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CRE News - Exclusive News for CBOR, CRE Pros, and CPIX Members! Issue #1 - April 16th, 2024

Events

Trending in CRE

Register for <u>Trending in CRE 2024</u> 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 <u>here</u>. 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 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 <u>CPIX</u>. 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

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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 guestions, corrections, or find something missing, we want to know! Reach out to Jesse: jesse@cbor.net.

CPIX Tip of the Month

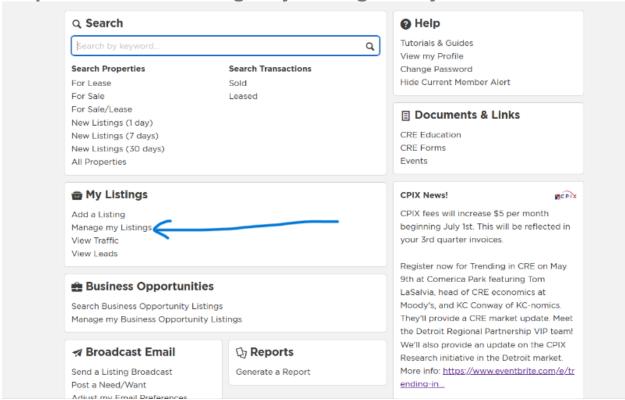
Verify Your Listings

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!

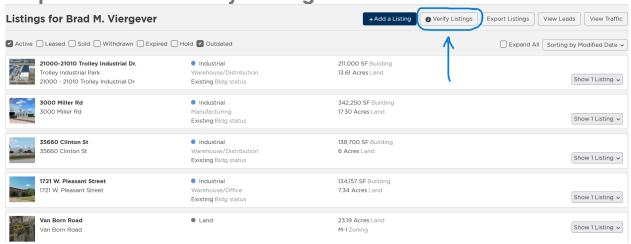
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Step 1: Click on "Manage My Listings" on your dashboard

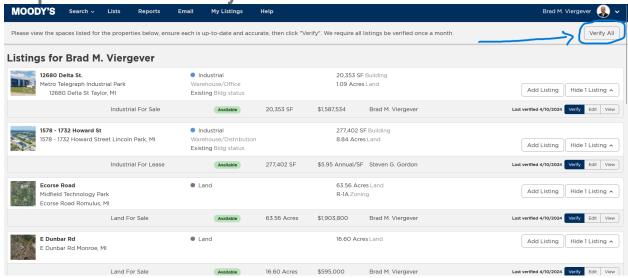


Step 2: Click on "Verify Listings"





Step 3: Click on "Verify All"



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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Trending in CRE

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Any Questions? Contact Nancy: nancy@cbor.net
810-603-0676