrator

KELLY BARKER
Office Manager & Administrative Support Coordinator

GRETCHEK KRONENBERG
Membership & Finance Coordinator

LINDY RICKERT
Marketing & Comms Manager

JEREMY ROGERS
Director of Legal Affairs & Public Policy

JOEY GOMEZ
Marketing & Comms Coordinator

DAWN RADCLIFF
Legal Affairs & Policy Coordinator

KAYLA LOWERY
Education Manager

TAYLOR SHANAMAN
Government Affairs Director

KATIE MOORE
Education Coordinator

KASEY DORSCHEL
Administrative Support & Government Affairs Coordinator
MARK YOUR CALENDAR

JANUARY 16
Oregon Housing Economic Summit
Salem Convention Center, Salem
Register Today!

APRIL 8-9
OAR Spring Governance Meetings
Salem Convention Center, Salem
Registration Coming Soon

JULY 16
11th Annual Driving it HOME Golf Tournament
Langdon Farms Golf Club, Aurora
Register Today!

SEPTEMBER 10
13th Annual Taste of Oregon
Castaway, Portland
Registration Coming Soon

SEPTEMBER 22-25
OAR Fall Convention & Trade Show
Sunriver Resort, Sunriver
Registration Coming Soon

OCTOBER 5
TechXspo
Oregon State Bar
Register Today!
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