



# COMMERCIAL CONNECTIONS

THE NATIONAL ASSOCIATION OF REALTORS® COMMERCIAL REAL ESTATE NEWSLETTER VOLUME 14 ISSUE 4 WINTER 2013



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### THE LATEST

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# THE LATEST

## ACE AWARDS

THE ACCREDITED COMMERCIAL EXCELLENCE (ACE) Award is in recognition of extraordinary leadership in delivering commercial programs that are engaging REALTORS® and strengthening the community. This is the 2nd year of the program, and REALTOR® associations who have earned NAR's Commercial Services Accreditation are eligible. During the Commercial Leadership Forum at the 2013 REALTORS® Conference & Expo, these six associations were awarded this prestigious honor:

- **Charlotte Region Commercial Board of REALTORS®** – [www.crcbr.org](http://www.crcbr.org)
- **Denver Metro Commercial Association of REALTORS®** – [www.dmcar.com](http://www.dmcar.com)
- **Memphis Area Association of REALTORS®** – [www.maar.org](http://www.maar.org)
- **St. Louis Association of REALTORS®** – [www.stlrealtors.com](http://www.stlrealtors.com)
- **Sarasota Association of REALTORS®** – [www.sarasotarealtors.com](http://www.sarasotarealtors.com)
- **Miami Association of REALTORS®** – [www.miamire.com](http://www.miamire.com)

## NEWLY ACCREDITED ASSOCIATIONS

CONGRATULATIONS to the Birmingham Association of REALTORS®, in Alabama, and the Inland Gateway Association of REALTORS®, in California, in their completion of NAR's Commercial Services Accreditation requirements, joining 111 other associations who have earned this status.

▶ Visit [www.REALTOR.org/commercial](http://www.REALTOR.org/commercial) for a list of boards who are currently accredited.

## UPCOMING AFFILIATE MEETINGS



**2014 National Land Conference**  
March 12-14, 2014  
Francis Marion Hotel  
Charleston, SC  
[RLILAND.com](http://RLILAND.com)



**Leadership and Legislative Summit**  
featuring Capitol Hill Visit Day  
April 5-9, 2014  
Omni Shoreham Hotel  
Washington, DC  
[IREM.org](http://IREM.org)



**2014 Midyear Meetings**  
May 4-7, 2014  
Austin, TX  
[CRE.org](http://CRE.org)



**SOCIETY OF INDUSTRIAL AND  
OFFICE REALTORS® (SIOR)**  
**2014 Spring World Conference**  
April 22-25, 2014  
The Cosmopolitan  
Las Vegas, NV  
[SIOR.com](http://SIOR.com)



**CCIM INSTITUTE**  
**2014 Spring Meetings**  
April 27 – May 1, 2014  
Omni Nashville Hotel  
Nashville, TN  
[CCIM.com](http://CCIM.com)

# 2013 NATIONAL COMMERCIAL AWARDS

NAR is proud to recognize these REALTORS® for excellence in the commercial real estate industry this past year.

## ALABAMA



### DEREK WALTCHACK

**COMPANY:** Shannon Waltchack  
**STATE:** Alabama  
**BOARD NAME:** BIRMINGHAM AREA ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** Top Producer for the Development Division & Top Producer for the Investment Division of the Birmingham Association Commercial Club of Excellence



### HAL ALPERT

**CCIM**  
**COMPANY:** Alpert Commercial RE  
**STATE:** California  
**BOARD NAME:** NORTHERN SOLANO COUNTY ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** 2012 REALTOR® of the Year

## CONNECTICUT



### ROBERT SCINTO

**COMPANY:** R.D. Scinto Inc  
**STATE:** Connecticut  
**BOARD NAME:** VALLEY ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** Jewish Senior Services Humanitarian award



### ARTHUR GREENBERG

**COMPANY:** Studley, Inc.  
**STATE:** District of Columbia  
**BOARD NAME:** GREATER WASHINGTON COMMERCIAL ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** 2012 Broker of the Year

## CALIFORNIA



### GEORGE MONTE

**AHWD, CIPS, CRB**  
**COMPANY:** Richmond Investment Property Services, Inc.  
**STATE:** California  
**BOARD NAME:** ARCADIA ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** 2012 REALTOR® of the Year



### RICK ALEXANDER

**COMPANY:** Keller Williams Commercial  
**STATE:** California  
**BOARD NAME:** GREATER SAN DIEGO ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** United States Congressional Recognition for Outstanding Leadership and Service to the San Diego Business Community



### BRUCE CAGENELLO

**CCIM, GRI**  
**COMPANY:** Berkshire Hathaway HomeServices New England Properties  
**STATE:** Connecticut  
**BOARD NAME:** GREATER HARTFORD ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** 2012 Emeritus Award 2013 CCIM Lifetime Achievement Award



### BILIJACK BELL

**COMPANY:** Wilson Hull & Neal  
**STATE:** Georgia  
**BOARD NAME:** ATLANTA COMMERCIAL BOARD OF REALTORS®  
**AWARD DETAIL:** 2012 REALTOR® of the Year

## COLORADO



### PAUL FRANK

**COMPANY:** PDF Commercial  
**STATE:** California  
**BOARD NAME:** SACRAMENTO ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** Rancho Murieta Soccer Club Commitment Award



### JOHN PROPP

**CCIM**  
**COMPANY:** John Propp Commercial Group  
**STATE:** Colorado  
**BOARD NAME:** DENVER METRO COMMERCIAL ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** 2012 Small Office Top Producer Award



### LINDA ST. PETER

**CCIM, CIPS, GREEN**  
**COMPANY:** Berkshire Hathaway HomeServices New England Properties  
**STATE:** Connecticut  
**BOARD NAME:** CONNECTICUT ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** 2013 REALTOR® of the Year - Greater Hartford Association of REALTORS®



### RETT HARMON

**COMPANY:** Duffey Realty  
**STATE:** Georgia  
**BOARD NAME:** WEST METRO BOARD OF REALTORS® INC  
**AWARD DETAIL:** Visionary Award



NATIONAL ASSOCIATION of REALTORS®

## GEORGIA CONTINUED



### MICHAEL LOWREY

**COMPANY:** Wheeler/Brand Management  
**STATE:** Georgia  
**BOARD NAME:** NORTHEAST ATLANTA METRO ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** NAMAR Commercial Member of the Year



### JOHN DOHM

**CCIM, SIOR**  
**COMPANY:** Infinity Commercial Real Estate  
**STATE:** Florida  
**BOARD NAME:** MIAMI ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** 2013 REALTOR® of the Year



### DONNA MILLER

**AHWD, CCIM, CIPS, EPRO, GRI, RSPS**  
**COMPANY:** Keller Williams Realty Gulf Coast  
**STATE:** Florida  
**BOARD NAME:** EMERALD COAST ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** REALTOR® of the Year

## INDIANA



### J. STEVEN MARTIN

**CPM**  
**COMPANY:** Sperry Van Ness Martin Commercial Group  
**STATE:** Indiana  
**BOARD NAME:** INDIANA COMMERCIAL BOARD OF REALTORS® INC  
**AWARD DETAIL:** 2013 REALTOR® of the Year

## FLORIDA



### JOHN SCHMIDT

**COMPANY:** Cornerstone Realty  
**STATE:** Florida  
**BOARD NAME:** REALTORS® ASSOCIATION OF THE PALM BEACHES INC  
**AWARD DETAIL:** 2012 RCA REALTOR® of the Year



### JOE PELAYO

**CCIM, CIPS, GREEN, SIOR**  
**COMPANY:** Total Real Estate Consultants, Inc.  
**STATE:** Florida  
**BOARD NAME:** REALTOR® ASSOCIATION OF GREATER FORT LAUDERDALE INC  
**AWARD DETAIL:** CoStar's 2012 Power Broker in Industrial Leasing



### CLAY TAYLOR

**ALC**  
**COMPANY:** Coldwell Banker Commercial Saunders Real Estate  
**STATE:** Florida  
**BOARD NAME:** LAKELAND ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** REALTORS® Land Institute Florida Chapter- 2012 Florida Land REALTOR® of the Year

## IOWA



### ROBERT HOLLAND

**CCIM, SIOR**  
**COMPANY:** NAI Iowa Realty Commercial  
**STATE:** Iowa  
**BOARD NAME:** CEDAR RAPIDS AREA ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** Jay W. Levine Award



### MIKE RYALS

**GRI**  
**COMPANY:** Bosshardt Realty Services LLC  
**STATE:** Florida  
**BOARD NAME:** GAINESVILLE ALACHUA COUNTY ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** Dean of Commercial Real Estate Award

## ILLINOIS



### PAUL MARTIS

**COMPANY:** Coldwell Banker Residential  
**STATE:** Illinois  
**BOARD NAME:** MAINSTREET ORGANIZATION OF REALTORS®  
**AWARD DETAIL:** 2013 Committee Chairman of the Year



### STANLEY NEWMARK

**COMPANY:** Klein & Heuchan, REALTORS®  
**STATE:** Florida  
**BOARD NAME:** FLORIDA GULFCOAST COMMERCIAL ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** Henry Blanton Lifetime Achievement Award

## KANSAS



### MARLIN PENNER

**COMPANY:** John T. Arnold Associates  
**STATE:** Kansas  
**BOARD NAME:** WICHITA AREA ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** 2013 REALTOR® Emeritus



### CARLOS FUENTES

**CCIM, CIPS**  
**COMPANY:** NAMASTE REALTY  
**STATE:** Florida  
**BOARD NAME:** GREATER TAMPA ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** Florida REALTORS® Commercial REALTOR® 2013 Achievement Award



### KRIS KELLER

**CCIM**  
**COMPANY:** National Realty Network  
**STATE:** Illinois  
**BOARD NAME:** NORTH SHORE-BARRINGTON ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** 2013 Humanitarian of the Year



### THEODORA UNIKEN VENEMA

**CIPS, GRI**  
**COMPANY:** Downtown Brokers, LLC  
**STATE:** Florida  
**BOARD NAME:** CENTRAL FLORIDA COMMERCIAL ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** 2013 REALTOR® of the Year

## KENTUCKY



### WILL DUNCAN

**COMPANY:** Duncan Commercial Real Estate  
**STATE:** Kentucky  
**BOARD NAME:** GREATER LOUISVILLE ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** 2012 KCREA Commercial Retail REALTOR® of the Year



NAR HONORS THESE

**LOUISIANA**



**BARRY SPIZER**

*CCIM*  
**COMPANY:** SRSA Commercial Real Estate  
**STATE:** Louisiana  
**BOARD NAME:** NEW ORLEANS METROPOLITAN ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** Commercial Investment Division "Service to the Industry" Award

**MISSISSIPPI**



**BRIAN BOLIS**

**COMPANY:** NAI Sawyer  
**STATE:** Mississippi  
**BOARD NAME:** GULF COAST ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** 2012 Platinum Award for Top Production

**NEVADA**



**KEVIN BUCKLEY**

**COMPANY:** First Real Estate Companies, LLC  
**STATE:** Nevada  
**BOARD NAME:** GREATER LAS VEGAS ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** The Boys Town Journey of Hope Award 2013

**NORTH CAROLINA**



**ELLEN MOORE**

**COMPANY:** Coldwell Banker Triad Companies, LLC  
**STATE:** North Carolina  
**BOARD NAME:** WINSTON-SALEM REGIONAL ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** WSRAR Commercial Practitioner of the Year 2012

**MAINE**



**JUSTIN LAMONTAGNE**

**COMPANY:** NAI The Dunham Group  
**STATE:** Maine  
**BOARD NAME:** MAINE COMMERCIAL ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** 2013 REALTOR® of the Year



**BILL HANKINS**

*CRE, GRI*  
**COMPANY:** Cook Commercial Properties  
**STATE:** Mississippi  
**BOARD NAME:** MISSISSIPPI COMMERCIAL ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** 2013 REALTOR® of the Year

**NEW HAMPSHIRE**



**MARIE BODI**

**COMPANY:** CPManagement, Inc.  
**STATE:** New Hampshire  
**BOARD NAME:** NEW HAMPSHIRE COMMERCIAL INVESTMENT BOARD OF REALTORS® INC  
**AWARD DETAIL:** 2013 REALTOR® of the Year



**MEREDITH DICKERSON**

*CCIM*  
**COMPANY:** Cushman & Wakefield - Thalhimer  
**STATE:** North Carolina  
**BOARD NAME:** CHARLOTTE REGION COMMERCIAL BOARD OF REALTORS®  
**AWARD DETAIL:** 2012 President's Award

**MARYLAND**



**WESLEY COX**

*CCIM*  
**COMPANY:** Sperry Van Ness - Miller Commercial Real Estate  
**STATE:** Maryland  
**BOARD NAME:** COASTAL ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** Rotarian of the Year Award

**MISSOURI**



**TONY GAGLIANO**

**COMPANY:** Thomas Realty Group, LLC  
**STATE:** Missouri  
**BOARD NAME:** ST CHARLES COUNTY ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** 2012 Commercial REALTOR® Recognition Award

**NEW MEXICO**



**BRIAN ANDERSON**

*CCIM*  
**COMPANY:** Roger Cox Companies  
**STATE:** New Mexico  
**BOARD NAME:** COMMERCIAL ASSOCIATION OF REALTORS® NEW MEXICO  
**AWARD DETAIL:** 2012 REALTOR® of the Year

**OHIO**



**JAMES CORIDAN**

*SIOR*  
**COMPANY:** Keller Williams Excel Realty  
**STATE:** Ohio  
**BOARD NAME:** COLUMBUS ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** 2013 REALTOR® Broker of the Year

**MICHIGAN**



**MARY ANNE WISINSKI ROSELY**

*CCIM, GRI, SIOR*  
**COMPANY:** NAI Wisinski of West Michigan  
**STATE:** Michigan  
**BOARD NAME:** COMMERCIAL ALLIANCE OF REALTORS®  
**AWARD DETAIL:** 2013 REALTOR® of the Year

**NEBRASKA**



**KENT THOMPSON**

**COMPANY:** Coldwell Banker Commercial Thompson Realty Group  
**STATE:** Nebraska  
**BOARD NAME:** REALTORS® ASSOCIATION OF LINCOLN  
**AWARD DETAIL:** Coldwell Banker Commercial's "Top Two" Award

**NEW YORK**



**THEODORE "TED" WELTER**

*CCIM, CPM*  
**COMPANY:** Welter Realty LLC  
**STATE:** New York  
**BOARD NAME:** NEW YORK STATE COMMERCIAL ASSOCIATION OF REALTORS® INC  
**AWARD DETAIL:** 2012 NYSCAR REALTOR® of the Year



**GREGORY HRABCAK**

**COMPANY:** HER REALTORS®  
**STATE:** Ohio  
**BOARD NAME:** OHIO ASSOCIATION OF REALTORS®  
**AWARD DETAIL:** Columbus REALTORS® Largest Commercial Transaction-Multi Family



**OKLAHOMA**



**JAMES HILL**

*CCIM, SIOR*  
**COMPANY:** CB Richard Ellis/Oklahoma  
**STATE:** Oklahoma  
**BOARD NAME:** GREATER TULSA ASSOCIATION OF REALTORS\* INC  
**AWARD DETAIL:** 2012 Commercial REALTOR\* of the Year



**TODD GARRETT**

*CCIM*  
**COMPANY:** Avison Young  
**STATE:** South Carolina  
**BOARD NAME:** CHARLESTON TRIDENT ASSOCIATION OF REALTORS\* INC  
**AWARD DETAIL:** 2012 Commercial REALTOR\* of the Year



**JOHN SPEROPULOS**

*CCIM, SIOR*  
**COMPANY:** Mitch Cox REALTORS\*  
**STATE:** Tennessee  
**BOARD NAME:** NORTHEAST TENNESSEE ASSOCIATION OF REALTORS\* INC  
**AWARD DETAIL:** 2013 Mark Keesecker Humanitarian Award

**VIRGINIA**



**TROY BRINKLEY**

**COMPANY:** Impera Commercial and Land Company  
**STATE:** Virginia  
**BOARD NAME:** HAMPTON ROADS REALTORS\* ASSOCIATION INC  
**AWARD DETAIL:** 2012 Commercial Sales & Leasing Achievement Award - Platinum

**PENNSYLVANIA**



**JAMES HESSEL**

*AHWD, CCIM, CPM, CRB, CRE, GRI, SIOR*  
**COMPANY:** Hesel, Inc. REALTORS\*  
**STATE:** Pennsylvania  
**BOARD NAME:** GREATER HARRISBURG ASSOCIATION OF REALTORS\* INC  
**AWARD DETAIL:** 2013 Pennsylvania Association of REALTORS\* REALTOR\* Active in Politics Award



**RODNEY ROGERS**

*ALC*  
**COMPANY:** Metcalf Land Company, Inc.  
**STATE:** South Carolina  
**BOARD NAME:** SPARTANBURG ASSOCIATION OF REALTORS\* INC  
**AWARD DETAIL:** 2013 Accredited Land Consultant of the Year

**TEXAS**



**DIANA ZUNIGA**

*CCIM*  
**COMPANY:** Investors Alliance  
**STATE:** Texas  
**BOARD NAME:** CENTRAL TEXAS COMMERCIAL ASSOCIATION OF REALTORS\*  
**AWARD DETAIL:** Top Woman in Commercial Real Estate

**WASHINGTON**



**MICHAEL SCHOONOVER**

*ALC, GREEN*  
**COMPANY:** REMAX Professionals Commercial  
**STATE:** Washington  
**BOARD NAME:** WASHINGTON STATE COMMERCIAL ASSOCIATION OF REALTORS\* INC  
**AWARD DETAIL:** 2012 Commercial REALTOR\* of the Year

**RHODE ISLAND**



**RICHARD BERLINSKY**

*GRI*  
**COMPANY:** Equity Advisory Group  
**STATE:** Rhode Island  
**BOARD NAME:** RHODE ISLAND COMMERCIAL AND APPRAISAL BOARD OF REALTORS\*  
**AWARD DETAIL:** 2013 REALTOR\* of the Year



**DAVID SIGMON**

*CCIM*  
**COMPANY:** Coldwell Banker Commercial Caine  
**STATE:** South Carolina  
**BOARD NAME:** GREATER GREENVILLE ASSOCIATION OF REALTORS\* INC  
**AWARD DETAIL:** 2012 Caine Halter Commercial REALTOR\* of the Year



**KENNETH WIMBERLY**

**COMPANY:** Noble Crest Capital, Inc.  
**STATE:** Texas  
**BOARD NAME:** GREATER FORT WORTH ASSOCIATION OF REALTORS\* INC  
**AWARD DETAIL:** Charles D. Tandy Commercial REALTORS\* Award

**WISCONSIN**



**JAMES BARRY III**

*CCIM, SIOR*  
**COMPANY:** Cassidy Turley Barry  
**STATE:** Wisconsin  
**BOARD NAME:** COMMERCIAL ASSOCIATION OF REALTORS\* WISCONSIN  
**AWARD DETAIL:** 2013 REALTOR\* of the Year

**SOUTH CAROLINA**



**DAVID LOCKWOOD III**

*CCIM, SIOR*  
**COMPANY:** Colliers International South Carolina, Inc.  
**STATE:** South Carolina  
**BOARD NAME:** GREATER COLUMBIA ASSOCIATION OF REALTORS\* INC  
**AWARD DETAIL:** 2012 Meritorious Service Award Recipient, 2012 Commercial Transaction of the Year Award

**TENNESSEE**



**ANDY CATES**

*SIOR*  
**COMPANY:** Colliers International  
**STATE:** Tennessee  
**BOARD NAME:** MEMPHIS AREA ASSOCIATION OF REALTORS\* INC  
**AWARD DETAIL:** MAAR Commercial Council Commercial Broker of the Year & MAAR Commercial Council Pinnacle Presidential Award

**VERMONT**



**KEN LIBBY**

*EPRO, RSPS, SFR*  
**COMPANY:** Stowe Realty  
**STATE:** Vermont  
**BOARD NAME:** VERMONT COMMERCIAL INVESTMENT BOARD OF REALTORS\*  
**AWARD DETAIL:** 2012 Vermont REALTOR\* of the Year



NATIONAL ASSOCIATION of REALTORS®

# MAKING A DIFFERENCE WITH REALTOR® PARTY COMMUNITY PROGRAMS



## *Breckenridge, CO*

THE SCENERY IS STUNNING in Breckenridge, Colorado, but Sarah Thorsteinson saw only trouble on the horizon. Some people in the alpine resort town were suggesting that offices — including real estate offices — should be banned from occupying ground-floor spaces on downtown’s Main Street. They argued that the growing number of offices on Main Street turned off tourists and that ground-floor spaces should be reserved for shops and restaurants.

Thorsteinson, government affairs director for the Summit Association of REALTORS® (SAR),

**G**ood communities are good business. This is why the REALTOR® Party has created multiple Community Outreach Programs which can help make a difference in your local market. In this story, Joe Molinaro, NAR Managing Director of Community and Political Affairs, shares five success stories of communities where local associations utilized REALTOR® Party funding to make a difference.

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## MAKING A DIFFERENCE WITH REALTOR® PARTY COMMUNITY PROGRAMS

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knew the association needed to act fast if it wanted to preserve a mix of commercial activities on Main Street. “We wanted to squelch the idea before it was actually proposed because we were afraid that if it was proposed, it would be approved,” she said.

The association needed a silver bullet — and Thorsteinson knew exactly where to look. She sought help from the Land Use Initiative of the NATIONAL ASSOCIATION OF REALTORS® (NAR) — one of many instances when REALTOR® associations have turned to an NAR Community Outreach program to address issues related to commercial real estate.

The Land Use Initiative provides associations with expert opinion and guidance from the law firm of Robinson & Cole. SAR received a set of talking points that made a strong case against banning ground-floor offices.

“That made us look like the authority on the issue when we talked to members of the community, the town council, the economic development commission and others,” Thorsteinson said. “Ultimately, the issue became so contentious that it just went away and never came back.”

## *Portland, ME*

THE MAINE COMMERCIAL ASSOCIATION of REALTORS® (MCAR) is a key player in an effort to establish a rail connection between the state’s two largest population centers — Portland and Auburn/Lewiston. Using 30 miles of idle track, the Smart Growth Mobility Project /Maine Rail

Transit Coalition is working to connect people to job centers.

MCAR secured a \$15,000 Smart Growth Action Grant from NAR that allowed the diverse coalition of developers, environmentalists and public officials to complete an important study and seek necessary changes in transportation funding and land-use planning policies. The goal is to create a sustainable transit system that will increase land values, connect thriving economic hubs and encourage transit-oriented development that creates compact, walkable communities.



“The \$15,000 NAR grant probably advanced this project five years,” said Tony Donovan, an MCAR board member. “It helped us finish the business plan and get everyone involved. What is really exciting is that the developers of the land — that is the REALTORS® — and the protectors of the land — the Sierra Club — are working together on this project.”

## *Hays, KS*

THE CITY OF HAYS, KANSAS, is small, but the population has grown 30 percent over the past 40 years to 21,000, straining the city’s stock of affordable housing. Demand from retirees, young healthcare and education professionals and students at Fort Hays State University — which closed some of its dorms — is outstripping supply.

The Hays Board of REALTORS® (HBR) obtained a \$2,000 Housing Opportunity Grant from NAR to help conduct a survey of the community’s housing needs and identify possible

solutions. While the survey focused on the need for affordable housing, the issue affects commercial real estate as the shortage of places for workers to live discourages businesses from expanding to the Hays area.

Some of the possible solutions to the housing shortage also involve commercial real estate, including using the upper floors of downtown commercial buildings for housing and creating a Core to Campus Corridor where housing would be within easy walking distance of the university, downtown and a busy shopping district. “It’s time we look at these opportunities and see if we need to do something different as a city,” said HBR member Lyn Klein.

## Seville, OH

LIKE MANY HISTORIC SMALL TOWNS, the village of Seville, Ohio (population 3,000), needed a new blueprint for the future. Now it has one with help from a \$15,000 Smart Growth Action Grant to the Medina County Board of REALTORS® (MCBR) from NAR.

The grant paid for an assessment by the National Trust Main Street Center (NTMSC), which helps communities determine how to revitalize their traditional downtowns and commercial districts. An NTMSC assessment team focused on three specific areas of concern for Seville: two brownfields at the edge of downtown; empty ground-floor retail spaces in the downtown core; and the closing of a 68,000-square-foot school built in 1916.

The team produced a 36-page report with dozens of recommendations. Within five months, progress was made in all three areas of concern — including establishing a business-friendly historic district downtown, pursuing grants to evaluate the brownfield sites and attracting an investor to redevelop the school into a mixed-use project.

“They gave us the blueprint in how to go forward,” said Rick Stallard, MCBR member and village councilman. “We have been following those steps, implementing them one at a time,

and it’s really starting to pay off. There’s a resurgence and things are going in the right direction again.”

## Atlanta, GA

THE ATLANTA COMMERCIAL BOARD OF REALTORS® (ACBR) used a \$10,000 Smart Growth Action Grant from NAR to jump start planning for transit-oriented development at a rail station. The grant helped pay for a charrette — a planning workshop where various constituents gathered to develop a common vision for a



Metropolitan Atlanta Rapid Transit Authority (MARTA) station in suburban Edgewood.

With a large but an underutilized parking lot, the seven-acre site was ripe for redevelopment. Armed with market data supplied by ACBR, charrette participants came up with a live/work play design featuring multi-story apartment buildings, shops, restaurants, a parking garage and central commons.

ACBR’s role didn’t end with the conclusion of the charrette. “We didn’t want to complete the design and have it sit on a shelf,” said Robert Broome, who was the ACBR’s government affairs director at the time. “The board lobbied to ensure that the Edgewood final report was incorporated into the city’s comprehensive development plan.” ☺

► For information on NAR’s Community Outreach Programs and how they can help commercial real estate in your local market please visit <http://bit.ly/NAROutreach> or contact Joe Molinaro at [jmolinaro@REALTORS.org](mailto:jmolinaro@REALTORS.org).

# Top 10 Issues

## Affecting Real Estate Today

BY: SCOTT MULDAVIN, CRE

SENIOR ADVISOR, THE ROCKY MOUNTAIN INSTITUTE  
2013 CHAIR, CRE EXTERNAL AFFAIRS COMMITTEE

INTEREST RATE RISK, HEALTH CARE DEMAND, ENERGY AND TECHNOLOGY CHANGES ARE AMONG THE MOST IMPORTANT AND EVOLVING ISSUES IMPACTING REAL ESTATE ACCORDING TO THE COUNSELORS OF REAL ESTATE® (CRE®). THIS LIST, DEVELOPED BY THE COUNSELORS' EXTERNAL AFFAIRS COMMITTEE, IS ADJUSTED ANNUALLY IN RESPONSE TO GLOBAL ECONOMIC CONDITIONS AND DOMESTIC PRIORITIES.

### 1. Low Interest and Capitalization Rate Risks:

Historically low interest rates have propelled the economy and commercial property values—and debate continues about how fast—not if—interest rate and prices will adjust, making this the top issue in the market today.

### 2. Health Care: Market Transition Creates Opportunity.

Demand for medical services and facilities are finally reaching a point of dramatic growth, and expanded health insurance coverage will provide further impetus for change and growth.

### 3. Capital Markets

**Resurgence:** After resurgence in 2012, commercial transaction volume is up significantly in 2013, and projected to increase in 2014, in line with forecast debt availability by banks, life insurance and conduit lenders. Are we heading to another cliff, or will reduced new supply, economic growth and lessons learned be enough?

**4. Event Risks:** Event risks, like the Russian Debt Crisis, 9/11, Katrina and others have been key determinants of market performance in the past 15 years. The potential for event risk—European economic malaise, US political risk, Arab Spring, North Korea—is so high the potential for an event makes the list.

**5. Effect of Climate Change/Weather on Coastal Properties:** Superstorm Sandy was a game changer. Changes to the National Flood Insurance program for 5.5 million homes and businesses in special hazard zones are raising rates to cover the “true” risks and costs. Insurance in some cases is rising ten-fold. Ongoing flood map changes create uncertainty for many communities.

**6. Echo Boomer Housing Demand:** The 80 million people born between 1982 and 1995 are changing historic demand preferences, often preferring smaller urban multi-family dwellings over suburban homes and mortgages. Heavy student loan debt and job uncertainty contribute to these preferences. The US is the only developed country with such a large echo boom—will demand preferences return to historic norms when Gen X or Y have children of their own?

**“The potential for event risk—European economic malaise, US political risk, Arab Spring, North Korea—is so high the potential for an event makes the list.”**



**7. Increased U.S. Natural Gas Mining and Reserves:** US oil production is up 75% from 2008 and gas is up 25% from 2006. Potential reserves from the Monterey Shale formation in CA and other sources have made the US more energy independent. However, while energy production increases employment in regions where resources are plentiful, many communities are pushing back due to the risk of boom-and-bust local economies and environmental degradation. This debate bears watching and will be an important determinant in regional winners and losers—although the story is a bit more complex than often suggested.

**8. Global Real Estate Growth and Risk:** Emerging markets present both investment and development opportunities – and risks. Foreign investment in the U.S. is strong and is moving toward secondary markets as the U.S. continues to be viewed as a safe haven.

**9. Impact of Technology on Office Space:** Office space per worker declined 22% from 2010 to 2012, according to CoreNet global as a result of changing worker preferences and new mobility and office technology that have redefined the productive workplace

**10. Retail Malaise and Repositioning:** Internet sales could rise from 6.5% today to exceed 15% of sales by 2020. Already, some categories (books, music, office supplies) top 40%. Smaller neighborhood stores and those in poor locations will struggle. Savvy leasing companies are repurposing space when retailers downsize. This can create residential turnover as the changing role of community retail transitions. 

 Learn more about these issues and other topics throughout the year by visiting [www.cre.org/external\\_affairs](http://www.cre.org/external_affairs).

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