



OREGON
ASSOCIATION
OF REALTORS®

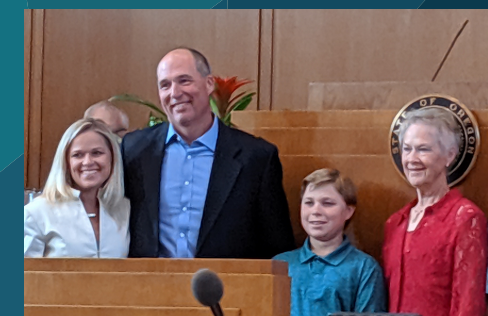
2019

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



OREGON
ASSOCIATION
OF REALTORS®

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. 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.

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.

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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ASSOCIATION
OF REALTORS®



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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."



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2020 OAR President
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Palermo Real Estate
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2020 EXECUTIVE COMMITTEE



LORI PALERMO
PRESIDENT
Springfield Board of
REALTORS®



DREW COLEMAN
PRESIDENT-ELECT
Portland Metropolitan
Association of REALTORS®



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



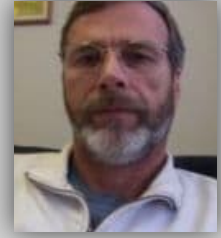
GREG WHISTLER
DISTRICT 1 VICE PRESIDENT
East Metro Association of
REALTORS®



ANGELA STUCKART
DISTRICT 2 VICE PRESIDENT
Willamette Association of
REALTORS®



GRACE BERGEN
DISTRICT 3 VICE PRESIDENT
Springfield Board of
REALTORS®



CHARLES RORIVE
DISTRICT 4 VICE PRESIDENT
Douglas County Board of
REALTORS®



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



DEAN KEGLER
DISTRICT 6 VICE PRESIDENT
Columbia Basin Board of
REALTORS®



KAREN CHURCH
BUSINESS ISSUES
KEY COMMITTEE CHAIR
Eugene Association of
REALTORS®



TERESA ZAMORA
GOVERNMENT AFFAIRS
KEY COMMITTEE CHAIR
Coos County Board of
REALTORS®



KERRI HARTNETT
POLITICAL AFFAIRS KEY
COMMITTEE CHAIR
Portland Metropolitan
Association of REALTORS®



HOLLY TANGEMAN
PROFESSIONAL DEVELOPMENT
KEY COMMITTEE CHAIR
Willamette Association of
REALTORS®



EVA SANDERS
FINANCE REVIEW
COMMITTEE CHAIR
Portland Metropolitan
Association of REALTORS®



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












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.
- Rep. Zika, Rep. Breese-Iverson, and [Rep. Mark Meek](#) (D-Gladstone) make three OAR members serving as Oregon legislators.
- 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

	OAR Position	Result
HB 2001 Housing Choices on Single Family Lots	 Supported	 Passed
HB 2003 Regional Housing Needs Analyses & Housing Production Strategies	 Supported	 Passed
HB 3349 Mortgage Interest Deduction Phase-Out	 Opposed	 Failed
HB 2056 Affordable Housing Supply Grants & Loans	 Supported	 Passed
HB 3427 Gross Receipts Tax*	 Opposed	 Passed
SB 608 Rent Control & Tenant Protections	 Opposed	 Passed

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

2019 ISSUES MOBILIZATION

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

Bill #	What It Was About	OAR Position	Outcome
Expanding Housing Supply			
<u>HB 2001</u>	Cities must allow middle housing on single family lots	Support	Passed
<u>HB 2003</u>	State must conduct regional housing needs analyses	Support	Passed
<u>HB 2055</u>	Grants and loans to expand workforce housing supply	Support	Passed
<u>HB 2056</u>	Grants and loans to expand affordable housing supply	Support	Passed
<u>SB 534</u>	Cities must allow housing development on skinny lots	Monitor	Passed
<u>SB 5512</u>	Oregon Housing and Community Services Budget	Support	Passed
Business Taxation			
<u>HB 3427</u>	Creates a gross receipts tax on revenues above \$1M	Oppose	Passed
Economic Development			
<u>SB 2</u>	More land use flexibility for Eastern Oregon counties	Support	Passed
Landlord/Tenant			
<u>SB 608</u>	Rent control and elimination of no cause termination	Oppose	Passed
<u>SB 484</u>	Prohibiting multiple rental application fees	Monitor	Passed
Land Use			
<u>HB 2469</u>	Second dwelling for relative on forest zoned land	Support	Passed
<u>HB 3024</u>	Replacement dwellings on exclusive farm use land	Support	Passed
<u>SB 88</u>	Accessory dwelling units on rural residential land	Support	Failed
<u>HB 2225</u>	Limits allowable forest template dwellings	Oppose	Passed
<u>SB 8</u>	Attorney's fees for challenges to public housing	Support	Passed
Homeownership			
<u>HB 3349</u>	Mortgage interest deduction phase-out/elimination	Oppose	Failed
<u>HB 2312</u>	New flood insurance language for seller's disclosures	Support	Passed
<u>HB 5017</u>	Wood Stove replacement assistance (DEQ budget)	Support	Passed
<u>SB 756</u>	Funding for septic system replacement assistance	Support	Failed
Employment and Workplace Regulation			
<u>HB 2498</u>	Expanding the definition of "employee"	Oppose	Failed
Other Major 2019 Legislation			
<u>HB 2020</u>	Carbon cap and trade	Monitor	Failed
<u>HB 2005</u>	Paid family and medical leave	Monitor	Passed
<u>SJR 18</u>	Constitutional referral to allow campaign caps	Monitor	Passed
<u>SB 1049</u>	PERS reform	Monitor	Passed

LEGISLATIVE FORECAST

WHAT TO EXPECT IN 2020 - LEGISLATURE

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.
3. Three OAR members (Rep. Jack Zika, Rep. Mark Meek, and REALTOR® Debra Neal) serve on the [Joint Task Force on Addressing Racial Disparities in Homeownership](#). The Task Force will be bringing forward legislation aimed at boosting minority homeownership and reducing instances of housing discrimination.
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®
Brian 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 Schaaek
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.

2019 RPAC MAJOR INVESTORS

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

*President's Circle

°Hall of Fame

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 Fuhrmeister
Rogue Valley Association of REALTORS®

Hector Garcia
Mid Valley Association of REALTORS®

Cari Garrigus
Eugene 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 Judd
Eugene Association of REALTORS®

Megan Jumago-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 McQuate
Central Oregon Association of REALTORS®

Whitney Minnich
Portland Metro Association of REALTORS®

Barbara Myers
Central Oregon Association of REALTORS®

Kathleen O'Donnell
Portland Metro Association of REALTORS®

Suzanne O'Halloran
East Metro 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 Skjersaa
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 Trakam
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®

Lydia 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®

Jeffrey Wiren
Portland Metro Association of REALTORS®

Bernard Young°
Rogue Valley Association of REALTORS®

Teresa Zamora
Coos County Board of REALTORS®

Pam Zielinski
Tillamook County Board of REALTORS®

Devin Zupan
Rogue Valley Association of REALTORS®

John Zupan
Rogue Valley Association of REALTORS®

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.

BY THE NUMBERS



583

EMAILS RECEIVED BY THE
LEGAL HOTLINE IN 2019, AN
AVERAGE OF MORE THAN 2.4
PER WORKDAY



242

CALLS RECEIVED
BY THE LEGAL
HOTLINE IN 2019,
AN AVERAGE OF
ONE PER WORK DAY



FREQUENTLY ASKED QUESTIONS:

DISCLOSURE
BUYER ISSUES
CONTRACTS
BROKER/ISSUES
LISTINGS
FORMS
OFFERS
ADDENDUMS

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

<u>LOCAL ASSOCIATION</u>	<u>FIRST</u>	<u>LAST</u>	<u>COMPANY</u>
CENTRAL OREGON ASSOCIATION	JANET	BARTON	JOHN L SCOTT BEND
CENTRAL OREGON ASSOCIATION	MARY	CARLTON	TOTAL PROPERTY RESOURCES LLC
CENTRAL OREGON ASSOCIATION	SHERI	HILTON	BEND PREMIER REAL ESTATE LLC
CENTRAL OREGON ASSOCIATION	NOLA	HORTON-JONES	SUNRIVER REALTY
CENTRAL OREGON ASSOCIATION	HEATHER	JORDAN	CASCADE SOTHEBY'S INT. REALTY
CENTRAL OREGON ASSOCIATION	GINNY	KANSAS-MESZAROS	GINNY KANSAS REAL ESTATE
CENTRAL OREGON ASSOCIATION	RENEE	MOSS	COLDWELL BANKER SUN COUNTRY
CENTRAL OREGON ASSOCIATION	JENNIFER L.	SCHAAKE	CASCADE SOTHEBY'S INT'L SR
CENTRAL OREGON ASSOCIATION	KAREN	WHITEID	BERKSHIRE HATHAWAY HOMESERVICE
CENTRAL OREGON ASSOCIATION	RYAN	WILLIAMS	BERKSHIRE HATHAWAY HOMESERVICE
MID VALLEY ASSOCIATION	TAMMIE	ANDERSON	BELLA CASA RE GROUP
MID VALLEY ASSOCIATION	TERRY	CANNON	OREGON EXCLUSIVE BUYERS REALTY
MID VALLEY ASSOCIATION	REBECCA	CRAIG	SILVERTON REALTY
MID VALLEY ASSOCIATION	QIAN	HU	COLDWELL BANKER MTN WEST
MID VALLEY ASSOCIATION	KATCINA	SMITH	MURRAY BROWN REAL ESTATE
MID VALLEY ASSOCIATION	LESLIE E.	STEWART	BERKSHIRE HATHAWAY HOMESERVICE
MID VALLEY ASSOCIATION	JOYCE C.	STRINGER	STRINGER REAL ESTATE
MID VALLEY ASSOCIATION	RYAN L.	WERTZ	SILVERTON REALTY
PORTLAND METRO ASSOCIATION	ANGELA	BISSETT	CASCADE SOTHEBY'S INT'L REALTY
PORTLAND METRO ASSOCIATION	DEB	COUNTS-TABOR	PORTLANDIA PROPERTIES LLC
PORTLAND METRO ASSOCIATION	LISA	FAIN	ASCEND REALTY & PROP MGMT
PORTLAND METRO ASSOCIATION	DAVE	HILLER	CORE
PORTLAND METRO ASSOCIATION	SUN	KIM	BERKSHIRE HATHAWAY HOMESERVICE
PORTLAND METRO ASSOCIATION	JOHN	MADDING	PREMIERE PROPERTY GROUP LLC
PORTLAND METRO ASSOCIATION	LAURA	RUMFORD	PREMIERE PROPERTY GROUP LLC
PORTLAND METRO ASSOCIATION	PATRICK	WOLCOTT	CENTURY 21 WRIGHT & ASSOC



BY THE
NUMBERS

1,014
GRI ATTENDEES

62
GRI GRADUATES

318
GRI CE CREDIT
HOURS

55
GRI COURSES
12 TOPICS
13 DIFFERENT
LOCATIONS



OAR currently has 77 GRI courses scheduled in ten locations statewide in 2020.

PROFESSIONAL DEVELOPMENT

2019 GRI Graduates Continued

<u>LOCAL ASSOCIATION</u>	<u>FIRST</u>	<u>LAST</u>	<u>COMPANY</u>
ROGUE VALLEY ASSOCIATION	GINA	ALLEN	JOHN L. SCOTT ASHLAND
ROGUE VALLEY ASSOCIATION	SUSAN	JAEGER	WINDERMERE REAL ESTATE SO
ROGUE VALLEY ASSOCIATION	AMY	MORE	ILLINOIS VALLEY REAL ESTATE
ROGUE VALLEY ASSOCIATION	JEFFREY	NAGEL	JOHN L. SCOTT ASHLAND
ROGUE VALLEY ASSOCIATION	JINNY	PARDEE	WINDERMERE TRAILS END R.E.
ROGUE VALLEY ASSOCIATION	TERESA	ZAMORA	EXP REALTY LLC
COOS COUNTY BOARD	MEL	GARRETT	GOLD COAST PROPERTIES, INC.
COOS COUNTY BOARD	NORM	LACY	LESTER REALTY
COOS COUNTY BOARD	LOU ANNE	PRICE	CENTURY 21 BEST REALTY
COOS COUNTY BOARD	AUTUMN	WOODS	EXP REALTY, LLC
EUGENE ASSOCIATION	MELISSA	GUTIERREZ	BERKSHIRE HATHAWAY HOMESERVICE
EUGENE ASSOCIATION	PAULA K.	THOMPSON	RE/MAX INTEGRITY
EUGENE ASSOCIATION	LAURA	ABRUZZINI	BERKSHIRE HATHAWAY HOMESERVICE
EUGENE ASSOCIATION	CHERYL	CHAMBERS	HYBRID REAL ESTATE
EUGENE ASSOCIATION	GARY	GRAMESPACHER	RE/MAX INTEGRITY
DOUGLAS COUNTY	TRACY	GRUBBS	EXP REALTY, LLC
DOUGLAS COUNTY	SHERRI	BROWN	CENTURY 21 THE NEIL COMPANY RE
DOUGLAS COUNTY	THOMAS	GILLESPIE	EXP REALTY, LLC
EAST METRO ASSOCIATION	EUGENE	FARR	PREMIERE PROPERTY GROUP, LLC
EAST METRO ASSOCIATION	JACK	KNAUTZ	JOHN J. HOWARD & ASSOCIATES
KLAMATH COUNTY ASSOCIATION	LU	GASTALDI	FISHER NICHOLSON REALTY, LLC
KLAMATH COUNTY ASSOCIATION	LORI	LESTER	LESTER REALTY
LINCOLN COUNTY BOARD	CONNIE	WHALEY	MARTEK REAL ESTATE
LINCOLN COUNTY BOARD	AUDRA	POWELL	ADVANTAGE REAL ESTATE
NORTHEAST OREGON BOARD	TED	KRAMER	OREGON PROFESSIONAL RE GROUP
NORTHEAST OREGON BOARD	LINDA	SHIRLEY	BLUE SUMMIT REALTY GROUP
WILLAMETTE ASSOCIATION	ASHLEY	MCDOWELL-JONES	PREMIERE PROPERTY GROUP LLC
WILLAMETTE ASSOCIATION	TERI	ZALESKY	TOWN & COUNTRY REALTY
YAMHILL COUNTY ASSOCIATION	CHANCE	KELLEY	BERKSHIRE HATHAWAY HOMESERVICE
YAMHILL COUNTY ASSOCIATION	DAVID ALAN	WALSH	BERKSHIRE HATHAWAY HOMESERVICE
CLAPSTOP ASSOCIATION	SUSAN	BOWE	ATWATER REAL ESTATE
CLATSOP ASSOCIATION	ELAINE	RUSINOVICH	PACIFIC PRO REALTY
COLUMBIA COUNTY BOARD	DAVID	WESTERMAN	KELLER WILLIAMS REALTY PROFESS

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!



First PBA Graduating Class!

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.

BY THE NUMBERS



22

PBA GRADUATES

11

NAR
DESIGNATIONS/
CERTIFICATIONS
CLASSES HELD



133

ARCHIVED
WEBINARS

35

LIVE WEBINARS

GOVERNANCE 2019

156
volunteer
leaders

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 Mullane, Rogue Valley

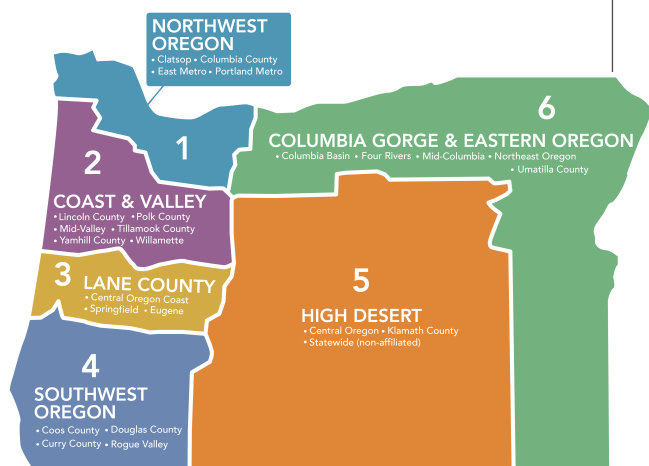
OREF BOARD OF MANAGERS: Kelly Ranstad, Eugene

OREF FORMS: Marie Due, Eugene

PROFESSIONAL STANDARDS: Stacy Ellingson, Klamath County

HOME FOUNDATION: Beth Caster, Yamhill County

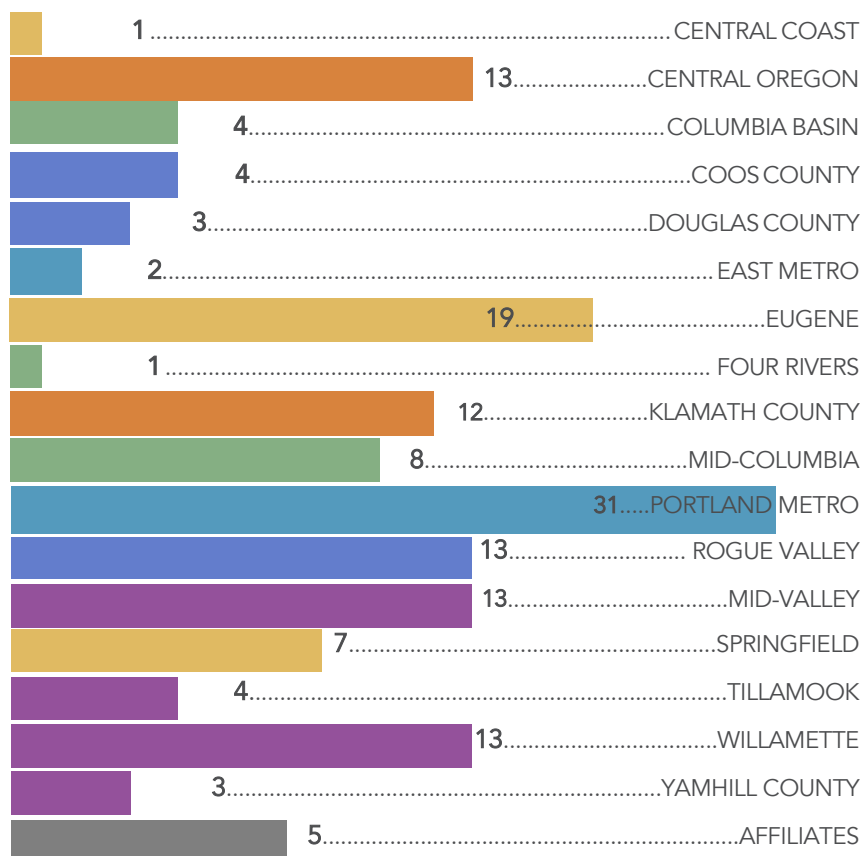
DIVERSITY: John Hoops, Eugene



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

NUMBER OF VOLUNTEER STATE LEADERS PER LOCAL ASSOCIATION



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.

Principal Broker Forum



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

Principal Broker Forum



Realtor® of the Year Luncheon



OAR Realtors® of the Year Alumni

Debra Gisriel - OAR 2019 Realtor® of the Year



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

FALL CONVENTION

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!



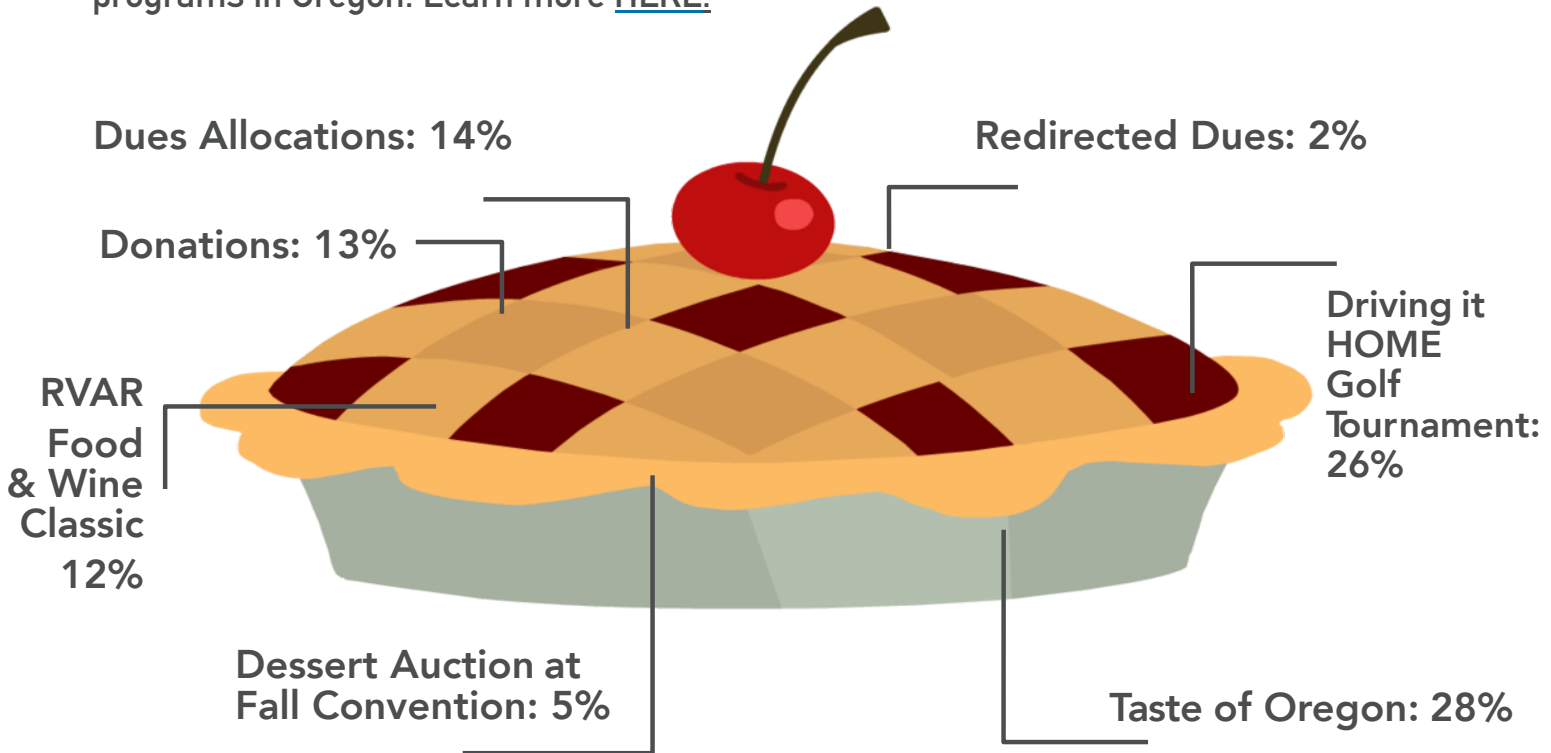
2019 Distinguished Service Award Co-Recipients Don Livingood and Lester Friedman



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.

HOME FOUNDATION

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 -



2019 GRANTS



Local Association	Grant Recipient	Awarded
Central Oregon Association	Habitat for Humanity- Bend-RDM	\$5,000.00
Central Oregon Association	Habitat for Humanity- Sisters	\$5,000.00
Central Oregon Association	NeighborImpact	\$5,000.00
Central Oregon Coast Board	Habitat for Humanity- Florence	\$5,000.00
Columbia County Board	Habitat for Humanity- Columbia County	\$5,000.00
Coos County Board	NeighborWorks Umpqua UCHC	\$5,000.00
Douglas County Association	NeighborWorks	\$5,000.00
East Metro Association	Habitat for Humanity Portland/Metro East	\$2,500.00
Eugene Association	Habitat for Humanity of Central Lane- Cottage Grove	\$1,000.00
Eugene Association	Habitat for Humanity of Central Lane- Eugene	\$5,000.00
Eugene Association	St Vincent de Paul Society of Lane County Inc.- Lowell	\$2,500.00
Eugene Association	St Vincent de Paul Society of Lane County Inc.- Veneta	\$2,500.00
Lincoln County Board	Habitat for Humanity- Lincoln County	\$5,000.00
Lincoln County Board	Proud Ground- Lincoln County	\$5,000.00
Mid Valley Association	Corvallis Neighborhood Housing Services Inc.; dba DevNW - Mid Valley	\$5,000.00
Mid Valley Association	Habitat for Humanity- Mid Willamette Valley	\$5,000.00
Mid Valley/North Willamette Council	Habitat for Humanity- North Willamette Valley	\$5,000.00
Mid-Columbia Association	Columbia Cascade Housing Corporation	\$5,000.00
Portland Metro Association	African American Alliance for Homeownership	\$5,000.00
Portland Metro Association	Community Energy Project	\$5,000.00
Portland Metro Association	Habitat for Humanity, West Tuality	\$5,000.00
Portland Metro Association	Hacienda Community Development Corporation	\$5,000.00
Portland Metro Association	Portland Community Reinvestment Initiatives Inc.	\$5,000.00
Portland Metro Association	Portland Housing Center	\$5,000.00
Portland Metro Association	Proud Ground - Portland	\$5,000.00
Portland Metro Association	Rebuilding Together Portland	\$5,000.00
Portland Metro Association	Remodeling for Independence Together, ReFIT	\$5,000.00
Rogue Valley Association	Access	\$5,000.00
Rogue Valley Association	Habitat for Humanity, Rogue Valley	\$38,000.00
Springfield Board	Habitat for Humanity- Central Lane	\$5,000.00
Tillamook County Board	Habitat for Humanity, Tillamook County	\$5,000.00
Willamette Association	Corvallis Neighborhood Housing Services Inc.; dba DevNW- Willamette	\$5,000.00
Yamhill County Association	Habitat for Humanity- McMinnville Area	\$5,000.00
	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



GRETCHEN 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



Salem Convention Center, Salem
[Register Today!](#)



Salem Convention Center, Salem
Registration Coming Soon



Langdon Farms Golf Club, Aurora
[Register Today!](#)



Castaway, Portland
Registration Coming Soon



Sunriver Resort, Sunriver
Registration Coming Soon



Oregon State Bar
[Register Today!](#)

Oregon Association of REALTORS® Presidents



MISSION

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

VISION

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

www.oregonrealtors.org