

# January (2010!) Real Estate Events & Education



## Start the year off right with a real estate refresher

Here's a quick rundown of upcoming real estate events & education for the remainder of January in Oregon & Southern Washington. If you have an event that is not listed here, please let us know by commenting below. For future events, please send an e-mail to communications (at) rmls (dot) com.

- **January 6:** Clark County Association of Realtors® (CCAR) hosts Get Connected 2.0
- **January 14:** Women's Council of Realtors® – Portland Chapter hosts Real Estate Business Resource Breakfast Series: Economic Forecast featuring Mindy Sullivan – reservations due January 12 – e-mail wcr.portland@gmail.com for reservations.
- **January 14:** Oregon Association of Realtors® hosts International Relocation Services from Start to Finish
- **January 14:** Eugene Association of Realtors® (EAR) hosts Contract Organization
- **January 20:** East Metropolitan Association of Realtors® hosts 4th Annual Super Meeting featuring Oliver Frascona
- **January 21:** Portland Metropolitan Association of Realtors® (PMAR) hosts From Surviving to Thriving
- **January 21:** EAR hosts Good Record Keeping
- **January 27:** Douglas County Board of Realtors® hosts Let's Just All Be Friends – Antitrust and Social Media Issues
- **January 27-28:** Earth Advantage offering classes for S.T.A.R

(Sustainability Training for Accredited Real Estate Professionals) program

- **January 28:** PMAR hosts Navigating the Realtor® Code of Ethics: PMAR Ethics Training Seminar
- **January 28:** EAR hosts Disclosure & Risk Management
- **February 4-5** Seattle King County Association of Realtors® hosts CRS205 – Financing and Tax Advantages for Agents & Clients Seminar in Vancouver

**Also**, if you're an RMLS™ subscriber, we have lots of **FREE** opportunities for continuing education credit at a location near you; click the link for your area to view the December Training Calendar:

- Coos County
- Eastern Oregon
- Eugene
- Gresham
- Hood River
- Portland
- Roseburg
- Salem
- Vancouver

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## December Real Estate Events &

# Education



Take a free RMLS™ training course

Here's a quick rundown of upcoming real estate events & education for the remainder of December in Oregon & Southern Washington. If you have an event that is not listed here, please let us know by commenting below. For future events, please send an e-mail to communications (at) rmls (dot) com.

- **December 2:** Oregon Association of Realtors® hosts Short Sales & Foreclosures: What Buyer's Representatives Need to Know
- **December 3:** National Association of Realtors® offering free Safety Webinar
- **December 7:** Portland Metropolitan Association of Realtors® (PMAR) Installation Event
- **December 9:** Eugene Association of Realtors® (EAR) hosts Taxes & Investment Properties Part 1
- **December 10:** Women's Council of Realtors® – Portland Chapter hosts Business Resource Luncheon & 2010 Officer Installation – "Mastering the Clock with Time Management"
- **December 12:** Salem Association of Realtors® Community Fund Children's Christmas Party
- **December 17:** Clark County Association of Realtors® (CCAR) 2010 Officers & Board Installation & Awards Banquet
- **December 17:** EAR hosts Taxes & Investment Properties Part II

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# November Real Estate Events & Education



## RMLS™ Trainers visiting Bend, November 18-19

Here's a quick rundown of upcoming Realtor® events & education for the remainder of November in Oregon & Southern Washington. If you have an event that is not listed here, please let us know by commenting below. For future events, please send an e-mail to communications (at) rmls (dot) com.

- **November 4:** Douglas County Board of Realtors® hosts “Tax Tips for Realtors® and Financial Planning”
- **November 5:** Portland Metropolitan Association of Realtors® (PMAR) hosts “How to Be a Successful Realtor® and Still Have a Life in a 26/7 World featuring Brenda Buratti, Right Now Communication”

- **November 11-16:** NAR Annual Convention in San Diego
- **November 21:** Oregon Realtor® Night with the Trailblazers
- **November 30-Dec. 3:** Oregon GRI Classes at Sheraton Portland Airport Hotel

### **RMLS™ in Bend, November 18-19**

*Our trainers will be making a special visit to the Bend area. All classes there will be held at Phoenix Inn & Suites, 300 NW Franklin Ave. RMLS™ subscribers in the area are invited to attend the following classes to learn more about RMLSweb:*

- **November 18:** RMLSweb Listing Load – 10 a.m.- 11:30 a.m. & RMLSweb updates 1 p.m. – 2 p.m.
- **November 19:** Basics of RMLSweb 9 a.m. – 11 a.m. & RMLSweb Listing Load 11:30a.m. -1 p.m.

*Additionally, we're offering two demonstration courses for those in the area who may be considering subscribing to RMLS™ services:*

- **November 18:** "Benefits of RMLS™" 2:30 – 3:30 p.m.
- **November 19:** "Benefits of RMLS™" 2:30 – 3:30 p.m.

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*Image courtesy of Ayhan Yildiz*

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# Wrap-Up: RMLS™ Fall Education Summit & Trade Fair

**Eastern Oregon & Washington agents enjoy day of education & networking**

We just finished up with our Fall Education Summit & Trade Fair, held in Pendleton, Oregon this year. About 120 agents joined us for free core education opportunities & a chance to see new products and services offered by exhibitors. This is the first time we've done a show in Eastern Oregon & we really enjoyed seeing some new & familiar faces!



Matt Farmer of the Oregon Association of Realtors spoke on distressed properties, which remains a hot topic these days. In fact, First American CoreLogic just reported that the foreclosure rate was still rising in August, as it reached 1.8% in Oregon.

Dian Lane with Prudential NW Properties presented on several topics specific to Washington real estate, giving the Washington agents that joined us an opportunity to earn core credit hours.

And finally we had an interesting panel discussion on critical groundwater & water rights, which seems to be an increasingly important topic here in Eastern Oregon.

Thank you to all of you who joined us – we hope you found the information beneficial!

Thanks also to all of the presenters & exhibitors that participated – we couldn't have done it without you!

Specifically, thanks to: American West Bank, Bear Printing, Director's Mortgage, Eastern Oregon Real Estate and Homebuilders Guide, Fair Housing Council of Oregon GE Security, Oregon Real Estate Forms, LLC, Superior Schools, Scent Synergy, Suncatcher Studios and Fine Crafts, Top Producer Systems, US Cellular, Wells Fargo Home Mortgage; and Matt Farmer & the Oregon Association of Realtors; Dian Lane; Teresa Walchli, Umatilla County Soil & Water Conservation District; J.R. Cook, City of Umatilla; Ken Diebel, Oregon Department of Agriculture, Natural Resources Division and the wonderful staff at Wildhorse Resort & Casino!

Now it's time to start thinking about the 2010 RMLS™ Trade Fair in Portland – it's scheduled for April 1. Look forward to more great educational opportunities and some great exhibitors!

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## **October Real Estate Events & Education**



**Free RMLS Fall Education Summit & Trade Fair in Pendleton Highlights this Month**

Here's a quick rundown of upcoming Realtor® events & education for the remainder of October in Oregon & Southern Washington. If you have an event that is not listed here,

please let us know by commenting below. For future events, please send an e-mail to communications (at) rmls (dot) com.

### **RMLS™ Fall Education Summit & Trade Fair: October 8, 2009**

Sharpen your skills and learn more about the current market at the RMLS™ Fall Education Summit & Trade Fair in Pendleton, Oregon on October 8. We have three free continuing education opportunities for both Oregon & Washington real estate agents (see descriptions below):

#### ***Oregon Agents:***

- *9:30 – 11:30 am: “Dealing with Distressed Property Market” – Matt Farmer, Oregon Association of Realtors®. Course is eligible for 2 core hours.*
- *1 – 2:30 pm: “Critical Ground Water: Water Quality, Water Quantity, The Basics” – panel includes: Teresa Walchli, Umatilla County Soil & Water Conservation District; J.R. Cook, City of Umatilla; Ken Diebel, Oregon Department of Natural Resources Division. Course is eligible for 1.5 elective hours.*

#### ***Washington Agents:***

- *9 am – noon: “Current Issues in Washington Residential Real Estate” – Dian Lane. This course is eligible for 3 core hours for Washington agents.*

To **register** for any of these classes, e-mail [tradefair@rmls.com](mailto:tradefair@rmls.com).

#### **Other Events & Opportunities:**

- **October 3:** Salem Association of Realtors® (SAR) hosts “Talent Show – SARCF Fund Raiser”, benefits the SAR Community Fund
- **October 8:** RMLS™ Fall Education Summit & Trade Fair
- **October 8:** Portland Metropolitan Association of Realtors®



(PMAR) hosts "Navigating the Realtor® Code of Ethics: PMAR Ethics Training Seminar"

- **October 8:** Clark County Association of Realtors® hosts "Foundation Follies" – proceeds benefit Northwest Children's Outreach
- **October 8:** Eugene Association of Realtors® (EAR) hosts "Lane County Property Taxes"
- **October 12-13:** Washington Realtors® Education Conference
- **October 14:** Douglas County Board of Realtors® hosts "Unusual Preliminary Title Reports & The New 2009 Title Updates"
- **October 15 & 22:** EAR hosts "Evaluating Investment Properties I & II"
- **October 20-23:** Realtor.com® Marketing & Technology Real Estate Series presents "Survival Guide 2009", October 20 – Ashland, October 21 – Eugene, October 22 – Salem, October 23 – Portland.
- **October 21-22:** Earth Advantage offers "S.T.A.R. (Sustainability Training for Accredited Real Estate Professionals)" in Portland
- **October 22:** PMAR hosts "At Home with Diversity"
- **October 23:** PMAR hosts "Homeownership Opportunities Certification Course"
- **October 28-29:** Earth Advantage offers "S.T.A.R. (Sustainability Training for Accredited Real Estate Professionals)" in Bend

**Also**, if you're an RMLS™ subscriber, we have lots of **FREE** opportunities for continuing education credit at a location near you, click the link for your area to view the October Training Calendar:

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- Hood River

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*Image courtesy of Ayhan Yildiz*

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# September Real Estate Events & Education



## Find Real Estate Classes & Events Near You in Oregon & Washington

Here's a quick rundown of upcoming Realtor® events & education for the remainder of September in Oregon & Southern Washington. If you have an event that is not listed here, please let us know by commenting below. For future events, please send an e-mail to communications (at) rmls (dot) com.

- **September 10:** Greater Portland chapter of Women's Council of Realtors® hosts "How to Create a Business Plan in Times of Chaos & Crazyiness"
- **September 10:** Portland Metropolitan Associaton of Realtors® (PMAR) hosts "Death of the 30 Day Close"
- **September 12:** Salem Association of Realtors® Food Drive
- **September 17:** Oregon Association of Realtors® (OAR) hosts "A Taste of Portland", a benefit for the OAR HOME Foundation
- **September 17:** Clark County Association of Realtors® (CCAR) hosts "Barns, Bottles & BBQ"

- **September 18:** Eugene Association of Realtors® (EAR) hosts “FHA: Client Mortgage Options”
- **September 21:** PMAR Luncheon, “Preserving Homeownership”
- **September 21-22:** ABR Course from OAR
- **September 23:** Education event good for 3 required hours, hosted by Douglas County Board of Realtors® – several topics, read more here.
- **September 23:** CCAR hosts “Make the Phone Ring with Referrals”
- **September 24:** PMAR Owner and Manager Forum “New Twists on Old Environmental Issues”
- **September 24:** EAR hosts “Oregon Legislative Update”

**COMING NEXT MONTH:** RMLS™ Fall Education Summit & Trade Fair in Pendleton, Oregon – October 8 from 10 a.m. to 3 p.m. at Wildhorse Resort & Casino. The event will feature a session on distressed properties from OAR, a panel discussion on water rights, and more! Visit <http://tradefair.rmls.com> for more information.

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*Image courtesy of Ayhan Yildiz*

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# August Real Estate Events & Education

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- **August 5:** Realtor Day at NW Natural Street of Dreams – noon to 8 p.m.
- **August 12:** CCAR hosts Get Connected: Expose Yourself to Social Networking
- **August 13:** OAR hosts What's going on with Short Sales (web seminar)
- **August 13:** Oregon CRS – CRS 205: Financing Course in Ashland, Oregon
- **August 19:** CCAR hosts Washington State Housing Finance Commission
- **August 19:** Douglas County Board of Realtors Membership Meeting – Speaker, Gene Bentley, Oregon Real Estate Agency Commissioner
- **August 21:** Southern Oregon Women's Council of Realtors hosts – Qualifying for a FHA/VA Loan

Also, if you're an RMLS™ subscriber, we have lots of **FREE**

opportunities for continuing education credit at a location near you, click the link for your area to view the August Training Calendar:

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*Image courtesy of Ayhan Yildiz*

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## July Real Estate Events and Education



Here's a quick rundown of upcoming Realtor® events & education in our service areas for July. If you have an event that is not listed here, please let us know by commenting below. For future events, please send an e-mail to communications (at) rmls (dot) com.

- **July 16:** OAR (Oregon Association of Realtors) hosts Dealing with Foreclosure Consultants – webinar
- **July 23:** PMAR (Portland Metropolitan Association of Realtors) hosts Short Sales and Foreclosure: An Accredited Buyer Representative (ABR) Course

- **July 23:** CCAR (Clark Co. Association of Realtors) hosts its 28th Annual Golf Tournament
- **July 23:** EAR (Eugene Association of Realtors) hosts Membership Luncheon, featured speaker is Lennox Scott, CEO John L. Scott
- **July 23:** SAR (Salem Association of Realtors) – SAR Night at Volconoes Baseball
- **July 24:** CCAR hosts Realtor Foundation Texas Hold'em Tournament & Casino Night
- **July 29:** OAR hosts Internet Marketing Skills – webinar (free)
- **July 30:** OAR hosts Dealing with REO Properties – webinar
- **July 30:** EAR hosts Stock the Pantry, a benefit for Food for Lane County

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*Image courtesy of Ayhan Yildiz*

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# Upcoming Events



Here's a quick rundown of upcoming Realtor® events & education in our service areas for the rest of June. If you have an event that is not listed here, please let us know by commenting below. For future events, please send an e-mail to communications (at) rmls (dot) com.

**Vancouver Fine Homes Group Tour, June 18:** The next Vancouver Fine Homes Group tour will be on Thursday, June 18 starting at 9 a.m. They will be touring the East side of the county. Visit [www.vancouverfinehomes.org](http://www.vancouverfinehomes.org) for more information.

**Eugene Association of Realtors, Principal Brokers Roundtable Forum – Short Sales, June 19:**  
[http://www.eugenerealtors.org/education\\_events.html](http://www.eugenerealtors.org/education_events.html)

**CCAR June Membership Meeting, June 25:** Hear tips on how to best integrate some of today's hottest social media tools, including Twitter, LinkedIn and Facebook into your current marketing plan. Register here:  
<http://ccrealtors.com/downloads/junemtg.pdf>

**Springfield Homebuyers Fair, June 27:**  
<http://www.ci.springfield.or.us/CM0/NewsRelease/NR%202009%20May%2029%20Mayor%20Sid%20Leiken%20to%20Proclaim%20June%20as%20National%20Homeownership%20Month.pdf>

*Image courtesy of Ayhan Yildiz*

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# Becoming a Homeowner



June is National Homeownership Month and if you read the blog, you probably know I am a new member of the homeowner community.

After getting through my first transaction, I can say that I definitely understand how some first time homebuyers can be intimidated by the process of buying a home. Per the old adage, “nothing good comes easy”, and I emphasize the *good*.

Between choosing a Realtor and a lender, finding the right home, negotiations, inspection and the mounds of paperwork at each step, it can make your head spin when you have no experience with it. Fortunately, Realtors help alleviate all of those concerns and lend understanding to each stage of the process.

However, for those first time buyers who may not have chosen a Realtor yet, or a just looking for more information, our friends over at the Portland Metropolitan Association of Realtors® (PMAR), have put together a great website for potential buyers – [HOWNW.com](http://HOWNW.com) (Homeownership Opportunities Website Northwest).

The website features a very helpful Home Buying Process section. I peeked at the site a few times before I decided to buy and found it very helpful. The site also includes a section that allows potential buyers to search for homeownership programs that may fit their needs.

Even though I had a good Realtor, along with friends, family & colleagues around me that are knowledgeable about real estate, I still found it stressful at times (I’m a worrier), so I think any other resources that can shed some light on the process are worth highlighting – here are a few others I was



able to find:

American Bankers Association – National Homeownership Month  
Resources

CNN Money: Money 101 – Buying a Home

Portland Housing Center: Schedule for Homebuying 101 Classes

*Image courtesy of John Salazar*