



# 2021 ECONOMIC SUMMIT





# Agenda

8:00AM	Welcome & Association Updates	Nancy Pav, DAAR 2021 President
8:15AM	A Word From Our Sponsor	Laurie MacNaughton, Atlantic Coast Mortgage
8:25AM	2021 Economic Growth Prospects Of National Real Estate Market	Ray Owens, Senior Economist & Policy Advisor, Research Department, Federal Reserve Bank of Richmond
8:55AM	Current Residential and Commercial Market Trends On The National and Northern Virginia Levels and Beyond	Dr. Lisa Sturtevant, Chief Economist, Virginia REALTORS®
9:25AM	Break	
9:35AM	A Word From Our Sponsors	CutCo Closing Gifts MBH Settlement Group Pillar To Post Home Inspectors
9:45AM	Projected Economic Development and Growth In Loudoun County	Buddy Rizer, Executive Director, Loudoun County Department of Economic Development
10:15AM	Questions & Answers Session	
10:55AM	Closing Statements	Nancy Pav



# Speakers



## **RAY OWENS**

Senior Economist & Policy Advisor, Research Department,  
Federal Reserve Bank of Richmond

Ray Owens is a senior economist and policy advisor in the Research Department. Owens joined the Federal Reserve Bank of Richmond in 1983 after earning his master's degree from Virginia Tech in 1980. He has published academic articles on monetary policy, financial markets, and economic development policy.

Owens frequently talks to groups on current economic developments and is regularly quoted in the financial press. He created the Richmond Fed's monthly surveys of manufacturing and service sector activity. In addition to tracking economic trends, Owens has researched credit issues, commercial and real estate markets, economic development incentives, and other regional economic topics.



## **DR. LISA STURTEVANT**

Chief Economist, Virginia REALTORS®

Lisa Sturtevant, PhD, is the founder of LSA and an advisor to the firm. Dr. Sturtevant is currently the Chief Economist for the Virginia REALTORS®. Dr. Sturtevant has been involved in research and analysis on local economic, demographic, and housing market conditions and local housing solutions for more than 15 years.



## **BUDDY RIZER**

Executive Director

Department of Economic Development, Loudoun County

Buddy Rizer is the executive director for economic development in Loudoun County, Virginia. He leads the agency responsible for encouraging growth and developing relationships with Loudoun's business community in both the commercial and agricultural-based business sectors. During his tenure, Rizer and his team have attracted more than \$20 billion in new investment and tens of thousands of new jobs. In 2007, Mr. Rizer joined Loudoun County and helped build "Data Center Alley" into the largest concentration of data centers in the world. He has spoken internationally on the growth of data centers in Virginia, the importance of incentives and business environment to the industry and the positive impacts data centers have on their communities.

In 2017, Rizer was named one of the top 50 Economic Developers in North America. He was named a Tech Titan by Washingtonian Magazine in 2017, 2018 and 2019. Rizer has been named one of the 50 most influential Virginians for 2018 and 2019 by Virginia Business Magazine, and was named the Washington Business Journal's Power 100 as one of the most influential businesspeople in Washington, D.C., in 2019.





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### Laurie MacNaughton

Reverse Mortgage Specialist | NMLS ID #506562

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**For more reverse mortgage resources connect with me online:**

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# 2021 Annual Membership Survey

Members who complete the survey, and enter their contact information, will be placed in a drawing for a chance to win a \$250 Visa gift card.

We want your feedback!  
Take the survey today!

**OPEN UNTIL MAY 1, 2021**

**SURVEY**



# Upcoming Classes

## CLASS CATALOG

### MARCH CLASSES

#### **Back to Basics Contract - Part II**

03/08/2021 | 5:00PM - 6:00PM

CE: [Click to Register](#)

#### **Building a Brand**

03/10/2021 | 9:00AM - 11:00AM

[Click to Register](#)

#### **Back to Basics Contract - Part III**

03/11/2021 | 5:00PM - 6:00PM

CE: [Click to Register](#)

#### **Back to Basics Contract - Part IV**

03/15/2021 | 5:00PM - 6:00PM

CE: [Click to Register](#)

#### **Back to Basics Contract - Part V**

03/18/2021 | 5:00PM - 6:00PM

CE: [Click to Register](#)

### APRIL CLASSES

#### **Real Estate Contracts**

04/07/2021 | 9:00AM - 10:00AM

CE: [Click to Register](#)

#### **Real Estate Law & Legal Update w/Flood**

04/07/2021 | 11:00AM - 12:00PM

CE: [Click to Register](#)

#### **REALTOR® - Lender Relations**

04/07/2021 | 2:00PM - 4:00PM

CE: [Click to Register](#)

PLE: [Click to Register](#)

#### **Fair Housing**

04/14/2021 | 9:00AM - 11:00AM

CE: [Click to Register](#)

PLE: [Click to Register](#)

#### **GRI 503 Business Planning**

03/19/2021 | 9:00AM - 4:00PM

[Click to Register](#)

#### **Tax Tips for REALTORS® & their Clients**

03/19/2021 | 10:00AM - 11:00AM

[Click to Register](#)

#### **Back to Basics Contract - Part VI**

03/22/2021 | 5:00PM - 6:00PM

CE: [Click to Register](#)

#### **BrightMLS - Homesnap Pro**

03/25/2021 | 10:30AM - 12:00PM

[Click to Register](#)

#### **BrightMLS - Managing Listings & Sellers**

03/25/2021 | 1:00PM - 2:30PM

[Click to Register](#)

#### **Virginia Real Estate Agency**

04/14/2021 | 1:00PM - 4:00PM

CE: [Click to Register](#)

PLE: [Click to Register](#)

#### **Deeds in VA**

04/19/2021 | 2:00PM - 4:00PM

CE: [Click to Register](#)

#### **The Code of Ethics: Our Promise of Professionalism**

04/21/2021 | 9:00AM - 12:00PM

CE: [Click to Register](#)

#### **1031 Real Estate Exchanges**

04/21/2021 | 2:00PM - 4:00PM

CE: [Click to Register](#)





# Upcoming Certifications

## Pricing Strategies Advisor

Designed for real estate professionals at all experience levels and those working with either buyers or sellers, the National Association of REALTORS® Pricing Strategy Advisor (PSA) certification provides a framework for understanding:

- The purpose and benefits of CMAs
- Terminology of pricing and valuation
- The Code of Ethics as it relates to pricing
- And Much MORE!



**03/17/2021**

**8:30AM - 5:00PM**

[Click to Register](#)

## At Home With Diversity

REALTORS® know the importance of adapting and remaining relevant in today's marketplace. By developing a business practice rooted in inclusion and equality, you can help buyers of all cultural backgrounds achieve the dream of homeownership.

### Certification Take-A-Ways:

- Develop an increased awareness of cultural and personal biases
- Learn inclusive, multi-cultural marketing and advertising strategies
- Formulate an inclusive business plan to help you create an enduring business that can adapt and evolve to an ever-changing marketplace.

**04/22/2021**

**8:30AM - 5:00PM**

[Click to for More Info](#)







# Upcoming Events



## DAAR's Community Service Committee Presents

### DO MORE WITH DAAR

Learn about DAAR's 2021-2022 Charity Partners



**Monday, March 15, 2021**  
**11AM-12PM**  
**Via Zoom**

DAAR will be hosting a virtual "Meet & Greet" with our three 2021-2022 charity partners. You'll hear each speaker give an overview of their organization and how DAAR members can help them and the communities they serve. We look forward to seeing you there.

**REGISTER NOW**

Are you an instructor, or would you like to become one? Do you want to boost your presenting skills or gain more confidence in front of an audience? Join DAAR for a course designed to give you the skills and tools that highly successful speakers are using today for in-person and virtual settings.

**REGISTER NOW**





# 2020 DAAR REALTOR® AWARDS

## DRIVE IN CELEBRATION

One Loudoun



### April 27, 2021

Registration Open Until April 16, 2021

6:30PM | Check-in  
7:00PM - 8:00PM | Awards Ceremony  
8:30PM - 10:30PM | The Goonies

Admission: \$55 Per Car

Popcorn + 2 Entrees + 3 Drinks Per Car

Families are welcome! Lawn chairs and other outdoor seating allowed.

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