



March Calendar of Classes

PSA: Mastering the CMA | March 7 | 6 CE | \$125/\$100

8:30 AM - 4:30 PM
Instructor: Diane Disbrow

In the one-day course, "Pricing Strategies: Mastering the CMA," learn how to select appropriate comparables and make accurate adjustments, guide sellers and buyers through the details of CMAs and the underlying pricing principles that inform them, and interact effectively with appraisers.

This is a core course to earn your Pricing Strategy Advisor Certification and an elective for ABR.

Redmond Commercial Roadshow | March 8 | 1 CE | Free

12:00 PM - 2:30 PM
AmeriTitle, Inc.
735 SW 6th St, Redmond, OR 97756

Exciting things are happening in Redmond. Redmond's job growth (among the fastest in the country), new businesses moving to town, and a growing population all signal the City's success and appeal. Join us for COAR's March Commercial Meeting to hear from City of Redmond staff and Redmond Economic Development, Inc. (REDI) on recent developments and growth in Redmond. Development, economic and commercial opportunities, infrastructure and more - join us March 8 at AmeriTitle in Redmond.

Keith Witcosky
City Manager
City of Redmond

Jon Stark
Senior Manager
Redmond Economic Development, Inc.

City of Redmond Staff

Biannual Code of Ethics 2017-18 | March 12 | 3 CE | Free

1:00 PM - 4:00 PM
Instructor: Jaynee Beck

All Realtor® members are required to take this course during the in 2017 or 2018. It will:

- Describe the professional standards process for enforcing the Code of Ethics, including the duty to arbitrate.
- Identify critical elements of due process as they relate to Code

Rapattoni & MLS Classes

March 2, 10:00 - 12:00
Rapattoni I

March 9, 10:00 - 12:00
Rapattoni II

March 30, 10:00AM - 12:00PM
Input Training

Save the Date

Kickoff Event
March 8 | 4:30 PM
The Capitol

EnCOAR Awards Ceremony
April 3 | 5:30 PM
Tetherow

COAR Night at The Elks Game
June 13 | 6:30 PM

Building a Better Central Oregon
October 10th | 4:00 PM

Holiday and Installation Party
December 7 | 6:00 PM
The Riverhouse

Online Education

ProSchools (use discount code COAR)

The CE Shop

Oregon Association of REALTORS®

Oregon Real Estate Forms

enforcement.

- Identify factors considered by hearing panels in procuring cause disputes.

Drones, RE & Unmanned Systems

March 13

2 CE

Free

12:30 PM - 3:00 PM

Instructor: Craig Russillo and Kevin Siverston

Includes Lunch

REALTORS will learn what are all of the legal aspects of flying a drone, what it takes to get a drone license.

Sponsored by [Skyline Home Loans](#)

Resources for the Informed Agent

March 27

1CE

Free

12:30 AM - 2:00 PM

Instructors: Julie Nash and Lisa McLuskie

Includes Lunch

Be a more informed agent for your buyers and sellers about the resources available. Learn what our community offers for buyer education, grants, down payment assistance and help for existing homeowners who need assistance.

Sponsored by [Loan Depot](#)

Avoid the Pitfalls of Real Estate

March 29

3 CE

Free

1:00 PM - 4:00 PM

Instructor: Carolyn Bostwick

You will learn:

- Starting on the Right Foot for a successful transaction
- Learn what Pitfalls can endanger your transaction
- How to Avoid the Pitfalls
- What to do if all else fails

An exploration with real experiences, inter-active exercises to bring home "How to Avoid the Pitfalls of Real Estate".

[Click here for all COAR events and classes.](#)

Please click on the link to register for classes. Login to coar.com will be required for registration. For questions, please contact Chad West at Chad@coar.com. Ed Club prices are listed on the right.