



**Lessons from the Field: 5 Brokers /50 Minutes &
OREF Forms Library/ Resources to Sell Throughout Oregon
OREF Panel Presentation: OAR State Convention
Marriott—Portland Waterfront
Wednesday, October 4, 3:15 p.m. – 4:45 p.m.**

- **3:15 p.m. – 3:40 p.m.** **Welcome and Overview of presentation: risk management & quality forms**
 - **OREF’s sale agreements & Other Transactional/Advisory Forms**
 - **2017 form committee work activities & CE resources** to guide brokerages and brokers
 - # 000 Guide / Index & # 001 Matrix -Great Resources for all
 - **Statewide Uniformity** of the 70 + OREF Forms transactional and advisory Library.
 - Addressing **FIRPTA in the real estate transaction**; risk management and liability mitigation.
 - **Overview of the five presenters**; providing forms usage experiences and lessons learned from subscribers in the Hood River / White Salmon region, Portland metro / Mexico markets, Central Oregon, Willamette Valley, Eugene/Lane County &, Southern Oregon.

Here’s Why You Must Attend this Session! Hear from your peers and colleagues about their real estate journey, lessons learned. **These five brokers will share with you with ten minutes each**, lessons from the field.

3:40 p.m. – 4:35 p.m. **Hear from five OAR members / OREF Subscribers Throughout the State**

Speakers:

- | | |
|---------------------------|--|
| Richard Caplan | Portland Metro: Understanding home owner associations, planned communities and condominium sales is critical in today’s urban real estate market. Learn more about the guidance documents and recommended usage of the HOA (form # 024, Condominium/Townhouse Addendum) and Historic Property Addendum (# 045). |
| Pam Mayo Phillips | Central Oregon: Ranch/Agricultural & Recreational Properties Best utilization resources to agricultural clients includes key OREF forms and guidance recommendations: Farms/Ranches RE Sale Agreement, Vacant Land Sale Agreement & Well / On-Site Sewage Addenda. |
| George Grabenhorst | Salem: Commercial Markets, Government Properties, Other Non-Residential Niche Markets Commercial Sales form usage, other legal documents and resources commercial property brokers may use in Oregon sales. |
| Marie Due | Diverse and Unique Lane County Properties—Urban Eugene, McKenzie River and Coastal Residential sales vary throughout Lane County. When to represent? When to give referral? |
| Colin Mullane | Southern Oregon: Colin will share how he sees the Forms Library being utilized in Southern Oregon and the popular usage of the Seller Carry Finance suite of forms (Forms # 32 -38) used in Southern, Central and the Oregon Coast real estate transactions. |

4:30 – 4:45 p.m. **Q and A**

Panel Co-Facilitated by Steve Russell of Windermere Stellar, 2017 Forms Committee Chairman, and Phil Querin of Q-Law, OREF, LLC Forms Committee Legal Counsel.