



State Meeting Set for Greensboro - October 1 & 2

2009 Officers

Gary Lyons, CCIM—President

Eddie Blanton, CCIM—V.P.

Jane Doggett, CCIM—Treasurer

Jeff Mullis, CCIM—Secretary

Chris Ramm, CCIM—IPP

Board of Directors

Drew Showfety, CCIM, Howard

Hawks, CCIM, John Barker, Jr.,

SIOR, Brian Carr, CCIM, Vijay

Shah, CCIM, Nancy Smith,

CCIM, Marlene Spritzer, CCIM,

George Laney, CCIM, Gina

Hensley, CCIM, Rob Cohen,

CCIM, Steve Rich, CCIM, Mark

Howe, CCIM

Tony Rickard, CCIM—

Foundation President



CCIM's from around the State will converge on Greensboro in early October for the annual Fall Conference

Designees and Candidates are invited to Greensboro on October 1st and 2nd to join in the activities that highlight this year's Fall Conference. Conference Chairman Eddie Blanton, CCIM has produced an action packed agenda catering to all the diverse interest of our membership. "Our goal this year was to offer networking, education and recreation in a two day conference that lends itself to a la carte participation", said Blanton. "Our goal this year is to get 100 participants and intertwine education and networking throughout the two days as well as some pure social time"

Thursday, October 1, 2009

- ◆ 10:45 am: Tee Times at Greensboro Country Club
- ◆ 6 pm—8 pm: Networking Event at Starmount Country Club
- ◆ 9 pm—11 pm: After Hours Billiards and Dart Tournament at Gate City Billiards Club

Friday, October 2, 2009

- ◆ 9:00 am—10:30 am: Site To Do Business Training with John Daniel, CCIM at Greensboro Regional Realtors Association
- ◆ 10:30 am—12:30 pm: Dealmaking Session led Eddie Blanton, CCIM
- ◆ 12:30—Lunch
- ◆ 1:00 pm—3:00 pm: Valuation in today's market with Steven H. Ott, PhD and Dustin C. Read, PhD/JD

Education and Networking

- NC-CCIM State Convention—Greensboro, N. C. October 1-2, 2009—Greensboro Country Club, Starmount Country Club, GRRR Office
- Charlotte Networking Breakfast is the first Thursday of every month at Crown Plaza Hotel
- Triangle Networking Luncheon is the third Thursday of every month at the Sheraton Imperial RTP
- CCIM-IREM Success Series 2009—October 12 to 17, 2009 Honolulu, HI
- November 17-18: Chapter Board of Directors Leadership Retreat—Southern Pines, N.C.

Come for the Education, Stay for the Business



Business Through Networking

CCIM to CCIM Deal Making

Goldsboro, North Carolina, -

Raleigh, North Carolina, July 31, 2009 - Sperry Van Ness, one of the nation's largest commercial real estate brokerage firms, has completed the sale/leaseback of the Wayne Radiology office building, a single story specialty, medical office building, located in the heart of Goldsboro's medical community. The buyer was Tri-South Investments, LLC, a North Carolina corporation. The national marketing campaign launched by Sperry Van Ness resulted in a sale at 98% of list price and at a (new) record price per square foot for a medical office building in Goldsboro. The 5,577 square foot building sold for \$1,100,000, which equates to a price of \$197 per sq. ft. The seller signed a long-term NNN lease with the buyer. The property is located at 2802 McLamb Drive, Goldsboro, North Carolina.

Gary Lyons, SIOR CCIM ALC/Managing Director of Sperry Van Ness in Raleigh, NC represented the seller. Merle White, CCIM. Broker with Commercial USA in Durham, NC, represented the buyer, Tri-South Investments, LLC.



President's Message

Gary Lyons, CCIM, SIOR, ALC

Fellow CCIM's:

It is truly hard to believe that summer is behind us and we are rapidly approaching the fall season, probably the most beautiful time of year in the Carolinas! It is my hope that you have found time this summer to enjoy your family and friends and as a result you are prepared for an active, and prosperous, fall season. I am equally hopeful that our economy, at least at the state level, has seen the worst of the 2007-09 recession and we are beginning the long climb back to a vibrant, growing economy.

There is no question that we will face significant challenges for quite some time in commercial real estate, at least until the credit markets revive and there is a concomitant rebirth of the CMBS market or a viable alternative developed. The thing we are all going to have to keep our eyes on is the increasing potential for inflation as a result of the excessive liquidity that the Federal Reserve injected in to our financial system. Before inflation rears its ugly head, we need to be well prepared to advise our clients on how to best position themselves to deal with this challenge.

We, at the North Carolina CCIM Chapter, continue to strive to deliver value to our constituents as we know that without your continued commitment we could not do the things we do for our membership! Thank you.

Our Board of Directors hopes that you are taking advantage of the many opportunities to engage with our state chapter including the monthly Virtual Deal-making conference calls and the monthly Networking Events (in Charlotte, Raleigh & Greensboro). In addition, our NC-CCIM Annual Conference is just around the corner and is slated for October 1st and 2nd in Greensboro. We have an action packed 24 hours of programs scheduled including Steven H. Ott, PhD & Justin C. Read, PhD/JD with UNC-Charlotte speaking on Valuation in today's market; a highly beneficial short-course on the new Site To Do Business (STDB) website with John Daniel, CCIM; and a rapid-fire deal making exchange lead by Eddie Blanton, CCIM (the 2009 Vice President of our NC-CCIM chapter).

Once again, on behalf of the Board of Directors, I thank you for your support of our CCIM Chapter, winner of the 2008 President's Cup at the CCIM National Conference.

Have a great fall,

Gary Lyons, CCIM, SIOR, ALC
NC-CCIM President (2009)



The World According To

“MONK”

Jeff Mullis, CCIM



Virtual Deal Making Sessions

October 13, 2009

10:00 am

Next Deal Making Session

The virtual deal making sessions being held the second Tuesday of every month are becoming a valuable tool to promote properties as well as gather information from fellow CCIM's. The sessions begin at 10:00 and by using **GoToWebinar**. Participants are able to pitch their deals with a visual aid to all other participants. Each participant has approximately one minute to give their “elevator speech” to the other people on line with them. The session then moves to open haves/wants and market discussion. NC chapter members may submit deals, and the sessions are otherwise open to all CCIM's to participate and share information. Our participation has continued to grow and we are thankful for the opportunity to share deals and market knowledge with one another reports The Monk. In these depressed markets, sharing information and market knowledge helps all of us to keep our edge. We are averaging approximately 20 to 25 participants each month with several others on line with us just to get the market information.

Remaining sessions for 2009 are October 13, 2009; November 10, 2009; December 8, 2009

For more information regarding Virtual Deal Making Session or to register go to

www.nc-ccim.org

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Another Packed House for the Annual FREE-CE Day at Greensboro

There was another jammed-packed house at Greensboro Regional Realtors Association on Friday, September 11, 2009 as the North Carolina CCIM Chapter continued its tradition of providing Free CE for its members. There were over 175 brokers registered for the BICAR and the Mandatory Elective.

Cindy Chandler, CCIM, CRE and the most dynamic educational instructor in North Carolina was in complete command during both the morning and afternoon sessions. Agency was a topic of emphasis again this year, particularly in the curriculum of the BICAR.

More than one broker could be overheard saying, "I really did not realize how important this subject is to our industry and our performance as professionals".

Cindy, a long time member of the NC Chapter, Past President of NCAR as well as National Liason for North Carolina to NAR and NAR-RCA has provided the guidance and instruction for the commercial industry in North Carolina regarding continuing education.

The NC-CCIM Chapter will provide another FREE CE session in early January 2010. Check the website for dates and times as well as to register for future CE and Educational Events.

www.nc-ccim.org



**NC CCIM Chapter
2010 Officers and Board of Directors**

Officers

President	Eddie Blanton, CCIM	Charlotte
Vice President	Jane Doggett, CCIM	Raleigh
Treasurer	Jeff Mullis, CCIM	Hickory
Secretary	Steve Rich, CCIM	Charlotte
Immeidate Past President	Gary Lyons, CCIM, SIOR, ALC	Raleigh

Board of Directors

Three Year Term Ending in 2012

Gina Hensley, CCIM Greensboro
 Bill Stallings, CCIM Winston-Salem
 Richard Mossman, CCIM Greensboro
 Jay Taylor, CCIM Raleigh

Two Year Term Ending in 2011

Drew Showfety, CCIM Greensboro
 Howard Hawks, CCIM Burlington
 John Barker, Jr., SIOR Charlotte
 Brian Carr, CCIM Raleigh

One Year Term Ending in 2010

Vijay Shah, CCIM Raleigh
 Mark Howe, CCIM Raleigh
 Nancy Smith, CCIM Charlotte
 Marlene Spritzer, CCIM Raleigh

The annual Chapter Business Meeting was held Friday, September 11, 2009 between sessions of the CE Day in Greensboro and the above slate of officers and directors was presented to the membership by the Chapter Nominating Committee composed of Past Presidents of the NC CCIM Chapter. The slate was unanimously approved by a vote of the membership.

EDUCATION—NETWORKING-TECHNOLOGY-MEMBER SERVICES