



## 3 Hour Civil Rights CE Course for Ohio

Don't miss this interesting tour and discussion of ADA compliant facilities. This walking tour will begin at the Transept and end at the Taft Ale House for a Happy Hour with cash bar.

Registration begins at 1:45pm @ the Transept 1205 Elm Street, Cincinnati, OH 45202  
(Parking at Washington Park Garage - 1230 Elm St.)

Cost: FREE for CRECGC members  
& \$20 for non-members

### REGISTER HERE

Members simply login and go to Education and select "Accessibility in Commercial (ACR60728)

<http://thetransept.com/>  
<http://taftsalehouse.com/>  
<http://washingtonpark.org/parking/>

WHEN: Thursday, July 28, 2016  
TIME: 2:00PM - 5:00PM  
COST: Free for CRECGC members & \$25 for non-members

## Commercial Recap from the REALTORS® Legislative Meetings Recap in D.C.

We encourage you to dig deeper, attend future meetings and help continue to influence and shape the commercial real estate industry. Your team of staff focused on Commercial is here to help you – feel free to contact any of us at

[NARCommercial@realtors.org](mailto:NARCommercial@realtors.org)

[Read more here](#)

## NAR Weekly Report

The NATIONAL ASSOCIATION OF REALTORS®' Weekly Report is a customizable e-newsletter containing articles, updates, information, and special offers to help REALTORS® in their business. Choose the kind of news you want to receive from up to 18 different information categories.

Customize your newsletter or update your preferences now.

[Update here](#)

## COMMERCIAL TOP PRODUCER APPLICATIONS

To qualify for the 2016 CRECGC Top Producer Club, your application must demonstrate involvement in \$2.5 million in listings, sales or leases.

Qualification period: October 1, 2015 through September 30, 2016.

**Applications must be received at the CABR board office** (CRECGC, 14 Knollcrest Drive, Cincinnati, OH 45237) **by October 15, 2016.**

Applications will be emailed to Designated REALTORS and Office Managers by September 1, 2016.

Questions? Contact Michelle at 513-722-4942.

### Cash Accounts for 26 Percent of Commercial Transactions in REALTOR® Markets



George Ratiu, NAR's Director of Quantitative and Commercial Research, breaks down the 2016 Commercial Real Estate Lending Trends report, including small cap transactions in secondary and tertiary markets.

Commercial real estate investment trends were positive in 2015, with sales of large cap CRE transactions—over \$2.5M—totaling \$543 billion, based on Real Capital Analytics (RCA) data. However, in the first quarter 2016 sales volume dropped 20 percent on a yearly basis, to \$111 billion. Part of the decline was due to large portfolio transactions in the first quarter of 2015, which were absent this year.

[Click here to read more](#)

## Have any listings in Delhi?

Greg DeLong wants to get your Delhi listings on the Delhi Township Website. Please contact Greg below if you are interested.

Gregory J. DeLong  
Community Development Director  
Delhi Township  
697 Neeb Road  
Cincinnati, Ohio 45233  
(513) 922-2705  
[gdelong@delhi.oh.us](mailto:gdelong@delhi.oh.us)

View the new [Commercial Services](#) [handout](#) for a convenient list of all NAR services for commercial members, or see the [Commercial Services](#) page on [www.realtor.org/commercial](http://www.realtor.org/commercial)

### Frequently asked Questions for Small Unmanned Aircraft Rules

Published by the National Association of REALTORS®

Effective August 29, 2016, real estate professionals can operate drones for a host of real estate-related purposes, such as capturing aerial imagery of property listings. This FAQ addresses some of the most frequently asked questions regarding the legal and regulatory landscape pertaining to the use of small unmanned aircrafts.

[Click here to read more](#)



## SAVE THE DATE...

Mike Lipsey, SIOR, CCIM

4 Hour Continuing Education Event

November 15, 2016 - 8am - Noon

For over 35 Years, Mike Lipsey has provided Training and Consulting Services for the Commercial Real Estate Industry. Working with firms all over the world, The Lipsey Company prides itself on providing Industry Leading Best Practices and helping individuals, firms, and corporations reach new levels of efficiency, productivity, functionality, market share and financial success. The Lipsey Company has the experience and expertise to help elevate and implement a new strategy, and processes to help you tap into your full potential, re-evaluate goals and put the plan in place to help you reach them.

### TOPICS TO BE COVERED:

- Developing a sales & leasing plan
- Identifying emerging opportunities
- Psychology of negotiating
- Client discovery and questioning techniques

Additional information coming soon!

## Cincinnati Industrial Market absorbs more than 19 million sq. ft. since start of 2012

July 21, 2016 | Dan Rafter

Midwest Real Estate News magazine

The Cincinnati industrial market is showing no signs of a slow-down, according to the latest numbers from CBRE.

CBRE reported that the availability rate in the Cincinnati industrial market fell from 5 percent to 4.4 percent in the second quarter of the year. This means that the Cincinnati market boasts one of the five lowest industrial vacancy rates in the country.

This doesn't look to change soon. CBRE says that the greater Cincinnati industrial market continues to absorb space in high volumes, seeing more than 2.3 million square feet of net absorption in the second quarter and more than 3.5 million for the entire year.

### Commercial Real Estate Council of Greater Cincinnati

#### 2016 Board of Governors

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[The Commercial Real Estate Council of Greater Cincinnati \(CRECGC\)](#) is a division of the [Cincinnati Area Board of Realtors®](#), a regional trade association dedicated to serving commercial and residential real estate interests throughout the Greater Cincinnati, Tri-State region.

We strive to make this region's commercial real estate community a more conducive environment for business.

**Comprised of more than 300 commercial brokers and affiliated professionals**, we are a member-driven, customer-focused service organization that exists to enhance members' ability to serve the public ethically, professionally and successfully.

We are dedicated to preserving and enhancing the rights of property owners.

We are affiliated with both the [Ohio Association of Realtors®](#) and the [National Association of Realtors®](#), representing more than **28,000** and **1,000,000 Realtor® members** respectively.