



CRE News - Exclusive News for CBOR, CRE Pros, and CPIX Members! Issue #4 - Monday, August 19th, 2024

CBOR and CRE Pros News

CBOR Con Ed 2025

Save the Date! Friday, March 14th in Southfield

Based on attendee feedback, we are excited to head back to the Southfield Marriott for our 2025 live event! We will, once again, record the classes so that they will be available in our on-demand Con Ed library for those that prefer to watch the videos at their convenience.

Please save the date - **Friday, March 14th, 2025** and watch for updates. Registration opens in January!

Still Need Con Ed for 2024?

Don't forget that you can still take all of our classes online here: [CBOR Con Ed](#). These classes can be watched on any device after you have purchased them and you can pause to return to them later to resume.

We'll assist if you don't understand what you still need based on your license renewal date. Shoot an email over to [Nancy](#) and she'll look up your license and education record before replying with options.

CBOR and CRE Pros Members receive \$50 off of the annual 6-hour Bundle. Ask for the coupon code if you missed it in the con ed emails that we have sent out.



Seeking Speakers and Topics!

Let us know if you are interested in teaching a class in 2025 or if you would like to request a fresh topic. Our volunteer instructors usually make a lot of client connections and they often create life-long working relationships.

Seeking Sponsors!

Sponsors help our CBOR and CRE Pros licensees attend the event at a reduced cost. With almost 100 attendees at our March 2024 all-day event there is a lot of value for companies interested in sponsoring the event. We provide a table in the room and time at lunch for sponsors to highlight their company and services. Sponsor early to ensure that your logo is on all of our promotional materials before and during the event!

Contact Nancy: nancy@cbor.net or 810-603-0676.

Code of Ethics Deadline is 12/31/2024 (Applies to CBOR Primary members ONLY)

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>



CBOR Releases NEW Transaction Form: Amendment to Purchase Agreement

CBOR's Transaction forms are free to Members and they are downloadable on CPIX.net (when logged into the property database).

Forms are located directly on the Member Dashboard.

 The screenshot shows the member dashboard for Jeffrey Trepeck. At the top left, it says "Hello, Jeffrey Trepeck". On the top right, it says "Brought to you by: CPIX" with the CPIX logo. The dashboard is divided into several sections:

- Search:** A search bar with the placeholder "Search by keyword...". Below it are two columns: "Search Properties" with options like "For Lease", "For Sale", "For Sale/Lease", "New Listings (1 day)", "New Listings (7 days)", "New Listings (30 days)", and "All Properties"; and "Search Transactions" with options "Sold" and "Leased".
- My Listings:** A section with a folder icon and options: "Add a Listing", "Manage my Listings", "View Traffic", and "View Leads".
- Business Opportunities:** A section with a briefcase icon and options: "Search Business Opportunity Listings" and "Manage my Business Opportunity Listings".
- Help:** A section with a question mark icon and options: "Tutorials & Guides", "View my Profile", and "Change Password".
- Documents & Links:** A section with a document icon and options: "CRE Education", "CRE Forms" (highlighted with a red box), and "Events".
- Tutorial Video:** A video player showing a tutorial titled "Manage Photos" by Moody's Analytics Catalyst. The video player has a play button and various control icons.

If you are a CBOR Member but don't have a CPIX membership, we can still provide access to download the forms. For Non-members: Forms are also available for purchase here: <https://cpix.net/product-category/documents/>

A special Thank You to CBOR Director, Gregg Nathanson of Couzens Lansky, for leading the Forms Committee!



What is “CRE Pros”?

There are two sides to CRE Pros - a solution for Real Estate Licensees AND an opportunity for Industry Service Providers.

For Real Estate Licensees: CRE Pros is our company for non-REALTORS®. No REALTOR® rules, lower cost, and great benefits - including discounts on CPIX membership, Con Ed, and events. We launched this company for real estate licensees that are not interested in REALTOR® membership but want to be engaged with the services and benefits that we provide. Annual membership is **\$295 per individual**.

For Industry Service Providers: When companies join CRE Pros that are part of the service industry (banks, title, environmental, attorneys, etc.) they will have the opportunity to promote their services to the brokerage community. We will highlight CRE Pros companies at events, add their logo to the CRE Pros web page, promote them via social media, and include them in our new Service Provider Directory. These companies are also perfectly poised to teach con ed classes and provide articles for our newsletters. CRE Pros members also receive discounts on event registrations, CPIX membership, and more. Annual membership is **\$295 per company**.

We are currently extending an offer for free membership through the remainder of 2024 for new company service providers if they pay for 2025 when sending in the [application](#).

Questions? Reach out to Nancy at hello@crepros.net or 810-603-0676.

[CRE Pros Membership Application](#)
[CRE Pros Service Provider Flyer](#)

Featured CRE Pros Service Providers!



oswald

A UNISON RISK ADVISORS Company





CBOR News

Data

We continue to work on cleaning up the data set within CPIX, particularly in Southeast Michigan. We've made a lot of progress but still have more work ahead of us.

We do offer assistance to companies that would like help maintaining their data in CPIX. Reach out to Jesse: jesse@cbor.net to put a plan in place. We also offer free Company Administrative accounts to companies that want to have a direct portal to manage their listings – even if the company isn't a member.

Our goal has not shifted: ALL active listing data in CPIX for members to access when they log in.

CBOR Tip of the Month

Important Industrial Fields that are Often Missed!

Please remember to add important fields of information to the property records before finalizing your listing presentation.

Property Records ARE editable.

You should always check the property record attached to your listing for accuracy and request changes if necessary.

Continued on Next Page



Property Record View

Search fields by name...

- Basic Information
- Location
- Building Details
- Industrial Information
- Land & Utilities
- Contacts
- Media

Cancel Save

Owner Occupied	<input type="radio"/> Yes <input type="radio"/> No	Cleanroom	<input type="radio"/> Yes <input type="radio"/> No
Number of Tenants	<input type="text" value="#"/>	Wetlab	<input type="radio"/> Yes <input type="radio"/> No
Total Parking	<input type="text" value="0"/>	Water Frontage	<input type="text" value=""/> # ft
Covered Parking	<input type="text" value="Covered"/>	Expenses	\$ <input type="text" value=""/> \$/SF/Year ▾
Uncovered Parking	<input type="text" value="Uncovered"/>	CAM Expenses	\$ <input type="text" value=""/> \$/SF/Year ▾
Parking Ratio	<input type="text"/>	Legal Desc.	COMM AT THE SW COR OF NE 1

Industrial Information

Ceiling Height	<input type="text" value="Min-Max ft"/>	Column Spacing	<input type="text" value="# ft wide - # ft deep"/>
Cranes	<input type="text" value="Yes"/> #	Yard	<input type="text"/>
Desc. of Cranes	<input type="text"/>	Fenced	<input type="text"/>
Crane Tonnage	<input type="text" value="Min-Max Ton"/>	Paved	<input type="text"/>
Dock High Doors	<input type="text" value="No"/>	AMPs	<input type="text" value="AMPs"/>
Grade Level Doors	<input type="text" value="Yes"/> 19	Volts	<input type="text" value="Volts"/>
Cross Dock Doors	<input type="text" value=""/> #	Phase	<input type="text" value="Phase"/>
Rail Doors	<input type="text" value="No"/>	Wires	<input type="text" value="Wires"/>
Bay Depth	<input type="text" value="## ft"/>		

Land & Utilities

Land Size	<input type="text" value="17.3 Acres"/>	Has Natural Gas?	<input type="text"/>
Lot Size	<input type="text" value="Lot Width ft"/> <input type="text" value="Lot Depth ft"/>	Natural Gas Provider Type	<input type="text"/>

Don't stop there! Make sure to add important building details to the property record as well as the listing presentation. It's critical for everyone searching to see important Industrial building details like ceiling height, cranes, loading docks, number of dock doors, etc.

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Make sure you are truly marketing your listing by providing full details for everyone, including economic development and investors! Remember that we have an outreach that is much broader than just the CPIX members.

Listing View

Covered Parking Paved

Search fields by name...

Basic Information

Physical Characteristics

Industrial Information

Lease Information

Utilities

Comments

Tenants

Agents

Media

Property Parcel

Cancel

Save

Industrial Information

Office Rent	<input type="text" value="\$Min-Max"/>	<input type="text" value="\$/SF/Year"/>	RD Description	<input type="text" value=""/>
Shell Rent	<input type="text" value="\$Min-Max"/>	<input type="text" value="\$/SF/Year"/>	Has Rail Service	<input type="radio"/> Yes <input checked="" type="radio"/> No
Industrial Office SF	<input type="text" value="Min-Max SF"/>		Heated	<input type="radio"/> Yes <input type="radio"/> No
Industrial Shell SF	<input type="text" value="Min-Max SF"/>		Air Conditioned	<input type="radio"/> Yes <input type="radio"/> No
Mezz. Office SF	<input type="text" value="Min-Max SF"/>	<input type="text" value=""/>	Warehouse HVAC	<input type="radio"/> Yes <input type="radio"/> No
Mezz. Unfin. SF	<input type="text" value="Min-Max SF"/>	<input type="text" value=""/>	Standard Electric	<input type="radio"/> Yes <input type="radio"/> No
Ceiling Height	<input type="text" value="39 - 113 ft"/>		Heavy Electric	<input type="radio"/> Yes <input type="radio"/> No
Column Spacing	<input type="text" value="# ft wide - # ft deep"/>		Amps	<input type="text" value=""/>
Has Crane	<input type="radio"/> Yes <input type="radio"/> No		Volts	<input type="text" value=""/>
Number of Cranes	<input type="text" value="3"/>		Phase	<input type="text" value=""/>
Crane Tonnage	<input type="text" value="Min-Max Ton"/>		Wires	<input type="text" value="#"/>
Dock High Doors	<input type="text" value="No"/>	<input type="text" value=""/>	Sprinklers	<input type="radio"/> Yes <input type="radio"/> No
DHD Description	<input type="text" value=""/>		ESFR Sprinklers	<input type="radio"/> Yes <input type="radio"/> No
Grade Level Doors	<input type="text" value="Yes"/>	<input type="text" value="5"/>	CMDA Sprinklers	<input type="radio"/> Yes <input type="radio"/> No
GLD Description	<input type="text" value=""/>		CMSA Sprinklers	<input type="radio"/> Yes <input type="radio"/> No
Cross Dock Doors	<input type="text" value=""/>	<input type="text" value="#"/>	Cleanroom	<input type="radio"/> Yes <input type="radio"/> No
CDD Description	<input type="text" value=""/>		Wet Lab	<input type="radio"/> Yes <input type="radio"/> No
Rail Doors	<input type="text" value=""/>	<input type="text" value="#"/>		

Questions? Contact nancy@cbor.net or 810-603-0676



Events

Generative AI Workshop for CRE Professionals

Presenter: Jeff Zupancic, business and AI consultant at [Mosaic Business and AI Consulting](#)

Here is your invitation to attend this engaging workshop designed for beginners eager to explore leveraging Generative Artificial Intelligence in Commercial Real Estate. This hands-on session requires just your laptop and a readiness to learn simple, yet effective AI tools. Our approachable program helps you dip your toes into the generative AI pool and start seeing tangible outcomes without prior expertise.

Throughout the workshop, you'll learn about the core elements of AI and how they apply to real-world scenarios in a straightforward manner. We will also address the important ethical and legal issues that accompany the adoption of AI in CRE, ensuring you understand both the capabilities and boundaries of these technologies. Perfect for those looking to upskill gently, this workshop is your gateway to leveraging AI in your professional life without overhype.

As this is an intimate, hands-on workshop, space is limited. REGISTER TODAY: [Generative AI Workshop for CRE Professionals Registration, Thu, Sep 12, 2024 at 10:00 AM | Eventbrite](#)



CCIM Michigan Chapter's CI 101- October 7th, 2024

CI 101 is a bedrock class for real estate practitioners at a time when risk mitigation, pricing, and cycle assurance have become critical to investors. CI 101 introduces the CCIM Cash Flow Model, a tool for ensuring your investment decisions are based on wise finance fundamentals. During the course, you will learn how to use key financial concepts such as Internal Rate of Return (IRR), Net Present Value (NPV), Cap Rate, Capital Accumulation, and the Annual Growth Rate of Capital to compare different types of commercial real estate investments.

This course will teach you how to:

- make informed investment decisions using the CCIM Cash Flow Model;
- measure the impact of federal taxation and financial leverage on the cash flow from the acquisition, ownership, and disposition phases of real estate investment; and
- use real estate analysis tools to quantify investment return.

[Register Here](#)



CRE News Pet of the Month

CBOR Family Pet, Bab!

Bab, AKA Babigail is the oldest CBOR family pet at ten years old! Babigail is a talker, you can often find her chatting up Kosta or chirping at the birds while lounging in the sun. She survived a major surgery to remove a massive bezoar (hair ball) from her stomach this year and has made a full recovery, back to her sassy self.

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



