



2020

A YEAR IN REVIEW



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

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. Oregon REALTORS® 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.

Oregon REALTORS® 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.

LEAD

Advance the strategic leadership culture which exists within Oregon REALTORS®.

Continue to develop well-trained current and future leaders that understand how to lead a strategically focused organization. Oregon REALTORS® will offer enhanced leadership training, certification programs, and Principal Broker engagement.

SUPPORT

Increase member engagement and involvement with Oregon REALTORS®.

Oregon REALTORS® will be the go-to source for information and services. Oregon REALTORS® 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.

Oregon REALTORS® will focus on understanding the changing demographics of our membership in order to deliver relevant content and services.

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A NOTE FROM 2020 PRESIDENT LORI PALERMO



Well, this has to go down as one of the most interesting years on record at Oregon REALTORS®. As unpredictable as this year has been, I've never been more inspired by the way our REALTOR® Association has come together. Day after day, challenge after challenge, our members, our leadership, and our staff continually came together, made adjustments, and kept moving forward.

Last March, at the beginning of my term as president, several of us were at the Region 12 meetings in Alaska when the COVID-related shutdowns began. Within a couple of weeks of arriving back home, it became apparent that we would be dealing with the virus itself and the aftermath for a very long time. We didn't know what it would look like, but we knew we had to make some changes quickly. Our wonderful CEO, Jenny Pakula, continually used the term "pivot."

Merriam-Webster defines "pivot" as a verb, meaning to revolve, roll, rotate, spin, swing, swirl, swivel, turn, twirl, twist, wheel, or whirl. That is exactly what your leadership and staff have done for the past nine months! We have all learned to work from home. We've--well-- mostly mastered video conferencing.

We now have a robust library of webinars with topics like, "Business as Unusual," and "Boom or Bust--Economists Discuss Oregon Real Estate after Quarantine," and "Housing Trends and Opportunities During a Pandemic." We adjusted and developed beneficial and timely information of value for our members. We pivoted.

In April, we held our first virtual Board of Directors meeting, and you all were so encouraging and patient as we worked through the challenges in the world of technology. I will always remember the encouragement and kindness of those who reached out, not just to congratulate us on getting through it, but to call it a huge success.

We didn't give up--we pivoted.

In May, the National Association of REALTORS® held the Mid-Year Legislative Conference virtually and had the highest number of participants in our history. We moved forward with both Oregon Leadership Academy and Principal Brokers Academy, and both were

very successful. So much so, that there were waiting lists to draw from for the next sessions. We held some sessions virtually. We also sat in meetings and classrooms, 6 feet apart with masks on, shared ideas, and learned from some of the best in our industry. The Oregon REALTORS® didn't drop the program--we pivoted.

About the time we were catching our stride and about to take a deep breath and heave a sigh of relief, we were hit with unprecedented and devastating wildfires across our entire state. REALTOR® members lost their homes, clients and friends lost not just their homes, but in some cases their livelihoods and their families. The Oregon REALTORS® jumped into action, raising funds, applying for NAR grants, and getting organized to be able to help those in need immediately. Local boards and associations joined forces to raise money, help at evacuation sites, and assist those in need of shelter, in both the long and short term.

Looking back on my year as Oregon REALTORS® President, nothing looked the way I thought it would when I raised my hand and was installed to be your President last fall. But do you know what? I wouldn't trade this last year for anything.

I am truly humbled to be part of such an incredible community of volunteers and I'm proud to be a member of the Oregon REALTORS®. It has been my honor, my privilege and my joy to have served you this year. Thank you all for allowing me this incredible opportunity. I am forever grateful.

--Lori Palermo



THE BEST OF 2020

In 2020, the Association's focus was on supporting our members as much as we could through changing times with resources to help you protect and grow your business. From increasing access to online CE, to securing national grants for wildfire relief, to publishing detailed guides and creating a hotline for the latest COVID guidance, protecting our members and their livelihoods in uncertain times was a central theme for all the endeavors we took on this year.

Here are just a few of the many wins for Oregon REALTORS® in 2020:

- Held the first annual Oregon Housing Economic Summit January 16th with more than 400 in attendance.
- Moved forward recommendations from the Advocacy PAG approved by the BOD in 2019. Held a Government Affairs Strategic planning session with presentations by NAR Chief Advocacy Officer Bill Malkasian and political consultant Doug Sosnik.
- Graduated 20 members from the Oregon Leadership Academy while raising more than \$40k for the HOME Foundation Wildfire Relief Fund.
- Placed first in the Large Association category in NAR's C2EX Contest, receiving \$5,000 to assist with ongoing statewide promotion of C2EX.
- Mobilized COVID Hotline in March to respond to member questions regarding new state regulations on gathering sizes, safety measures, and unemployment benefits.
- Leveraged Tech Helpline to address new challenges in doing business virtually, providing all members with free troubleshooting & IT services.
- Secured national grant funding from the REALTORS® Relief Foundation as well as raising local funds through the HOME Foundation to help stabilize communities impacted by wildfires.
- Offered all members free CE April-September as members adjusted to virtual learning.
- Graduated 26 members from the Principal Broker Academy.
- Increased committee volunteer applications by 44%.
- Received approval from the State of Oregon to offer large-group health insurance coverage to Oregon REALTORS® brokerage offices.

Many of the changes forced by COVID have positioned us to better serve members than ever before, and we are ready for whatever comes next. I am honored to serve the Oregon REALTORS® as your Chief Executive Officer. Thank you for the privilege.

Bring it on, 2021!



Jenny Pakula
Oregon REALTORS® CEO



OREGON REALTORS® ASSOCIATION HEALTH PLAN



JUNE 2018

OREGON REALTORS® BEGINS DISCUSSIONS FOR A MEMBER AHP

DEC 2018

PROVIDENCE SECURED AS EXCLUSIVE CARRIER FOR OREGON AHP

JAN 2019

UNDERWRITING GUIDELINES SUBMITTED TO STATE FOR APPROVAL OF AHP

JAN 2019 - JAN 2020

PLAN APPROVAL STALLS AT THE DIVISION OF FINANCIAL REGULATION (DFR) DUE TO NUMBER OF REQUESTS FOR AHP'S

FEB 2020

ADDITIONAL INFORMATION PROVIDED TO THE STATE AS REQUESTED BY DFR

MAY 2020

COVID-19 CREATES A REVIEW BACKLOG AT THE STATE LEVEL, RESULTING IN APPROVAL SUSPENSIONS

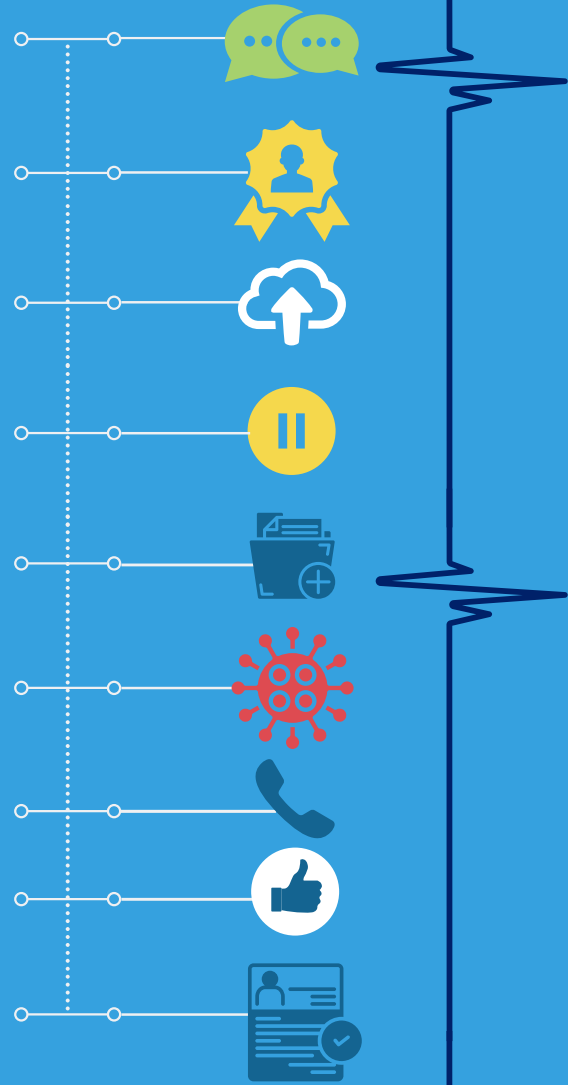
MAY-JULY 2020

ONGOING CALLS AND EMAILS TO DFR TO CHECK ON APPROVAL STATUS

AUGUST 2020

OREGON REALTORS® ASSOCIATION HEALTH PLAN IS APPROVED!

ENROLLMENTS BEGIN **2021**



As a result of a health insurance survey by the National Association of REALTORS® showing need for member health coverage, the Oregon REALTORS® and Johnson Benefits Group began substantial work and effort pursuing approval for an association health plan through Providence Health from the State of Oregon in 2018. Such approval for a new AHP had not been granted by the State in more than 20 years.

Many REALTORS® who do have insurance are covered through a spouse or the individual market. More needed to be done to help our members obtain health insurance. The process was long and complicated due to legal challenges, and then exacerbated by the COVID-19 outbreak, bringing all approvals to a screeching halt.

The team is proud to have broken through the barriers to obtain affordable and comprehensive health insurance, a need which has plagued the real estate industry for many years. In the end, the Oregon REALTORS® AHP was the only such plan approved in 2020.

WELCOME TO
OREGON REALTORS PLAZA



NEW YEAR, *New Look*



During the September 23, 2020, Board of Directors meeting, the Board approved a brand refresh for the Association, which had not been done since 2013. Many spaces within the building also received a refresh. The Oregon REALTORS® staff and leadership team worked diligently to bring you a new logo that all Oregon REALTORS® can be proud of. The new name and logo design will enable us to stand out nationally, statewide, and on the local level by highlighting the members we represent and our iconic state in a fresh and modern way.



A LOOK AHEAD TO 2021

Q&A WITH OREGON REALTORS® PRESIDENT DREW COLEMAN



WHAT IS YOUR VISION FOR 2021?

We need to modernize as an association. To be efficient, we've got to look at our "sacred cows" to identify what needs to stay and what needs to go. We need to become more vital and verbalize our value proposition to the REALTORS® in a more succinct way, especially after the Department of Justice settlement regarding several MLS and Code of Ethics rule changes that will impact how REALTORS® have become accustomed to doing business. I think all association membership is going to be scrutinized with a much more focused lens.

It's crucial that we continue to develop solid two-way communication between the agents on the street and the leadership so that we don't exist in a thought vacuum. We can't be afraid to take on things that have been historically difficult...even if they're touchy. Safety will of course be a focus, as well as continuing to ensure that the Code of Ethics undergirds all that we do.

A lot of small businesses have been struggling. Around 21% closed over the course of 2020, and those remaining have seen a 30% drop in revenue while Google, Amazon, and Apple are reaching record highs. Every REALTOR® is a small business unto themselves, and we need to do our part to advocate for that.

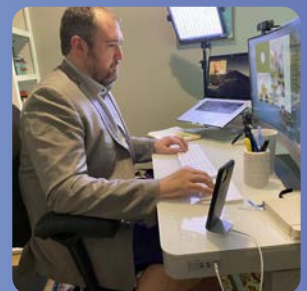
WHAT IS THE MOST IMPORTANT THING YOU HOPE TO ACCOMPLISH?

I just want to move us forward. We are here for the members, and I want us taking steps to better share our value proposition with them, and then deliver on it.

One goal would be an improvement from an advocacy standpoint. Every member should understand and participate in our advocacy outreach--not just a few. It should be understood that giving is something that top producers do. Whether they're Democrat or Republican, our members should be contributing to the advocacy effort for homeowners. It might mean giving dollars, it might mean attending Capitol Days...but being a participant in citizenship at your local or state level should be a hallmark of our members.

My second goal would be a governance restructure to right-size our board. We need to make sure we are positioned for the current environment, that we're speaking to the people who make decisions around the state. That might very well mean asking some hard questions and shaking things up a bit. I'm not afraid to do that.

"We can't be afraid to take on things that have been historically difficult... even if they're touchy."



A LOOK AHEAD TO 2021

Q&A WITH OREGON REALTORS® PRESIDENT DREW COLEMAN

WHAT WAS THE REASON YOU GOT INTO VOLUNTEER LEADERSHIP?

Rather than sit back, it's important to give back...period. One Teddy Roosevelt quote I keep coming back to is, "Every man owes a part of his time and money to the business or industry in which he is engaged."

Part of it was that I saw a disconnect between the people who produce and the people who serve. I wanted to be able to speak from the perspective of someone whose real occupation and calling is the business and doing it at a high level. I wanted to bring that voice.

I also think it's important to bring up tomorrow's leaders behind us, and to continue to find ways to draw them in and give them the tools to grow.

WHAT'S THE BIGGEST ISSUE FACING Oregon REALTORS® IN 2021?

If you'd asked me that a year ago, I may very well have given you a different answer! But therein lies the key: We've got to be nimble enough as an organization to adapt to lightning-quick changes to our industry if we hope to ensure the success of our members. The emphasis on the value of the Association has never been more important. We can't collect dues and run. We've got to do right by our members and continue to provide value. We're in a unique time if ever there was one, but I'm convinced that in every challenge lies an opportunity.



2021 OREGON REALTORS® EXECUTIVE COMMITTEE



DREW COLEMAN
PRESIDENT
Portland Metropolitan Association



JEFF WIREN
PRESIDENT-ELECT
Portland Metropolitan Association



LORI PALERMO
IMMEDIATE PAST PRESIDENT
Springfield Board



GREG WHISTLER
DISTRICT 1 VICE PRESIDENT
NORTHWEST
East Metro Association



ANGELA STUCKART
DISTRICT 2 VICE PRESIDENT
COAST & VALLEY
Willamette Association



GRACE BERGEN
DISTRICT 3 VICE PRESIDENT
LANE COUNTY
Springfield Board



RON REEL
DISTRICT 4 VICE PRESIDENT
SOUTHWEST
Curry County Board



JILL RUSSEL
DISTRICT 5 VICE PRESIDENT
HIGH DESERT
Klamath County Association



DEAN KEGLER
DISTRICT 6 VICE PRESIDENT
COLUMBIA GORGE & EAST
Columbia County Board



JULIE GILBERT
BUSINESS ISSUES
KEY COMMITTEE CHAIR
Mid-Columbia Association



TERESA ZAMORA
GOVERNMENT AFFAIRS
KEY COMMITTEE CHAIR
Rogue Valley Association



KERRI HARTNETT
POLITICAL AFFAIRS
KEY COMMITTEE CHAIR
Portland Metropolitan Association



LINDSEY CULVER
PROFESSIONAL DEVELOPMENT
KEY COMMITTEE CHAIR
Portland Metropolitan Association



EVA SANDERS
FINANCE REVIEW
COMMITTEE CHAIR
Portland Metro Association



BETH CASTER
ORPAC TRUSTEE
COMMITTEE CHAIR
Yamhill County Association

GOVERNMENT AFFAIRS

YEAR IN REVIEW

We kicked off 2020 with a legislative session cut short after disagreements over the highly controversial cap-and-trade bill could not be resolved. Republicans, denied an opportunity to introduce amendments, left the building and session was called to a close on March 8th. No REALTOR® bills were passed.

Over the course of the year, the legislature held three special sessions to address shortcomings highlighted by the COVID-19 pandemic and wildfires. Oregon REALTORS® supported:

- Legislation that provided for remote online notarization--allowing REALTORS® to continue to conduct business.
- Funding rural broadband infrastructure to improve access to much needed broadband internet in rural areas across Oregon.
- Successfully requested amendments that restored previous landlord-based reasons for eviction.

INTRODUCING THE KEY CONTACT PROGRAM

- Primary relationship holders between the Association and members of the Oregon Legislature
- More than 140 members applied for 90 available positions
- More than 120 REALTOR® members joined us for a Key Contact Town Hall to roll out the program

REALTOR® CHAMPIONS COME OUT ON TOP IN 2020

- Oregon REALTORS® Political Action Committee Trustees conducted more than 30 candidate interviews
- PAC Trustees issued more than \$1,000,000 in candidate support to REALTOR® champion candidates and secured a 93% win rate

REALTOR® PARTY TOWN HALL

This event featured experts on 2019's HB 2001 and 2003. Policy experts from the State Legislature, local elected officials, local Government Affairs staff, and municipal government staff joined us on a panel to discuss how 2001 and 2003 are anticipated to affect their communities.

GOVERNMENT AFFAIRS YEAR IN REVIEW

RPAC FUNDRAISING

Get Cooking for RPAC featured world-renowned chef John Gorham of Toro Bravo, and caught the attention of state and local associations across the country. Our virtual wine tasting with Argyle winery was another well-attended event, raising more than \$30k.

NEW PROGRAM

This year, Oregon REALTORS® advocacy committees Government Affairs, ORPAC Trustees, and Political Affairs worked hard to maintain and exceed the level of programming you are accustomed to having. We rolled out a new resource, Curate, to our local associations.

Curate is a database which monitors local municipal agendas for keywords pertinent to the real estate industry. If a keyword appears on an agenda, it is flagged and added to a weekly report our local associations receive. This service helps our local memberships stay up to date on issues working their way through our communities.

FOCUS ON FAIR HOUSING

The Oregon REALTORS® Government Affairs Department sponsored a webinar with Pulitzer Prize-winning journalist Bill Dedman on the investigative journalism outlined in the *Newsday* investigation, "Long Island Divided." This event was not only for REALTOR® members, but legislators too. This webinar featured uncomfortable conversations that we must have surrounding the real estate industry and fair housing practices and how they are implemented in our day-to-day interactions.



ANSWER THE CALL: VOTE. ACT. INVEST.

HOW CAN YOU SUPPORT YOUR INDUSTRY?

Vote. Act. Invest. REALTORS® do not support just one party. Volunteers at your local, state, and national associations work hard to vet and endorse candidates that support our industry and our issues: homeownership, quality of life, and a thriving economy. Oregon REALTORS® publishes an endorsed candidate list prior to every election. We encourage you to vote for candidates and issues that align with REALTOR® ideals.

Another way to support your industry is by responding to Calls for Action. Emails and text messages sent during a legislative session ask members to contact their legislators about important issues. There is power in numbers! We ask that, when prompted, you submit a call for action. It's as easy as hitting "Send." Text REALTOR to 30644 to get started.



GOVERNMENT AFFAIRS LEGISLATIVE HIGHLIGHTS



REALTOR®
Party

93%

WIN RATE

1

Regular Session

3

Special Session

State Legislature
Candidate Support:

38

Candidate
Interviews

19

Local
REALTOR®
Interviewers

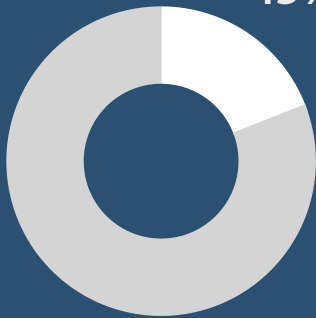
17

Hours
Spent
Interviewing

79

Virtual
Meetings
in 2020

2020 General Election – Oregon Legislature Results



19% First-time
Legislative
Candidates



81%

Incumbents
Reelected



7



Meetings with U.S. Representatives

GOVERNMENT AFFAIRS RPAC NUMBERS



RPAC Funds Raised in 2020

\$330,000



\$800,000

Total Direct Contributions



\$400

Average Investment



65

State Candidates Funded

RPAC Funds Raised from Major Investor Events:



+

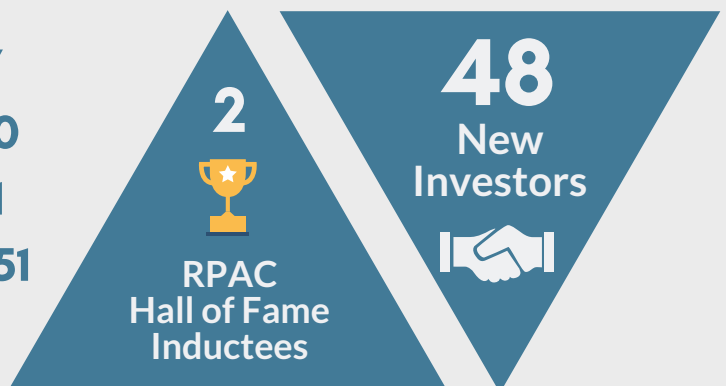
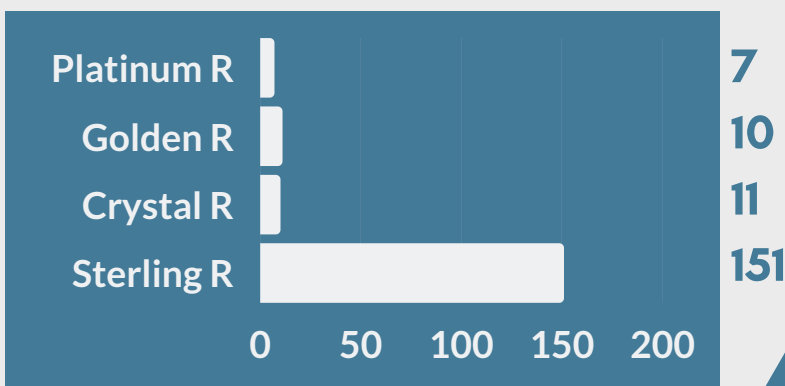


+



Total of
\$65,000

Total RPAC Major Investors: 179



2021 OREGON REALTORS® RPAC HALL OF FAME



Drew Coleman
Portland Metro Association
of REALTORS®



Debra Ann Gisriel
Klamath County Association
of REALTORS®



Rick Harris
Rogue Valley Association of
REALTORS®



Carolyn Dozois
Eugene Association of
REALTORS®



David Hemenway
Eugene Association of
REALTORS®



Pat Kaplan
Portland Metro Association
of REALTORS®



R. Brian Matza
Portland Metro Association
of REALTORS®



Colin Mullane
Rogue Valley Association of
REALTORS®



Eva Sanders
Portland Metro Association
of REALTORS®



Jenny Pakula
Oregon
REALTORS®



John Baker
Central Oregon Association
of REALTORS®



Byron Hendricks
Mid-Valley Association of
REALTORS®



Michael Kozak
Central Oregon Coast Board of REALTORS®



Bernard Young °
Rogue Valley Association of REALTORS®

2020 RPAC MAJOR INVESTORS

PLATINUM R

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

Drew Coleman * °

Portland Metro Association of REALTORS®

Debra Ann Gisriel * °

Klamath County Association of REALTORS®

Rick Harris * °

Rogue Valley Association of REALTORS®

Oregon REALTORS®

Oregon Real Estate Forms, LLC

Portland Metro Association of REALTORS®

Regional Multiple Listing Service (RMLS)

GOLDEN R

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

Carolyn Dozois * °

Eugene Association of REALTORS®

Kerri Hartnett *

Portland Metro Association of REALTORS®

David Hemenway °

Eugene Association of REALTORS®

Pat Kaplan * °

Portland Metro Association of REALTORS®

Helen Marston *

Central Oregon Association of REALTORS®

R. Brian Matza * °

Portland Metro Association of REALTORS®

Colin Mullane * °

Rogue Valley Association of REALTORS®

Eva Sanders * °

Portland Metro Association of REALTORS®

Greg Steiner *

Eugene Association of REALTORS®

Greg Whistler

East Metro Association of REALTORS®

Southern Oregon MLS

CRYSTAL R

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

Curry County Board of REALTORS®

Jennifer Dillard

Mid-Columbia Association of REALTORS®

Rob Levy

Portland Metro Association of REALTORS®

Jenny Pakula * °

Oregon REALTORS®

Jennifer Schaake

Central Oregon Association of REALTORS®

Randy Shaw *

Klamath County Association of REALTORS®

Susan Tokarz-Krauss

Rogue Valley Association of REALTORS®

Jason Waugh

Berkshire Hathaway HomeServices Northwest

Nanette Wimmers *

Mid-Columbia Association of REALTORS®

Jeffry Wiren

Portland Metro Association of REALTORS®

STERLING R

\$1,000+ initial investment
and annual sustaining

Mid-Columbia Association of REALTORS®

Susanna Abrahamson

Central Oregon Association of REALTORS®

Greg Addington

Rogue Valley Association of REALTORS®

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®

Stacey Boals

Rogue Valley Association of REALTORS®

Brenda Bonebrake

Mid-Valley Association of REALTORS®

Lori Bonn-Stenshoel

Eugene Association of REALTORS®

Angela Mae Boothroyd

Central Oregon Association of REALTORS®

Joel Bramwell

East Metro Association of REALTORS®

David Brow

Springfield Board of REALTORS®

Jeanette Brunot

Central Oregon Association of REALTORS®

Allison Buchman

Portland Metro Association of REALTORS®

Colin Call

Eugene Association of REALTORS®

Beth Caster *

Klamath County Association of REALTORS®

David Charron

Virginia REALTORS®

Bennett Christianson

Columbia Basin Board of REALTORS®

Karen Church

Eugene Association of REALTORS®

Ernest Cooper

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®

Robert Delavan

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®

David Feagans

Central Oregon Association of REALTORS®

Lynae Forbes

Portland Metro Association of REALTORS®

Elizabeth Forster

Rogue Valley Association of REALTORS®

James Frick

Rogue Valley Association of REALTORS®

Lester Friedman

Central Oregon Association of REALTORS®

Cari Garrigus

Eugene Association of REALTORS®

*President's Circle

°Hall of Fame

2020 RPAC MAJOR INVESTORS

STERLING R

(CONT'D)

Mel George

Portland Metro Association of REALTORS®

John Gibson

Central Oregon Association of REALTORS®

Michele Gila

Portland Metro Association of REALTORS®

Julie Gilbert

Mid-Columbia Association of REALTORS®

Michael Gottlieb

Eugene Association of REALTORS®

Carey Greiner

Central Oregon Association of REALTORS®

Tina Grimes

Rogue Valley Association of REALTORS®

Michael Hall

Portland Metro Association of REALTORS®

KayDee Hallert

Springfield Board of REALTORS®

Scott Halligan

Portland Metro Association of REALTORS®

Tom Harrison

Rogue Valley Association of REALTORS®

Lisa Hart

Central Oregon Association of REALTORS®

Linda Hartness

Eugene Association of REALTORS®

Chad Harvey

Mid-Valley Association of REALTORS®

Korey Hazard

Lincoln County Board of REALTORS®

Kurt Heater

Rogue Valley Association of REALTORS®

Kim Hedding

Eugene Association of REALTORS®

Ruth Hemenway-Duran

Eugene Association of REALTORS®

Byron Hendricks °

Mid-Valley 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®

Patrick Iler

Rogue Valley Association of REALTORS®

Sally Jacobson

Central Oregon Association of REALTORS®

George Jacoby

Rogue Valley Association of REALTORS®

Shaun Jillions

Oregon REALTORS®

Megan Jumago-Simpson

Portland Metro Association of REALTORS®

Arthur Kegler

Central Oregon Coast Board of REALTORS®

Dean Kegler

Central Oregon Coast Board of REALTORS®

Karen Kennedy

Curry County Board of REALTORS®

Marcia Kies

Portland Metro Association of REALTORS®

Kathryn King

Portland Metro Association of REALTORS®

Mark Knust

Klamath County Association of REALTORS®

Marcus Koss

Portland Metro Association of REALTORS®

Michael Kozak °

Central Oregon Coast Board of REALTORS®

Sara LaFaver

Central Oregon Association of REALTORS®

Brent Landels

Central Oregon Association of REALTORS®

Debi Laue

Portland Metro Association of REALTORS®

Catherine Lewis

Tillamook County Board of REALTORS®

Scott Lewis

Rogue Valley Association of REALTORS®

Donald Livingood

Rogue Valley Association of REALTORS®

Melody Luelling

Central Oregon Association of REALTORS®

Jennifer Lundstrom

Portland Metro Association of REALTORS®

Kelly Martin

Mid-Valley Association of REALTORS®

Shannon Mason

Central Oregon Coast 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®

Marianne McNally

Mid-Valley Association of REALTORS®

Donald Meyer

Mid-Valley Association of REALTORS®

Whitney Minnich

Portland Metro Association of REALTORS®

Barbara Myers

Central Oregon Association of REALTORS®

Shane Myhre

Rogue Valley Association of REALTORS®

Steve Nassar

Portland Metro Association of REALTORS®

Darren O'Halloran

East Metro Association of REALTORS®

Kerry Ann O'Halloran

East Metro Association of REALTORS®

Suzanne O'Halloran

East Metro Association of REALTORS®

Margaret Page

Tillamook County Board 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®

Andee Phillips

Central Oregon Association of REALTORS®

Temara Presley

Portland Metro Association of REALTORS®

Debbie Price

East Metro Association of REALTORS®

Kamila Price

Portland Metro Association of REALTORS®

Kathy Querin

Portland Metro Association of REALTORS®

Jason Reese

Rogue Valley Association of REALTORS®

Isaac Rhoads-Dey

Springfield Board of REALTORS®

Donald Robertson

Willamette Association of REALTORS®

Kathleen Robidou

Eugene Association of REALTORS®

Jacob Rockwell

Rogue Valley Association of REALTORS®

Charles Rorive

Douglas County Association of REALTORS®

Jill Russel *

Klamath County Association of REALTORS®

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.

2020 RPAC MAJOR INVESTORS

STERLING R

(CONT'D)

Tim Saeland

Portland Metro Association of REALTORS®

Frederick Saxton

Lincoln County Boards of REALTORS®

Trudi Schmidt

Mid-Valley Association of REALTORS®

Adam Schwend *

Tillamook County Board of REALTORS®

Taylor Shanaman

Oregon REALTORS®

DeAnna Sickler

Rogue Valley Association of REALTORS®

Patrick Sieng *

Mid-Valley Association of REALTORS®

Kevin Simrin

Eugene Association of REALTORS®

Terance Skjersaa

Central Oregon Association of REALTORS®

Jeremy Starr *

Eugene 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®

Paul Trakarn

Portland Metro Association of REALTORS®

Rita Marie Verdugo

Springfield Board of REALTORS®

Kurt Von Wasmuth

Regional Multiple Listing Service

Jason Walchli

Portland Metro Association of REALTORS®

Michael Warren II

Central Oregon Association of REALTORS®

Lydia Weatherwax

Douglas County Association of REALTORS®

Deborah Weaver

Willamette Association of REALTORS®

Deborah Weaver

Willamette Association of REALTORS®

Jennifer Weinhart

Portland Metro Association of REALTORS®

Natasha Puaala Whitefield

Mid-Columbia Association of REALTORS®

James Wilcox

Mid-Columbia Association of REALTORS®

Troy Wilkerson

Portland Metro Association of REALTORS®

Joseph Williams

Eugene Association of REALTORS®

David Wright

Rogue Valley Association of REALTORS®

Bernard Young °

Rogue Valley Association of REALTORS®

Teresa Zamora *

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®

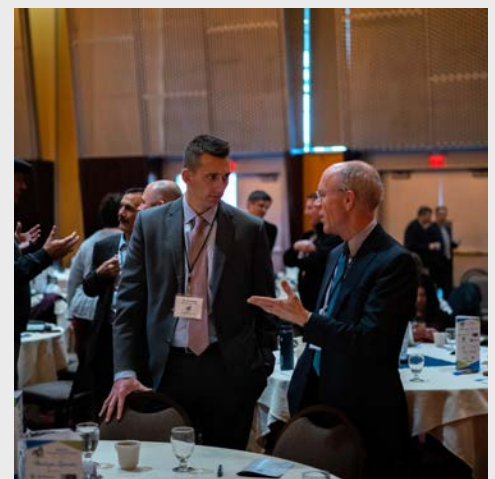
Cat Zwicker

Central Oregon Association of REALTORS®

OREGON HOUSING ECONOMIC SUMMIT



At the first-annual 2020 Housing Economic Summit, participants received a housing and economic forecast from Gay Cororaton from NAR and heard about the details of Oregon's housing supply shortage from ECONorthwest's Mike Wilkerson. Tigard Community Development Director, Kenny Asher, discussed how his city has become a champion for housing development. Banker Susan Brown, REALTOR® Chad Harvey and home builder Justin Wood provided an industry perspective on improving housing availability and affordability. House Speaker Tina Kotek, Representative Alissa Keny-Guyer and Representative Ron Noble discussed the legislature's plans for housing policy.



400+
Attendees



3 Partner
Organizations



15
Speakers

LEGAL AFFAIRS

LEGAL BRIEF

The Legal Brief video series launched in 2020. It covers common questions from members about a variety of legal topics. These quick videos are brief, informative, and provide a great resource for common legal questions and risk-management issues.

LEGAL HOTLINE

Hotline subscribers: **357**
Year-over-year increase: **15%**

Hotline questions: **1,027**
Year-over-year increase: **20%**

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 for a one-time annual fee. We saw a spike in calls this year due to COVID rules and regulations.

"The main reason I subscribe to the Legal Hotline is because I have property management as a part of my services in my company, and I find that with all the recent changes in tenant-landlord provisions, my attorney has to do a lot of research to respond to things that the Hotline can answer more quickly. Time is always of the essence when there are issues!"

--Mary Jo Grove, The Grove Team, Baker City

LEGAL ACTION

In July 2020, the Oregon Court of Appeals issued a ruling in Owen et al. v. City of Portland upholding the City of Portland ordinance that requires residential landlords to pay steep fees to a tenant for certain rent increases and no-cause terminations. Oregon REALTORS® argued in an amicus brief and at oral argument 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). Oregon REALTORS® is participating again as amicus curiae in the appeal of the case to the Oregon Supreme Court. Oral arguments will be heard in the first half of 2021.

BY THE NUMBERS



745

EMAILS RECEIVED BY THE LEGAL HOTLINE



282

CALLS RECEIVED BY THE LEGAL HOTLINE



470

CALLS RECEIVED BY THE COVID HOTLINE



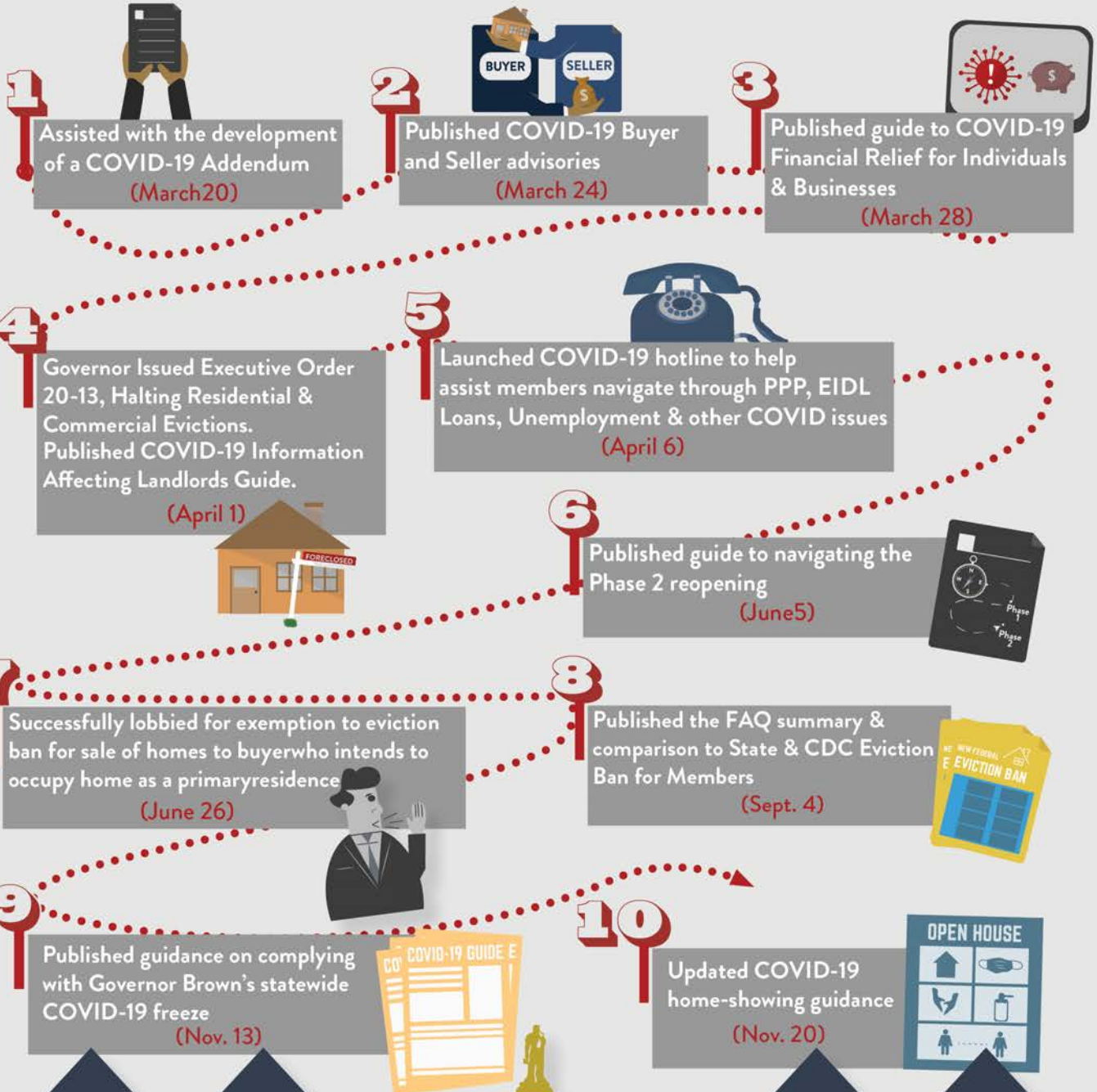
HOT TOPICS:

DISCLOSURE
CONTRACTS
TERMINATION
EARNEST MONEY
EVICTIONS

COVID-19 RESPONSE

COVID-19 RESPONSE TIMELINE

Throughout the pandemic, Oregon REALTORS® have been fighting to protect the real estate industry along with making sure the members are well informed. The timeline below represents some of the key deliverables achieved by the Oregon REALTORS® on behalf of our members.



PROFESSIONAL DEVELOPMENT



Total CE

40,167
+ Designations

AWARDED

Total Classes

48

OFFERED

Total Webinars

37

OFFERED

GOING VIRTUAL IN 2020

89%

of attendance
was virtual

99.7%

will take more
virtual classes

96.7%

want more
virtual events

ADJUSTING TO COVID

Oregon REALTORS® quickly pivoted to offering all GRI, PBA and many designation/certification courses fully online. Members loved the accessibility and interaction in these virtual courses. Oregon REALTORS® made all recorded and live webinars free for the first 6 months of the pandemic so paying for CE wouldn't be a burden during uncertain times.

Members raved about the accessibility and flexibility of the virtual course offerings, with 99.7% of attendees saying they'd take another virtual class through Oregon REALTORS®! No more driving through rush hour to make a class, no more losing a whole day of work, and an opportunity to network and connect with brokers around the state!

COMMITMENT TO INCLUSIVITY

Oregon REALTORS® commits to celebrating, empowering, and respecting diverse individuals and cultures. We support our members through advocacy efforts, educational opportunities, and partnerships with our communities. As part of this commitment, we are increasing our educational offerings for fair housing and diversity.

BY THE NUMBERS



Saved members
\$622,082 in CE
with free webinars from
March-September



28K

FREE recorded
webinars watched



98%

found General Membership
Meeting valuable



Oregon REALTORS® was able to convert all live GRI classes to virtual classes within a month of COVID hitting. We had a total of 34 offerings with 393 attendees. Our Certified GRI Instructors were eager to teach students virtually, and our student feedback showed that 97% of students would take a virtual GRI class again. In 2020, we had 36 students graduate from the GRI program.

2020 GRI GRADUATES

Steven Forster	CENTRAL OREGON ASSOCIATION OF REALTORS®
Jennifer Gregoriou	CENTRAL OREGON ASSOCIATION OF REALTORS®
Sierra Holmly	CENTRAL OREGON ASSOCIATION OF REALTORS®
Lisa Hoogenboom	CENTRAL OREGON ASSOCIATION OF REALTORS®
Michelle Martinez	CENTRAL OREGON ASSOCIATION OF REALTORS®
Ted J. Williams	CLARK COUNTY BOARD OF REALTORS®
Julie Stephens	COOS COUNTY BOARD OF REALTORS®
Gordon D. Vavrek	EAST METRO ASSOCIATION OF REALTORS®
Shelley Conrad	KLAMATH COUNTY ASSOCIATION OF REALTORS®
Barbara Bechmann	LINCOLN COUNTY BOARD OF REALTORS®
Janine Duronslet	LINCOLN COUNTY BOARD OF REALTORS®
Richard Hoffman	LINCOLN COUNTY BOARD OF REALTORS®
Jill Hurd	LINCOLN COUNTY BOARD OF REALTORS®
Jody Sturtze	LINCOLN COUNTY BOARD OF REALTORS®
Alexandra Underhill	LINCOLN COUNTY BOARD OF REALTORS®
Joe Welch	LINCOLN COUNTY BOARD OF REALTORS®
Laurie Whitaker	LINCOLN COUNTY BOARD OF REALTORS®
Amanda Burlingham	MID VALLEY ASSOCIATION OF REALTORS®
Lorrie Cox	MID VALLEY ASSOCIATION OF REALTORS®
Angelina M. Franco	MID VALLEY ASSOCIATION OF REALTORS®
Marianne Reich	MID VALLEY ASSOCIATION OF REALTORS®
Richard Schaefer	MID VALLEY ASSOCIATION OF REALTORS®
Kristi J. Sieng	MID VALLEY ASSOCIATION OF REALTORS®
Julie C. Whitehurst	MID VALLEY ASSOCIATION OF REALTORS®
Pamela Wilson	MID VALLEY ASSOCIATION OF REALTORS®
Claire Blosser	POLK COUNTY ASSOCIATION OF REALTORS®
Courtney L. Clarke	PORTLAND METROPOLITAN ASSOCIATION OF REALTORS®
Sunny E. Freeman	PORTLAND METROPOLITAN ASSOCIATION OF REALTORS®
Eldin D. Lougee	PORTLAND METROPOLITAN ASSOCIATION OF REALTORS®
Dan Powell	PORTLAND METROPOLITAN ASSOCIATION OF REALTORS®
Karen Scherlie	PORTLAND METROPOLITAN ASSOCIATION OF REALTORS®
Penelope Mueller	ROGUE VALLEY ASSOCIATION OF REALTORS®
Rita Marie Verdugo	SPRINGFIELD BOARD OF REALTORS®

BY THE NUMBERS

REGISTRATION

393

Class Registrations



28K

Recorded Webinars Watched



100%

Satisfaction with courses



97%

of Attendees said it was Worth the Investment

PRINCIPAL BROKER ACADEMY



We offered three Principal Broker Academy (PBA) Sessions in 2020. Each cohort of current and aspiring principal brokers deep dive into risk management, brokerage laws and regulations, business operations, brokerage policies and procedures, contract and finance best practices, liability reduction, and leadership and management strategies.

This program continues to get excellent reviews from participants, citing its quality, professionalism, value, and relevance as a great investment in their business.

We will be offering four sessions in 2021, two in person and two online.



100%

Enjoyed the classes



100% found PBA to be a good investment



BY THE NUMBERS



26

Graduates



3

Virtual Sessions



83

Attendees

PRINCIPAL BROKER ACADEMY



Principal Broker Academy Graduates

Mary Doyle	Coldwell Banker Bain	COAR
Lester Friedman	Coldwell Banker Bain	COAR
Gail Rogers	Windermere Central Or.R.E.Redm	COAR
Kelli Shanks	Bend Dreams Realty LLC	COAR
Carina F. Reeves Blanck	Oregon Life Home	DCAR
Lisa Anderson	John L. Scott	EMAR
Rodney A. Barker	Mt. Hood Realty, LLC	EMAR
Karen Croston	Mt. Hood Realty, LLC	EMAR
John Coots	Berkshire Hathaway Homeservice	EAR
Anne Bridget Geertsen	Icon Real Estate Group	EAR
Cory T. Neu	Neu Real Estate	EAR
Stacy M. Ellingson	Fisher Nicholson Realty, LLC	KCAR
Lila Timmons	NextHome Picket Fence Realty	LCBR
Heidi Rogers	Ocean Equity Real Estate & Inv	LCBR
Michele Buck	RE/MAX Integrity	MVAR
Joan McClintock	Sundance Realty	MVAR
Sarie Scott	Gysin Realty Group, LLC	MVAR
Kristi J. Sieng	Realty One Group WV	MVAR
Jimi L. Couture	John L. Scott, Inc.	PMAR
Michael Hobson	Keller Williams Realty Portland	PMAR
Lisa F. Nishioka	Xanadu Real Estate LLC	PMAR
Julia Radditz	Totem Properties	PMAR
Ron Harvey	Harvey Realty Group Inc	RVAR
Teresa Zamora	eXp Realty, LLC	RVAR
Dolf Peterson	eXp Realty, LLC	WAOR
Angela Stuckart	Heritage NW Real Estate Inc.	WAOR

COAR - Central Oregon Association of REALTORS®
 DCAR - Douglas County Association of REALTORS®
 EMAR - East Metro Association of REALTORS®
 MVAR - Mid Valley Association of REALTORS®
 PMAR - Portland Metro Association of REALTORS®

EAR - Eugene Association of RELATORS®
 KCMAR - Klamath Country Association of REALTORS®
 LCBR - Lincoln County Board of REALTORS®
 RVAR - Rogue Valley Association of REALTORS®
 WAOR - Willamette Association of REALTORS®

GOVERNANCE 2020

LEADERSHIP

PRESIDENT:

Lori Palermo, Springfield

PRESIDENT-ELECT:

Drew Coleman, Portland Metro

NAR REGION 12 VICE PRESIDENT:

Angie Tallant, Alaska

NAR DIRECTORS

Drew Coleman, Portland Metro

Lester Friedman, Central Oregon

Debra Gisriel, Klamath County

Rick Harris, Rogue Valley

Kerri Hartnett, Portland Metro

John Hoops, Eugene

Pat Kaplan, Portland Metro

Whitney Minnich, Portland Metro

Colin Mullane, Rogue Valley

Lori Palermo, Springfield

COMMITTEE CHAIRS

GOVERNMENT AFFAIRS: Teresa Zamora, Rogue Valley

POLITICAL AFFAIRS: Kerri Hartnett, Portland Metro

PROFESSIONAL DEVELOPMENT: Holly Tangeman, Willamette

ORPAC TRUSTEES: Debra Gisriel, Klamath County

BUSINESS ISSUES: Karen Church, Eugene

ISSUES MOBILIZATION: Grace Bergen, Springfield

ELECTIONS: George Grabenhorst, Mid-Valley

FINANCE REVIEW: Eva Sanders, Portland Metro

LEGAL ACTION: Jan Cullivan, Portland Metro

REALTOR® OF THE YEAR/DISTINGUISHED SERVICE AWARD:

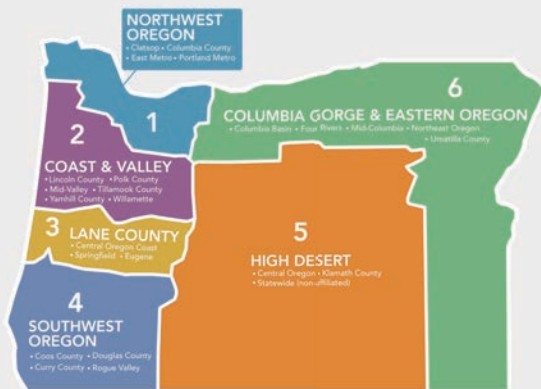
Don Robertson, Willamette

PROFESSIONAL STANDARDS: Stacy Ellingson, Klamath County

HOME FOUNDATION: Cheryl Faria, Rogue Valley

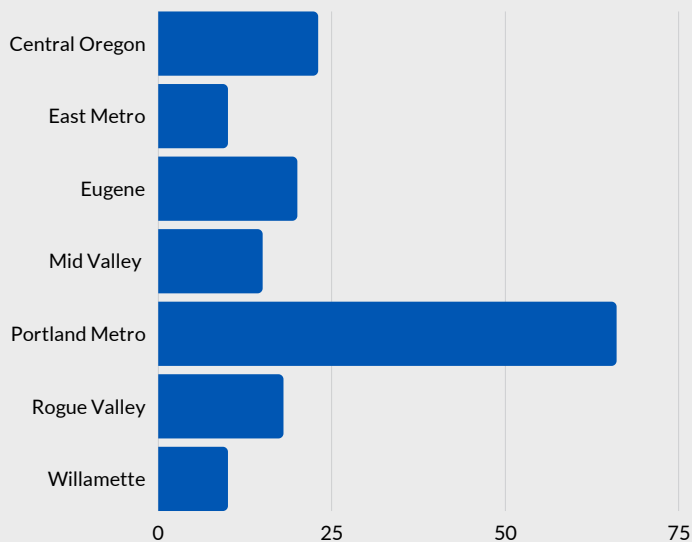
DIVERSITY: Hector Garcia, Mid-Valley

SAFETY: Lori Palermo, Springfield



- District 1 1 : Greg Whistler, East Metro
- District 2 2 : Angela Stuckart, Willamette
- District 3 3 : Grace Bergen, Springfield
- District 4 4 : Charles Rorive, Douglas County
- District 5 5 : Jill Russel, Klamath County
- District 6 6 : Dean Kegler, Columbia Basin

LOCAL ASSOCIATIONS WITH 10+ VOLUNTEERS



GOVERNANCE 2020



Rashmi Airan

We went virtual for the first time with Spring Governance meetings! The April 9th Board of Directors meeting concluded with the election of Jeff Wiren as Oregon REALTORS® 2021 President-Elect. Committees stayed strong despite all the hardships and changes surrounding the cancellation of in-person events.



Patrick Stone

As the date of Fall Convention approached, restrictions due to COVID and wildfires across the state caused us to reassess an in-person event. Communities around Oregon faced devastating losses. Members stopped everything in their lives to lend a hand staffing evacuation sites at local fairgrounds and pulling together donations. The decision was made to hold governance meetings virtually, and to offer general education sessions for all members at a later date.



Deanne Rymarowicz

September 23rd Board of Directors meeting included:

- 2021 budget approval
- Name change to Oregon REALTORS®
- 2020 REALTOR® of the Year, Jill Russel
- 2020 Distinguished Service Award winner, Joann Hansen
- Honoring Art Kegler, a longstanding active member and 2007 Oregon REALTORS® President



Presidential Installation

Thankfully, we were able to hold a small, socially distanced, in-person celebration to install our 2021 Oregon REALTORS® President, Drew Coleman, at the Allison Inn in Newberg. For the first time, this event was streamed on Facebook for the entire membership and guests to watch live.



Presidential Installation

The 2020 governance year concluded on October 29th with a virtual General Membership Meeting and education offerings. Keynote speaker Rashmi Airan shared a unique story of lessons learned navigating the Criminal Justice system. Special speaker Patrick Stone delivered an intriguing state economic forecast presentation, and NAR's Associate Counsel, Deanne Rymarowicz, wrapped up the session with an informative fair housing and accessibility discussion.

2020 REALTOR® OF THE YEAR & DISTINGUISHED SERVICE AWARD



2020 REALTOR® of the Year

The REALTOR® of the Year award serves to recognize deserving REALTOR® members for efforts and work on behalf of their fellow REALTORS®, their profession, and their community. This individual's actions communicate to the public, by their outstanding example, the professionalism of REALTORS® and the outstanding work we do for clients, customers, industry, and community.

Jill Russel made outstanding contributions to her REALTOR® organizations, the profession, and the community in which she lives. Julia Rajnus of Century 21 Showcase says of Jill, "She is always a pleasure to work with and truly deserving of this honor for all the work she puts in at the state and local level."

In addition to serving on the local level as a director, president-elect and president, Jill has also contributed as a committee chair and committee member on the RPAC, Strategic Planning, Government Affairs, Diversity, and Executive Committees, and the MLS advisory council.

But she's not just active in REALTOR® causes. Jill also serves in her community with her involvement in the Soroptimists, the Oregon Employer Council, and even beautifying her community with highway clean-ups for the past three years. Jill is the current holder of GRI, CRS, PSA, SFR, E-Pro, C2EX, and Principal Broker designations.

Congratulations to the Oregon REALTORS® 2020 REALTOR® of the Year, Jill Russel.



2020 Distinguished Service Award

The Distinguished Service Award recognizes an Oregon REALTOR® who has demonstrated outstanding service and contribution, over a period of years, to the Oregon REALTORS®. This award is intended to recognize members for a lifetime of contributions and service to the association, and that's exactly what this year's recipient exemplifies.

Joann Hansen has been active in the Association since 1983, serving as a district vice president, state director, association president, a chairman of OREF, and president of the HOME Foundation. And she doesn't just contribute to the REALTOR® community. Joann has more than a decade of service to her local community, including serving on the Coos County Planning Commission as well as the Chamber of Commerce.

"She's an Oregon Original," said Dannie Walker of Premiere Property Group. "She's a small-town girl with a big-world heart who never backs down from doing what's right. She has such a long history in Coos Bay, from her involvement with the Chamber of Commerce and the Planning Commission, all the way back to the creation of a section of Highway 42 down here on the coast. She's caring, committed, compassionate, and devoted to her family. She's my best friend and I love her. I'm so glad she's getting this award. It's about time!"

Joann has been recognized as REALTOR® of the Year twice, once by Oregon REALTORS®, and once by the Coos County Board of REALTORS®. She's an NAR-certified mediator, a Leadership Institute Northwest graduate, and a GRI graduate.

Congratulations to the 2020 Distinguished Service Award recipient, Joann Hansen.

IN MEMORIAM

Art Kegler, 1932-2020

Oregon REALTORS® President 2007



2008 Key Constituent
2008 Elections Committee Vice Chair
2008-2010 Executive Committee
2009 REALTOR® of the Year
2009-2020 Board of Directors
2009-2020 ORPAC Trustee
2010 District Vice President
2014 Distinguished Service Award
2016-2020 ROTY/DSA Committee
2018 REALTOR® Party Committee
2020 Issues Mobilization Committee

Michael Graeper, 1940-2020
Oregon REALTORS® President 1992

1998 REALTOR® of the Year
2004-2007 Business Issues Committee
2004-2007 REALTOR® of the Year Committee
2004-2018 Board of Directors
2005-2007 International Business Council
2007 Certified Real Estate Brokerage Manager
Tenured Federal Political Coordinator



HOME FOUNDATION

The Oregon REALTORS® HOME Foundation is a 501(c)3 charity that provides financial resources to create, expand, and encourage home ownership opportunities for Oregonians at or below median income level. Founded in 2004, the HOME Foundation has distributed more than **\$1,700,000** in grants statewide. Your contributions provide essential funds to organizations dedicated to affordable housing in Oregon.

HOME Foundation funds have been utilized to:

- *Educate consumers about affordable housing issues*
- *Provide the tools needed to make homeownership more attainable*
- *Address both immediate and long-term needs through strong public/private partnerships*



In 2020, the HOME Foundation Board approved expanding grants to include Oregonians who were affected by wildfires. A safe and socially distanced version of the annual golf tournament, Driving it HOME, was held on October 1, raising more than \$60,000 for the HOME Foundation and Wildfire relief. Golfers and sponsors alike enjoyed a fun day of connection at a much-needed, live event. Thanks to funds raised by local communities, generous donations from REALTOR® associations around the country, and the fundraising efforts of the Oregon Leadership Academy, the HOME Foundation Wildfire Relief Fund gifted nearly \$400,000 in grants to fire victims around Oregon.

Consider allocating the HOME Foundation as your charity of choice on Amazon Smile or with a monthly contribution.



WILDFIRE RELIEF

OREGON REALTORS® SECURED A **\$500,000** GRANT FOR HOUSING ASSISTANCE THROUGH NAR'S REALTORS® RELIEF FOUNDATION FOR THE OREGON WILDFIRE VICTIMS.



378

TOTAL FAMILIES ASSISTED

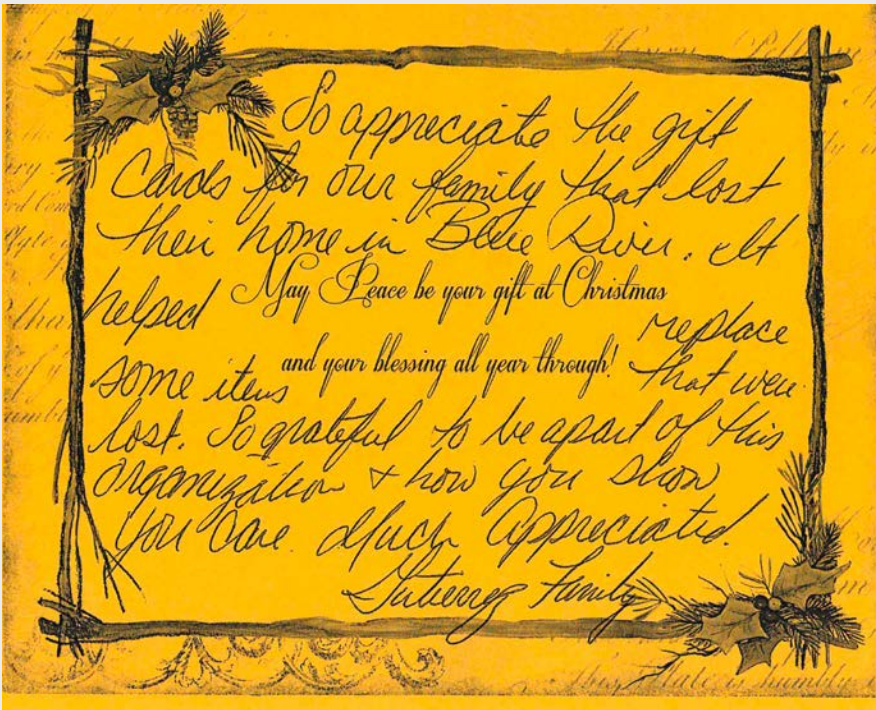


\$392K

TOTAL AMOUNT GIVEN

TOTAL HOME FOUNDATION WILDFIRE RELIEF RAISED BY LOCAL BOARDS/ASSOCIATIONS

\$91,177



BY THE NUMBERS



REALTORS® Relief Foundation:

233

Families Assisted

\$203K

in Aid Distributed



HOMEFoundation:

145

Families Assisted

\$188K

in Aid Distributed



Photos Courtesy of Colin Mullane,
Rogue Valley Association of REALTORS®



WILDFIRE RELIEF

GOOD NEIGHBOR AWARD



The Oregon REALTORS® Good Neighbor Award recognizes a REALTOR® member who makes a positive impact on their community. This annual award seeks to highlight, inspire, and perpetuate the individual contributions within the real estate industry toward improving the livability of Oregon cities and towns, as well as financially supporting the non-profits that exist to do the same. Rather than selecting one individual, this year's Good Neighbor Award recognized all Oregon REALTORS® efforts during the 2020 wildfires that ravaged our state. Your willingness to give and serve made a difference in your local communities, showing our entire state that REALTORS® are Good Neighbors.

INTRODUCING THE SAFETY COMMITTEE



This year, the Oregon REALTORS® formed a Safety Committee to help identify and put into place safety benchmarks and tools for members and Local Associations/Boards that will help lower the number of safety issues, promote that REALTOR® safety is of higher importance than a sale, and be a resource for Local Association/Board safety committees throughout the state. Our first event hosted personal safety expert

Bryan Flannery in a hybrid in-person/online session that highlights the importance of situational awareness: "At the Oregon REALTORS® convention held in Eugene, I decided to attend Bryan Flannery's safety course. Two years later, I was attacked in a parking garage while attending a meeting in downtown Portland. I survived and am able to tell the story because of what I learned in that class."

-Beth Caster, Principal Broker

OREGON LEADERSHIP ACADEMY



This year's Oregon Leadership Academy was a tremendous success. The class of 2020 gathered for three dynamic, in-person sessions that included personal profile analysis, informative panels with industry experts, and engaging guest speakers.

The class is assigned a group project that challenges them to use the tools they were equipped with during the academy. This year's project organized unique virtual fundraising events to benefit the HOME Foundation. In total, the group projects raised \$44,000 for HOME Foundation Wildfire Relief efforts. All of the money raised stays local to help Oregonians in need.



Team Yahooligans organized a four-stop comedy tour, Stand Up for HOMES, with live, socially-distanced audiences in Bend, Medford, Dallas, and Portland, as well as an online audience.



Rockin' HOME Ownership's team held an online raffle with prizes that included \$500 worth of gift cards and two weekend getaways to the Oregon Coast.



Team Corks for a Cause sold wine gift packages from local wineries, providing the participating vineyards with much needed sales during COVID.



Team Treats for Heroes held a dessert auction where winners gifted their desserts to first responders of their choice in their local communities.



2020 Oregon Leadership Academy

*In Loving Memory of Lauren Hahn,
Lincoln County Board of Realtors®*



SUSANNA ABRAHAMSON
Central Oregon
Association of
REALTORS®



JOEL BRAMWELL
East Metro
Association of
REALTORS®



ALLISON BUCHMAN
Portland Metropolitan
Association of
REALTORS®



DAVID DUNCAN
Eugene
Association of
REALTORS®



DAYNA DURANT-SELLARS
Klamath County
Association
of REALTORS®



STACY FLESHMAN
Rogue Valley
Association of
REALTORS®



JULIE GILBERT
Mid-Columbia
Association of
REALTORS®



KOREY HAZARD
Lincoln County
Board of
REALTORS®



HEIDI HAZEL
Mid-Valley
Association of
REALTORS®



BRENT LANDELS
Central Oregon
Association of
REALTORS®



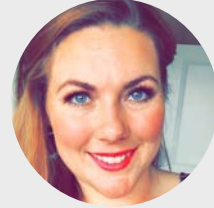
JILL LANGE
Curry County
Board of
REALTORS®



WHITNEY MINNICH
Portland Metropolitan
Association of
REALTORS®



BRIAN OARE
Willamette
Association of
REALTORS®



BRANDY POTTS
Eugene
Association of
REALTORS®



JASON REESE
Rogue Valley
Association of
REALTORS®



ISAAC RHOADS-DEY
Springfield
Board of
REALTORS®



FREDDY SAXTON
Lincoln County
Board of
REALTORS®



RITA VERDUGO
Springfield
Board of
REALTORS®

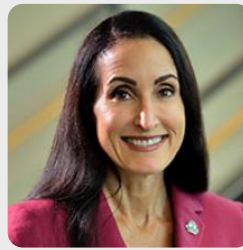


NATASHA WHITEFIELD
Mid-Columbia
Association of
REALTORS®



CAT ZWICKER
Central Oregon
Association of
REALTORS®

OREGON REALTORS® STAFF



Jenny Pakula
Chief Executive Officer



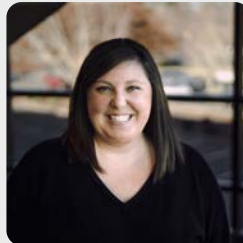
Gretchen Kronenberg
*Finance & Membership
Administrator*



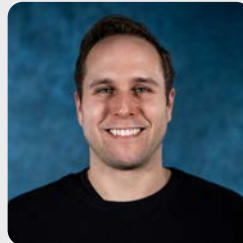
Jeremy Rogers
*Director of Legal Affairs &
Public Policy*



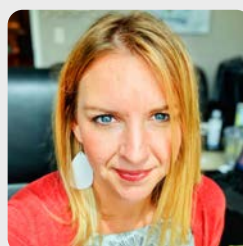
Shaun Jillions
Chief Lobbyist



Taylor Shanaman
Government Affairs Director



Kyle Macadam
*Government Affairs
Coordinator*



Erin Burt
*Marketing &
Communications Director*



Joey Gomez
*Marketing &
Communications
Coordinator*



Erin Murphy
Controller



Lori Broncheau
Executive Assistant



Kelly Barker
*Administration Coordinator
& Facility Manager*



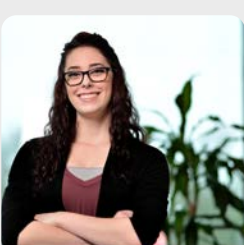
Charlotte Van Werven
*RPAC & Administrative
Support Coordinator*



Alex Hermon
Front Desk & Receptionist



Erica Curry
Education Director



Katie Moore
Education Coordinator

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