



## **CRE News - Exclusive News for CBOR, CRE Pros, and CPIX Members! Issue #2 - May 16th, 2024**

### **CBOR and CRE Pros News**

#### **CBOR Con Ed**

CBOR's 2024 online on-demand continuing education classes are now available!

We recorded our in-person 6-hour event on March 15th and now have everything loaded on [CPIX.net](https://www.cpix.net) in the Education Tab. The six hours include the new Fair Housing credit, now required annually going forward. Recording a live event isn't easy! 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. Reach out to Nancy for the coupon to receive the discount.

If you are confused by the con ed requirements/deadlines with all of the recent changes, reach out to Nancy and she'll advise and assist: [nancy@cbor.net](mailto:nancy@cbor.net) or 810-603-0676.



## CBOR and CRE Pros News Continued

### 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.

We are excited to work on a new initiative specifically for CRE Pros. When companies join CRE Pros that are part of the service industry (banks, title, environmental, attorneys, etc.) they will have the unique opportunity to promote their services to the brokerage community. We will highlight these companies at events, hold a dedicated “service provider” event, add their logo to the CRE Pros web page, and promote them to new and current members throughout the year.

CRE Pros members also receive benefits like discounts on event registrations, CPIX membership, and more when applicable.

If you are interested in serving on a “task force” to develop benefits of this initiative or participating as a member, reach out to Nancy: [nancy@cbor.net](mailto:nancy@cbor.net) or 810-603-0676.



## CPIX News

### Lynn Perry has Retired!

After serving as CBOR's Director of Finance and Membership for over 15 years, Lynn has retired. Lynn was instrumental in building CBOR, CPIX, and CRE Pros alongside CEO Nancy Allen. Together they created and managed (while working remotely) a robust financial system that included multiple membership types for many companies and projects.

Before retiring, Lynn helped establish a full financial setup for the CCIM Michigan Chapter. CBOR took over the administration of the Chapter in January of 2023. This project included switching from outsourcing financial services, to internally controlling all invoicing and payments. Lynn also created a system for timely monthly financial statements for the Chapter. CBOR, CRE Pros, CPIX, IRED, and CCIM Michigan Chapter have all benefited from Lynn's expert financial knowledge.

The good news is that CBOR hired Kim Finch, Lynn's daughter! After well over a year in training, Kim has picked up right where Lynn left off. We are excited to have Kim on the team and know that she will continue to maintain the systems that have been established throughout the years. Kim is married and has one daughter, River, and lives in Holt.

We wish Lynn the best of what retirement has to offer and know that she will be spending her time either on a horse or on a boat. See Lynn and Marty below in our Pet of the Month.



## **CPIX News Continued**

### **CPIX Fees Increase**

As of July 1st, CPIX monthly fees will increase by \$5 per month for all CPIX members. As a nonprofit association, the value to our members is always the first priority and we only raise fees when absolutely necessary to cover the services we provide. We do not anticipate the need to increase fees any time soon as we do have our pricing locked in with Moody's CRE through 2026.

Schedule your CPIX demo today! [Nancy@cbor.net](mailto:Nancy@cbor.net) or 810-603-0676

## **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>

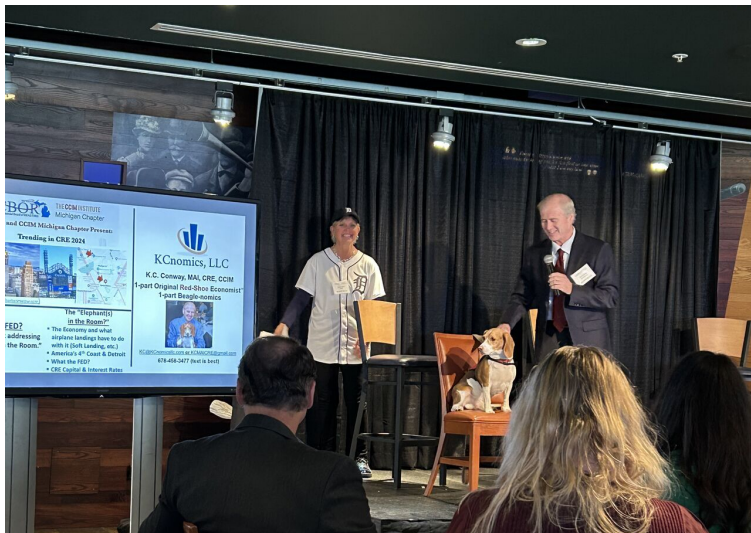


## Events

### Trending in CRE

Trending in CRE 2024 at Comerica Park was a Grand Slam! KC Conway & Charlie Beagle, Tom LaSalvia, and Jeff Zupancic provided relevant and insightful information to everyone involved in CRE. Deputy Mayor Todd Bettison hit a home run talking about the Detroit comeback and things to look for in the future. Everyone had fun trying to come up with the best baseball pun at the event. The Tiger Club proved to be an extraordinary venue with sponsor logos displayed on the Scoreboard throughout the event. Con Ed, great food, great speakers, and networking made this one of the best events in 2024.

We'll be back in 2025!





# CPIX Tip of the Month

## Changing Property Parcels

Every listing has a Property Parcel. If it is incorrect or needs to be adjusted you can make that happen with little time or effort. On the edit listing page for any listing, there is the menu to the left with different fields that can be clicked on. The very last one is the Property Parcel.

Click "Property Parcel" or scroll all the way down to the bottom of the page to the parcel boundary of the property

This is a screenshot of the MOODY'S web application interface for editing a listing. At the top, there is a dark blue navigation bar with the MOODY'S logo and menu items: Listings, Transactions, Companies, Members, Member Types, and Help. On the right side of this bar, the user's name "Jesse Kapellas" and a profile icon are visible. Below the navigation bar, there is a breadcrumb trail: "Property/Building" &gt; "Listings" &gt; "+ Add Listing". To the right of this trail are buttons for "View All Listings" and "Back". The main content area shows a listing for "800 E Newport Rd, Frenchtown Township, MI 48166". Below the address is a dropdown menu showing "Land For Lease 800 E. Newport Road 36.35 Acres". There are buttons for "View", "Verify", "Duplicate", and "Request Listing Removal". To the right of the address, it says "About Listing #40311454" and "Active Public", with a "See details" link. On the left side, there is a sidebar with a search field "Search fields by name..." and a list of menu items: "Basic Information", "Physical Characteristics", "Lease Information", "Comments", "Tenants", "Agents", "Media", and "Property Parcel". A blue arrow points to the "Property Parcel" item. At the bottom of the sidebar are "Cancel" and "Save" buttons. The main content area is titled "Basic Listing Information" and contains various form fields: "Status" (set to "Available" with a "Change Status" button), "Primary Use" (set to "Land"), "Secondary Uses" (with "Specialty" dropdown), "Current Uses", "Investment", "Owner Occupied" (radio buttons for "Yes" and "No"), "Title" (set to "800 E. Newport Road"), "Specific Address", "Specific City", "Tags" (set to "#tag1 #tag2"), "List Date" (set to "10/06/2020"), "Expiration Date" (set to "10/06/2024"), "Available Date" (set to "MM/DD/YYYY"), and "Possession".

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You can hide the parcel map altogether by clicking "No" as shown here in the parcel boundary of the property, as seen here.

Search fields by name...

- Basic Information
- Physical Characteristics
- Lease Information
- Comments
- Tenants
- Agents
- Media
- Property Parcel

Cancel Save

**Common Listing Photos**

These will be displayed on all of your company's listed spaces for this property and are typically exterior photos. These common photos are controlled by the primary agent's company Signature Associates. Please get in touch with them for any adjustments.

This is the primary listing photo. It will be the default photo on the property in search results and detail views.

**Property Parcel**

If this parcel boundary doesn't accurately reflect this listing, please [let us know](#). You can hide it from your listing presentation using the option below.

Hide Parcel Map?  Yes  No

**Photos for this specific listed space**

These will be displayed only on this listed space and typically include interior photos.

There are no photos to display.

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To get a parcel adjusted, you can click on the blue "let us know" text and submit a request from there. However, the fastest way to get parcel changes made is to email the Moody's Support Team Directly at: [cresupport@moodys.com](mailto:cresupport@moodys.com)

Any Questions? Contact Nancy:  
[nancy@cbor.net](mailto:nancy@cbor.net)  
 810-603-0676

## CRE News Pet of the Month



**Marty and Lynn!**

Marty is Lynn's horse. They have been a team for 9 years, going on trail rides, camp outs, cattle sorts, and horse shows. Now that Lynn is retired they look forward to many more adventures together.

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](mailto:kosta@cbor.net)