

# Dale Carstensen, CDRE®

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## **CURRICULUM VITAE**

Dale Carstensen is a Certified Divorce Real Estate Expert, CDRE (™) and real estate broker associated with Urban Nest Realty, focusing on the greater Portland area, including southwestern Washington. With over 17 years of real estate experience, ranging from commercial to residential properties, Mr. Carstensen brings a wealth of knowledge on family law cases ranging from cooperative/mediated divorces to high conflict and uncooperative spouses. Mr. Carstensen's entire professional career has been dedicated to real estate. His expertise is sought out by his clients and peers regarding acquisitions/dispositions, market trends and conditions, property pricing analysis, and innovative marketing strategies.

With prior experience working on divorce cases, Mr. Carstensen understands the importance of remaining the neutral third party that all his clients can rely on. He will work diligently to ensure his clients' goals remain top priority. Mr. Carstensen has worked with legal personnel including lawyers and paralegals. He is also a speaker/advisor in the Alumni Speakers Bureau, where he teaches family law attorneys the differences between traditional real estate sales and divorce real estate sales and how to navigate those differences.

## **EDUCATION**

### **Real Estate License**

- Continuing Education Real Estate Courses 2017 - Present  
*Online Ed – Online Real Estate School Training*
- Oregon License 201224389 2017 - Present
- Washington License 2103598 2021 - Present

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AAS Flight Technology 2004 - 2007

*Lane Aviation Academy*

- 2004 Most Outstanding First Year Student
- Commercial Pilot License - Instrument Rated
- Ground Instructor Certificate

## **Continuing Education**

- Oregon Real Estate Administration Continuing Education 2023
- Washington Advanced Real Estate Practices 2023
- Washington Real Estate Law 2023
- Fair Housing Summit 2022, 2023
- Economic Forecast 2022 2022, 2023
- Dispute Resolution & Arbitration Process 2022
- Fraud Webinar/Consumer Protections 2018, 2023
- Oregon Code of Ethics (Real Estate Broker) 2021
- Oregon Law and Rule 2018, 2020
- Oregon Advanced Practices (Real Estate) 2019

## **Continuing Legal Education (Attorney-Based)**

- 2023 Family Law Update 2023
- Divorce Mortgage Planning 2023
- Working With Experts 2023
- Weaponization of Tech in Family Law Cases 2023
- Grey Divorce Best Practices 2023
- Tips, Traps, and Current Trends in the World of QDROs 2023
- Cross-Examining the Hostile Witness: your Inner Chatter 2023
- Seven Tips for Defeating a Narcissist in Family Court 2023

## **CERTIFICATIONS**

Certified Divorce Real Estate Expert (CDRE®) 2022

*The Illumni Institute | Advisor | Illumni Speakers Bureau*

- Anatomy of Divorce
- Intersection of Divorce & Real Estate
- Qualifying as an Expert (Voir Dire)
- The Ethics of CDREs
- Bias, Neutrality, & Communication
- Divorce Finance
- The CDRE Listing Model

Interdisciplinary Collaborative Practice Training

Interdisciplinary Collaborative Training

*Oregon Association of Collaborative Professionals*

Nov 2022

- 18.5 Hour Training
- Introduction to Collaborative Law
- Taking the Fight Out of Words
- Non-Defensive Questions
- Recognizing Defensive Reactions

Roadmaps for Resolution

Aug 2022

*Teresa Parnell*

- 14 Hour Training
- Standards set by the International Academy of Collaborative Professionals (IACP)
- Creating the team, preparing the clients
- Standards and Ethics
- Allied professional's role in the process

**PROFESSIONAL BACKGROUND**

Oregon and Washington Licensed Real Estate Broker

Jan 2022 - Present

*Urban Nest Realty*

Oregon Licensed Real Estate Broker

Jan 2018 - Dec 2021

*RE/MAX Equity Group*

- 3 x 100% Club Award
- 1 x Executive Club Award
- 2018 Rookie of the Year Award

Director of Real Estate

2010 - 2016

*Dutch Bros. Coffee*

# Dale Carstensen, CDRE<sup>®</sup>

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- Managed a legal team including a paralegal, in-house escrow/title officer, contract attorney to negotiate the purchase or lease of 167 retail coffee outlets across the western 7 states.
- Developed the systems and procedures for all projects developed by junior Real Estate Regional Project Managers.
- Provided testimony at planning and council hearings for projects requiring municipality governed conditional use permits.

Franchise Coordinator

2007 - 2010

*Dutch Bros. Coffee*

- Assisted Dutch Bros. Coffee Franchisees in the evaluation and acquisition of real estate in their operating territories.
- Evaluated specific location viability based on benchmarks that Mr. Carstensen established for Dutch Bros. Coffee through analysis and research.
- Created Franchisee Territories through data analysis and market viability research.

## **CASE STUDIES**

- Extradition, Attempted Murder & Bail Bond Liens 2023
- Writing Emails that Could Become an Exhibit 2023
- Impasse: Leveraging Your Attorneys 2023
- The Perils of Pro Se/Pro Per Clients 2023
- Holt v Brock: The Court Appointed Realtor 2023
- Dealing with Personal Property 2023
- How to use Tactical Empathy to Gain Clients Trust 2023
- The Perils of One Party on Title 2023

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## **VOLUNTEER WORK**

### *Umpqua Valley Farmers Market*

- President of the Board (Two-Terms) 2013 - 2016
  - Oversaw marketing and growth strategies that led to a 300% increase in average vendor sales
  - Spearheaded the relocation of the Farmer's Market to an area with higher weekend population density
  - Established SNAP/EBT token program allowing underprivileged communities to access local organic foods (adopted by numerous farmer markets across the state of Oregon)
- Vice President of the Board 2011 - 2013
- Secretary of the Board 2010 - 2011

## **MEMBERSHIPS**

## **YEARS ACTIVE**

- Illumni Institute's CDRE<sup>®</sup> Speaker's Bureau 2023 - Present
- Illumni Institute's CDRE<sup>®</sup> Advisor 2023 - Present
- Clark County Bar Association 2023 - Present
- Multnomah County Bar Association 2022 - Present
- Washington Association of Realtors 2022 - Present
- Illumni Institute CDRE<sup>®</sup> Master Club 2022 - Present
- Oregon Association of Collaborative Professionals 2022 - Present
- National Association of Realtors 2018 - Present
- Portland Metro Association of Realtors 2018 - Present
- NW Real Estate Investors Association 2018 - 2020
- International Council of Shopping Centers 2010 - 2016

## **Family Law Professional Real Estate Services**

- Neutral Real Estate Services
- Broker Price Opinions/Fair Market Valuations
- Expert Testimony
- Expert Neutral Listing Appointment
- Complimentary Document Services (Title Searches, Legal Descriptions, Deeds)