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Association of Realtors®



CALIFORNIA
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The Voice for Real Estate®

Director Committee Report

Director name: Mike Vachani

Committee name and position on Committee: Commercial Real Estate Research Advisory Board, Member

Committee meeting date and time: Wednesday May 14, 2014 3:00-5:00

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Commercial Real Estate Research Update by George Ratiu, NAR Research Staff

Outcome achieved: Discussed numerous information surveys and reports completed that will be available for all NAR members

- Item discussed: Commercial Market Survey 5 Year Analysis by George Ratiu, NAR Research Staff

Outcome achieved: Discussed the findings and what it means for the Commercial Realtor

- Item discussed: Realtor 2014 Commercial Member Profile Update by Jessica Lautz, NAR Research Staff

Outcome achieved: Discussed the make up and profile of the NAR Commercial Realtor

Please summarize your meeting in one paragraph:

The Commercial Real Estate Research Advisory Board (CRE) conducts research that focuses on four items (Economy, Commercial Real Estate, Capital Markets & Financing, and Globalization). This groups conduct research and prepares reports that will help NAR and the Commercial Realtor understand the market and trends in the industry. Numerous reports have been prepared and are available on the NAR website. These reports include but are not limited to the following:

1) Commercial Member Profile 2) Commercial Lending Survey 2) CCIM Quarterly Market Trends 3) Expectations & Market Realities in Real Estate 2014 and 4) Commercial Real Estate Quarterly Market Survey. Some of the interesting findings discussed

are as follows: 1) For 2014, the average Commercial Realtor is a Broker (58%), is 59 Years old, is a white (89%) male (77%) with 25 years of experience & at least a bachelors degree (64%)

and 2) 85% of commercial transaction are less than 2 million (majority under 1 million), and average # of transactions in a year are 8 and 3) Medians sales are up