

B7 Business

For news or story ideas, call city editor Bill Buley at 664-8176, Ext. 2016; email bbuley@cdapress.com

STOCKS RECAP: Stocks gain on optimism that deal is near/ B8

**Commodities / B8
Foreign Exchange / B8**

Movers & Shakers

Rain Silverhawk joins Keller Williams Realty Coeur d'Alene

Rain Silverhawk has joined the sales team of Keller Williams Realty Coeur d'Alene in their Sandpoint office.

Silverhawk has been in real estate since the 1980s.

"While Rain embraces technology as a tool to help her get listings sold, she believes in old-fashioned ideals like listening carefully, and being responsive to her client's wants, needs, questions, and concerns," according to a press release.

She is also credited as a short sale and foreclosure resource and registered HUD agent.

Contact Rain Silverhawk at 610-0011 or email at rain@lakeandhomes.com.



Silverhawk

Bonnie Hudlet takes ownership of Kootenai County Map

Bonnie Hudlet is the new owner of Kootenai County Map, which covers Coeur d'Alene, Post Falls, Hayden, Rathdrum and Spirit Lake.

The map, in its 32nd year, carries a detailed look at Coeur d'Alene and surrounded areas, including street names, and provides displays of its advertisers.

It is available at chambers, businesses and visitor centers.

Hudlet, a 35-year Kootenai County resident, professional photographer and former Press employee, started "The Map Works," to promote the project. She is emphasizing customer service.

"I do everything I can to get this map out and into people's hands," she said.

About 50,000 copies of the 2013 map will be printed and ready for distribution by May 1, well before the summer season begins.

Hudlet said the maps are key to North Idaho's tourism industry as they introduce visitors to Kootenai County and some of its businesses.

"Every day, I'm hearing how this map works," she said.

Information: 277-5522



Hudlet

ActiveWest home featured for its energy efficient building practices

A cottage-style home in ActiveWest's Meadow Ranch development in Coeur d'Alene has been chosen as one of six homes being featured for its super energy-efficient building practices and technologies by Northwest ENERGY STAR Homes and Kootenai Electric.

The 1,500-square-foot home is projected to use 90 percent less energy for heating than one built to meet local and state building codes and also on track to receive its LEED for Homes Platinum certification.

The home was designed by RnD Architects and built by ActiveWest Builders.

Avista Corp., Avista Foundation donate \$4,800 to area food banks

Three Kootenai County food banks will have a bit more money to stock their shelves in the months ahead as the result of grants issued by Avista Corp. and the Avista Foundation.

Grant recipients are Post Falls Food Bank, Rathdrum Community Food Bank and Spirit Lake Food Bank.

In addition, a grant was made to the Lewiston Community Action Partnership, which will administer grants to food banks in Community Action Partnerships in Kootenai, Benewah, Shoshone, Boundary, Bonner, Clearwater, Idaho, Latah, Lewis, Nez Perce and Asotin counties.

The total donation amount for North Idaho is \$4,800.

If you have a new, relocated or expanded business, or announcement of events, promotions or awards, The Press wants to let our readers know.

The service is free and items run Tuesday through Saturday. To get the word on the street on your movers and shakers, call city editor Bill Buley at 664-8176 Ext. 2016 or e-mail bbuley@cdapress.com.



JEROME A. POLLOS/Press

Katie Bane, Marcello Conigliaro, center, and Chad Oakland are the principals of the newly opened Northwest Realty Group in Coeur d'Alene.

It's what they do

Bane, Conigliaro, Oakland open Northwest Realty Group

By BILL BULEY
Staff writer

COEUR d'ALENE — Katie Bane. Marcello Conigliaro. Chad Oakland.

Between them, they were responsible for \$60 million in real estate sales and around 250 transactions last year alone.

No wonder.

Each has nearly 20 years experience in real estate. This is and has been their full-time job.

"It's what we do," Oakland said. "We don't do anything else except sell real estate."

"All we do is live, breathe, sleep, eat real estate, 24/7," Conigliaro said.

And here's what Bane had to say:

"It's about helping people make choices of where they're going to live, how they're going to live, and how they're going to invest," she said.

With all that in mind, the three recently came together and opened Northwest Realty Group, a full-service real estate company, 1919 N. Third St., Coeur d'Alene.

Conigliaro said they want to create a culture of top-producing agents in a small, independent

company.

"We have no intention of being the biggest," he said. "We just want to be the best."

"We just wanted to establish a culture of more intimate services," he added.

Each said it seemed a natural fit for them to be owners in the profession they love. Each has a track record of standards, ethics and service. Each has a well-established client base.

"So working in a small brokerage works really well for us and our clients," Bane said.

Northwest Realty Group opened about a week ago and the response has been what they called "phenomenal."

"I can't tell you how many people have told me, 'I can't believe it's taken you this long to do this,'" Conigliaro said.

The office is set up to handle six agents, so more could join the Northwest Realty Team. The goal is to have \$200 million in brokerage sales.

They believe it's a good time to open a new office.

Mortgage rates are low, sales are up, prices are improving and the outlook for new construction next year is strong.

"The opportunity is here,

based on the cyclical nature of the market, and being five years of down market," Bane said.

"The bottom has come and gone," Conigliaro said.

Conigliaro, 47, Bane, 44 and Oakland, 38, started their careers at small real estate offices, then worked at larger ones before venturing out on their own. They're friends who enjoy each other's company.

"We have all three come full circle," Oakland said.

And each is passionate about their work.

"Every day it's different," said Oakland. "I love what I do. If there was a business that was made for me, this is it."

Same for Conigliaro.

"I love the fact I have a spring in my step right now. There's a renewed vigor for the enjoyment of selling real estate."

"I've always loved it. Helping people with the single biggest investment of their lives is pretty powerful stuff."

Bane, too.

"My passion is helping educate people about making good investment choices," she said. "That's the most fun part of my job."

Information: 664-4200



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