

## **REALTORS Property Resource Training for Commercial Agents** **Thursday, June 25**

**CABR/CRECGC Offices, 14 Knollcrest Drive, Cincinnati, OH 45237**  
**10:30 a.m. - 11:30 a.m.**  
**FREE for members of CRECGC**

### **RPR Basics: Tools for Building Your Business and 10 Ways to Earn More Business Than Your Competition**

Do you have clients looking for the ultimate location for their business? In just 60 minutes, you'll learn how to create your RPR profile and how the three core functions of RPR Commercial can help you provide all the information your clients demand.

We'll start by searching for and viewing property details. Then, we'll look at data such as psychographic, demographic and spending information to truly understand the consumers in a given neighborhood. And finally, we'll look at sales volumes via thematic maps and create an impressive report that summarizes all this amazing data. **This is a free resource for our NAR members!**

[register here](#)

#### **Cannon of Ethics for Commercial Real Estate** **3 hour CE course for Ohio**



When: Thursday, August 20th  
Where: CABR/CRECGC Offices  
14 Knollcrest Dr., Cincinnati, OH 45237  
Time: 9:00 a.m. - 12:10 p.m.

[register here](#)

This course highlights how the Canon of Ethics specifically impacts commercial real estate practice. You will learn to identify the common themes throughout the Canon of Ethics to help you eliminate bad business practices and protect the public. Learn possible scenarios that could lead to disciplinary action, and how the enforcement process works.

#### **Advocacy: Focusing on Commercial Issues**



Every day, NAR advocates on behalf of you and your more than 1 million member colleagues, as well as 75 million property owners. Our efforts in Washington D.C. are focused on protecting your ability to do business – so that your time can be spent building relationships with your clients, conducting transactions and strengthening your community.

Read more on 1031 Like-Kind Exchanges, Commercial Lending and Net Neutrality by clicking the link below.

[read more here](#)

## Translating the Market Outlook.

### Why 2015 is expected to be a strong year for commercial real estate?

As economic factors continue improving— employment, consumer confidence and spending, business investments — commercial real estate fundamentals strengthen. Net absorption is expected to increase across all property types in 2015, as demand for commercial space grows. Completions of new commercial spaces are also growing, but at a slower pace than absorption, leading to declines in availability and rising rents. The only exception to the rule comes in the apartment markets, where strong new supply is already exerting downward pressure on rents.

As fundamentals ensure growing positive cash flows, investors continue to find commercial assets attractive. Since the post-recession trough of 2009, investment sales have posted higher volume with each subsequent year and 2014 was no exception. Sales volume in 2014 totaled \$433 billion, according to Real Capital Analytics. Prices rose across the board, with apartment and CBD office properties exceeding pre-recession peaks. Moreover, in 2014 commercial lending found new vigor, as sources broadened and capital availability increased. In light of these factors, 2015 should offer continued advances in property prices, sales volume and leasing activity.

[read more here](#)

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## Cross Border Investment Activity



Real estate investment has become a global enterprise. Both the U.S. and Canada are on investment target lists for investors from all over the world. Global transaction activity has soared in the last few years as capital seeks solid returns, market growth and stability. Much of that activity is being directed toward the North American markets.

[read more here](#)

## Anatomy of a 90% LTV Office Deal



I think it's fair to characterize the following transaction as a symbol of our current national office market boom. Gone, gone, gone are the days when lenders' hands were tied and 30-40% minimum cash on the barrelhead was a necessity to get a deal done for an office building in a primary market. Today, leverage is back in a big way — at least in one such deal in Los Angeles reported by Globe St's Kelsi Maree Borland.

[read more here](#)

### Commercial Council Board of Governors

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[The Commercial Real Estate Council of Greater Cincinnati \(CRECGC\)](#) is affiliated with 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 **26,000** and **1,000,000 Realtor® members** respectively.

## REALTORS® Press for Relief from Patent Trolls (VIDEO)

NAR is playing a key role in the effort to reform the U.S. patent litigation system and is a member of the recently formed United for Patent Reform coalition.

[Click here to watch the video](#)

## Commercial Lending Trends 2015

### Highlights...

- Commercial vacancy rates declined for the core property types. Availability is expected to continue contracting for office, industrial and retail properties in 2015 and beyond.
- Vacancies for apartments are estimated to rise, due to gains in supply.
- Commercial rents have risen across the board, and are projected to advance this year to the tune of 2.5% to 3.7 %
- Lending conditions in REALTOR® markets notched another year of sustainable recovery.

[read more here](#)

## Team Schneller prepares for 100 mile Bike ride on June 7th

Bill Schneller (CBRE) and his son Will are preparing for a Leukemia and Lymphoma Society charity bike ride in Lake Tahoe. We wish them both well as they continue to train and prepare for this big event!

[read more here](#)



## Broker Liable for Slander of Title

A Michigan court has held that a commercial real estate broker (“Broker”) may be held liable for slander of title for violations of the state’s Commercial Real Estate Broker’s Lien Act (“CREBLA”).

Broker entered into an exclusive listing agreement with the owner (“Owner”) of a commercial property. Pursuant to the agreement, Broker was to receive a commission from the sale or any lease price, depending on various factors. Broker introduced a potential buyer (“Buyer”) to Owner. After Broker made the introduction, Buyer made a purchase offer to Owner, and Buyer and Owner secretly negotiated to shut the Broker out of the deal in order to avoid paying the agreed-upon commission. Prior to completing the sale, however, Owner defaulted on its mortgage, and its lender secured the appointment of a receiver (“Receiver”) to continue the sale of the property to Buyer. Although Receiver offered to settle the commission dispute, the parties were unable to come to a resolution, and Broker recorded a broker’s lien on the property in the amount of \$60,000.

[read more here](#)

## Risk Management Forms for Brokers

The Risk Management Committee has created documents for use by brokerages in their efforts to manage legal risks. All of the documents are available for member firms to download and reformat as needed for their firm, including branding with their firm logo.

[read more here](#)

## Commercial Real Estate Council Membership Survey coming soon.

Be on the lookout for a 10 question survey coming by email soon to obtain your feedback on what WE can do for you to make your membership more valuable!