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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, six associations were awarded this prestigious honor:

- Charlotte Region Commercial Board of REALTORS® — www.crcbr.org
- Denver Metro Commercial Association of REALTORS® — www.dmcar.com
- Memphis Area Association of REALTORS® — www.maan.org
- St. Louis Association of REALTORS® — www.stlrealtors.com
- Sarasota Association of REALTORS® — www.sarasotarealtors.com
- Miami Association of REALTORS® — 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 for a list of boards who are currently accredited.
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

**CONNECTICUT**

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

**DISTRICT of COLUMBIA**

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

**GEORGIA**

**GEORGE MONTE**
AIWFD, CIPS, CRB
COMPANY: Richmont Investment Property Services, Inc.
STATE: California
BOARD NAME: ARCADIA ASSOCIATION OF REALTORS’ INC
AWARD DETAIL: 2012 REALTOR® of the Year

**BRUCE CAGENELLO**
CCIM, CRI
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’ INC
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

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

**CONNECTICUT**

**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

**DISTRICT of COLUMBIA**

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

**COLORADO**

**RETT HARMON**
COMPANY: Duffy Realty
STATE: Georgia
BOARD NAME: WEST METRO BOARD OF REALTORS’ INC
AWARD DETAIL: Visionary Award
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

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

JOHN DOHM
CCIM, SIOR
COMPANY: Infinity Commercial Real Estate Consultants, Inc.
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

FLORIDA

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
CCIM, SIOR
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

ILLINOIS

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

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

KANSAS

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

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

KENTUCKY

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

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

INDIANA

J. STEVEN MARTIN
CCIM
COMPANY: Sperry Van Ness Martin Commercial Group
STATE: Indiana
BOARD NAME: INDIANA COMMERCIAL BOARD OF REALTORS® INC
AWARD DETAIL: 2013 REALTOR® of the Year

J. STEVEN MARTIN
CCIM
COMPANY: Coldwell Banker Residential
STATE: Florida
BOARD NAME: MAINSTREET ORGANIZATION OF REALTORS® INC
AWARD DETAIL: 2013 Committee Chairman of the Year

KANSAS

MARLIN PENNER
COMPANY: John T. Arnold Associates
STATE: Kansas
BOARD NAME: WICHITA AREA ASSOCIATION OF REALTORS® INC
AWARD DETAIL: Jay W. Levine Award
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OKLAHOMA

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

TODD GARRETT
CCIM
COMPANY: Avion 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 Keeseeker
Humanitarian Award

PENNSYLVANIA

JAMES HELSELS
AJWD, CCIM, CPM, CB, CRE, GRI, SIOR
COMPANY: Helzel, Inc. REALTORS®
STATE: Pennsylvania
BOARD NAME: GREATER HARRIS-
BURG ASSOCIATION OF REALTORS®
INC
AWARD DETAIL: 2013 Pennsylvania
Association of REALTORS® REALTOR®
Active in Politics Award

RODNEY ROGERS
ALC
COMPANY: Merlaff Land Company, Inc.
STATE: South Carolina
BOARD NAME: SPARTANBURG
ASSOCIATION OF REALTORS® INC
AWARD DETAIL: 2013 Accredited
Land Consultant of the Year

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

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

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

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

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

TEXAS

RODNEY ROGERS
ALC
COMPANY: Merlaff Land Company, Inc.
STATE: South Carolina
BOARD NAME: SPARTANBURG
ASSOCIATION OF REALTORS® INC
AWARD DETAIL: 2013 Accredited
Land Consultant of the Year

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

TENNESSEE

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

VERMONT

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

WISCONSIN

TROY BRINKLEY
COMPANY: Impeca Commercial and
Land Company
STATE: Virginia
BOARD NAME: HAMPTON ROADS
REALTORS® ASSOCIATION INC
AWARD DETAIL: 2012 Commercial Sales
& Leasing Achievement Award - Platinum

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
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),
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.
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?

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.
The Inland Real Estate Group of Companies, Inc.

At Inland, we specialize in incubating and developing companies that provide real estate and real estate-related services. As a diversified group of independent entities, we successfully leverage our shared group experience and market knowledge to help our various clients and investors. Inland companies cumulatively employ more than 1,400 people nationwide.

INLAND salutes NAR

for its leadership and for being a strong voice for all REALTORS®