



CRE News - Exclusive News for CBOR, CRE Pros, and CPIX Members!

Issue #1 - April 16th, 2024

Events

Trending in CRE

Register for [Trending in CRE 2024](#) at Comerica Park before the late registration fee kicks in on April 19th! We are excited to team up with the CCIM Michigan Chapter to bring you an all-star lineup of speakers. Come to our first annual Trending in CRE event for the networking and CRE industry updates. Details, speakers, and registration [here](#). CBOR, CRE Pros, and CCIM Michigan Chapter members all receive a discount on registration.

CCIM Core Courses

CI 102 starts on April 29th in Southfield. CI 101 is NOT a prerequisite. One of CCIM's most innovative core courses, CI 102 shows you how to deploy "big data" and the most advanced digital tools to assess critical issues like market demand, location facility, and supply-chain strategy. In CI 102 you'll work with four case studies covering each of the major property types: office, industrial, multifamily, and retail. After completing this course, you will be able to: apply Market and Competitive Analysis, Political and Legal Analysis, Location and Site Analysis, and Financial Analysis to make fundamental investment decisions; perform state-of-the-art geospatial analyses; and forecast future demand and opportunities for investment. More details and registration link [here](#).



CBOR Member News

Code of Ethics

As a REALTOR® member, you are required to take the National Association of REALTORS® Code of Ethics training. The current cycle deadline is December 31, 2024.

REALTORS® are required to complete ethics training of at least 2 hours, 30 minutes of instructional time. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®. There is a commercial-specific option.

You can check your status and complete training online for free by visiting NAR's website: <https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/code-of-ethics-training>

NAR Settlement

Some of you have been following the NAR commission settlement. We don't anticipate seeing effects in the commercial industry and have received communication from NAR stating the same. This applies to MLS users and we do not operate an MLS. Our [CPIX.net](https://www.cpix.net) property database is a "CIE" (Commercial Information Exchange). We are not required to follow MLS rules, and have not done so in the past.



CBOR and CRE Pros NEWS

CBOR Con Ed

CBOR's 2024 online on-demand continuing education classes are on the way! We recorded our in-person 6-hour event on March 15th and are working on getting everything loaded on [CPIX](#). The six hours include the new Fair Housing credit, now required every year going forward.

Recording a live event isn't easy, as expected. We experienced the typical in-person mic issues and bloopers that you will see in the videos. However, the quality of the education has not been compromised and you can watch the videos at your convenience. CBOR and CRE Pros members receive a significant discount on the 6-hour Bundle.

Keep an eye out for announcements that the classes are available!

CRE Pros Membership

Many of you still ask what is "CRE Pros"? CRE Pros is our company for non-REALTORS®. No REALTOR® rules, less expensive, and great benefits including discounts on CPIX membership, Con Ed, and events. We launched this company for those that are not interested in REALTOR® membership but want to be engaged with the services and benefits that we provide locally.

For more information or for help understanding if CRE Pros a good fit for you and your company, contact Nancy: nancy@cbor.net or 810-603-0676



CPIX News

CPIX Technology

Our new Moody's CRE technology has been well received and we are excited to share that we have a full Moody's research team managing data. CPIX now contains research level data for every commercial address. Our staff researcher, Jesse, has moved into a Quality Assurance role and is now checking the data that Moody's is managing.

Our number one goal is to have the most accurate data set available. Together, we can ensure that we have a quality site with quality data. If you have questions, corrections, or find something missing, we want to know! Reach out to Jesse: jesse@cbor.net.

CPIX Tip of the Month

Verify Your Listings

Don't forget you need to verify your listings every 30-45 days or they will be removed from search results! This is to keep the data as accurate as possible. Verifying your listings is easy to do!

Continued on Next Page



Step 1: Click on "Manage My Listings" on your dashboard

 This is a screenshot of the user dashboard. It contains several sections:

- Search:** A search bar with the placeholder text "Search by keyword...". Below it are two columns of filters: "Search Properties" (For Lease, For Sale, For Sale/Lease, New Listings (1 day), New Listings (7 days), New Listings (30 days), All Properties) and "Search Transactions" (Sold, Leased).
- My Listings:** A section with a blue arrow pointing to the "Manage My Listings" link. Other links include "Add a Listing", "View Traffic", and "View Leads".
- Business Opportunities:** Links for "Search Business Opportunity Listings" and "Manage my Business Opportunity Listings".
- Broadcast Email:** Links for "Send a Listing Broadcast", "Post a Need/Want", and "Adjust my Email Preferences".
- Reports:** A link for "Generate a Report".
- Help:** Links for "Tutorials & Guides", "View my Profile", "Change Password", and "Hide Current Member Alert".
- Documents & Links:** Links for "CRE Education", "CRE Forms", and "Events".
- CPIX News!** A news section with a CPIX logo and text: "CPIX fees will increase \$5 per month beginning July 1st. This will be reflected in your 3rd quarter invoices." Below this is a registration notice for "Trending in CRE" on May 9th.

Step 2: Click on "Verify Listings"

 This is a screenshot of the "Listings for Brad M. Viergever" page. At the top right, there are several buttons: "+ Add a Listing", "Verify Listings" (circled in blue with an arrow pointing to it), "Export Listings", "View Leads", and "View Traffic". Below the buttons is a filter bar with checkboxes for "Active", "Leased", "Sold", "Withdrawn", "Expired", "Hold", "Outdated", and "Expand All". The main content is a table of listings:

Image	Address	Property Type	Building Size	Land Size	Action
	21000-21010 Trolley Industrial Dr. Trolley Industrial Park 21000 - 21010 Trolley Industrial Dr	Industrial Warehouse/Distribution Existing Bldg status	211,000 SF Building	13.61 Acres Land	Show 1 Listing
	3000 Miller Rd	Industrial Manufacturing Existing Bldg status	342,250 SF Building	17.30 Acres Land	Show 1 Listing
	35660 Clinton St	Industrial Warehouse/Distribution Existing Bldg status	138,700 SF Building	6 Acres Land	Show 1 Listing
	1721 W. Pleasant Street	Industrial Warehouse/Office Existing Bldg status	134,157 SF Building	7.34 Acres Land	Show 1 Listing
	Van Born Road	Land	2319 Acres Land	M-1 Zoning	Show 1 Listing



Step 3: Click on "Verify All"

MOODY'S Search Lists Reports Email My Listings Help Brad M. Viergever

Please view the spaces listed for the properties below, ensure each is up-to-date and accurate, then click "Verify". We require all listings be verified once a month.

Listings for Brad M. Viergever

	12680 Delta St. Metro Telegraph Industrial Park 12680 Delta St Taylor, MI	Industrial Warehouse/Office Existing Bldg status	20,353 SF Building 1.09 Acres Land	Add Listing	Hide 1 Listing
Industrial For Sale		Available	20,353 SF \$1,587,534 Brad M. Viergever	Last verified 4/10/2024 Verify Edit View	
	1578 - 1732 Howard St 1578 - 1732 Howard Street Lincoln Park, MI	Industrial Warehouse/Distribution Existing Bldg status	277,402 SF Building 8.84 Acres Land	Add Listing	Hide 1 Listing
Industrial For Lease		Available	277,402 SF \$5.95 Annual/SF Steven G. Gordon	Last verified 4/10/2024 Verify Edit View	
	Ecorse Road Midfield Technology Park Ecorse Road Romulus, MI	Land	63.56 Acres Land R-1A Zoning	Add Listing	Hide 1 Listing
Land For Sale		Available	63.56 Acres \$1,903,800 Brad M. Viergever	Last verified 4/10/2024 Verify Edit View	
	E Dunbar Rd E Dunbar Rd Monroe, MI	Land	16.60 Acres Land	Add Listing	Hide 1 Listing
Land For Sale		Available	16.60 Acres \$595,000 Brad M. Viergever	Last verified 4/10/2024 Verify Edit View	

Note: Company Admins can also verify all listings

CRE News Pet of the Month



CBOR Mascot, Buster, relaxing after a hard day at the office. CEO Nancy Allen's Pom-Chi Buster likes to boss around his brothers (keep an eye out for their pictures in future issues) and pretend he is 10 times his size!

Interested in having your pet featured in the next issue of CRE News? Send a high quality picture, owner and pet name, and two sentences describing your pet to Kosta: kosta@cbor.net



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Any Questions? Contact Nancy:

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