



2018 CRCBR ANNUAL REPORT



MESSAGE FROM THE PRESIDENT

2018 has been a year of evolution, CRCBR continued to thrive while providing key support to the commercial real estate industry in our region. Thanks to our strong member involvement and sponsor support, we have been able to implement new initiatives and strategically address new challenges. Some of our key accomplishments include:

- Reinstating SiteIndex as the commercial listing exchange for the Charlotte region;
- Launching a new local-only membership category through CBC;
- Continuing growth of broker membership.



Our mission, to promote high professional standards and services to our members and the commercial real estate industry, remains strong. Your leadership stays focused on delivering value and continues to look for ways to improve on our commitment to promote the highest standards in the commercial real estate industry. We are proud to be the voice of commercial real estate for the Charlotte region.

In closing, I would like to thank the board of directors, committee chairs, sponsors, and all of the volunteers who participated this year. Our continued success is because of you – thank you!

Sincerely,

Meredith Ball, CCIM
2018 CRCBR President

2018 OFFICERS & DIRECTORS

OFFICERS

President - Meredith Ball, CCIM
President Elect - Rob Speir, SIOR
Vice President - Kim Kendall, SIOR

Secretary - Bryan Blythe
Treasurer - Charles Neil, CCIM
Immediate Past President - Eric Riddlehoover

DIRECTORS-AT-LARGE

Tom FitzGerald
Joe Franco
Henri Gresset, CCIM
Zach McLaren
Marty McLaughlin

Joe Meyer (Corporate Associate)
Paula Moss
Steve Rich, CCIM
Stephen Woodard
Kristy Venning

REGIONAL DIRECTORS

Donna Adams
Ed McAfee
Cassandra Snyder
Van Southard
Debbie Weatherby

DESIGNEES

CCIM - Jimmy Flowers, CCIM
IREM - Brett Gray
SIOR - Greg Copps, SIOR

COMMITTEE CHAIRS

Alliance - Anne Johnson
Education - Warren Snowden, SIOR
Grievance - Tom Cochran
Legislative - Marty McLaughlin

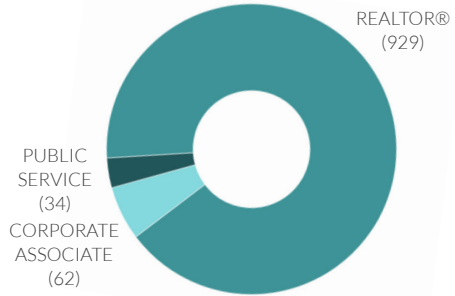
Membership - Zach McLaren
Professional Standards - Bob Percival, SIOR, CRE, CPM
Programs - Paula Moss



A LOOK BACK AT 2018



1,025
CRCBR
MEMBERS



\$16,125.00
IN RPAC FUNDS RAISED BY
307 CONTRIBUTORS



\$142,500
SPONSOR DOLLARS FROM
41 ANNUAL SPONSORS

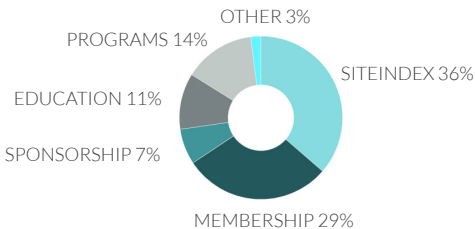


972
ATTENDEES AT OUR
COMMERCIAL
CONTINUING EDUCATION
CLASSES IN 2018

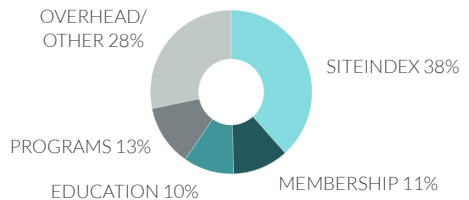


4.3 BILLION
VOLUME CREDIT
GENERATED FROM 4,075
TRANSACTIONS
RECOGNIZED AT OUR
DEAL MAKERS AWARDS
PROGRAM

ASSOCIATION REVENUE



ASSOCIATION EXPENSES



A SPECIAL THANK YOU TO ALL OF OUR 2018 VOLUNTEERS



Donna Adams, Adams Commercial Real Estate Services • Megan Bailey, Regus Group • Meredith Ball, Foundry Commercial • Kim Beavers, Lincoln Harris • Bryan Blythe, Liberty Property Trust • Jaime Boast, JLL • Conor Brennan, JLL • Cindy Chandler, Chandler Group • Roger Cobb, Selwyn Property Group, Inc. • Tom Cochran, Easlan Capital of Charlotte • Greg Capps, Colliers International • Jay Datta, Investor Management Services • Garth Dunklin, BassDunklin • Charlie Eadie, Claris Construction • Mariel Ellerbe, Land Advisors Organization • Elise Falls (Bainbridge), Childress Klein Properties Inc • Tom FitzGerald, JLL • Jimmy Flowers, The Nichols Company • Joe Franco, CBRE • Pete Frandano, Coldwell Banker Commercial-MECA • Donnie Funderud, UMS • Paisley Gordon, CPG Real Estate Inc. • Brett Gray, Cushman & Wakefield • Henri Gresset, Childress Klein Properties • Rebecca Herron, MPV • Maddy Howey, Trinity Partners • Muhammad Idlibi, True Summit Capital • Blake Inman, KW Commercial • Anne Johnson, CBRE • Kim Kendall, Northwood Office • Heather Manning, AlfredWilliams & Company • Britten Mathews, JLL • Olivia Matthews, JLL • William Maxwell, Trinity Partners • Ed McAfee, Locus Real Estate Advisors, Inc • Zach McLaren, Cushman & Wakefield • Marty McLaughlin, Park Commercial Real Estate • Joe Meyer, IA Interior Architects • Grant Miller, Colliers International • Paula Moss, CBRE • Charles Neal, Colliers International • Charles Neil, Divaris Real Estate • Bob Percival, SVN | Percival Partners • Tom Phillips, Ranger Construction • M.E. Pope, Office Environments • Robert Pressley, Coldwell Banker Commercial-MECA • Steve Rich, Colliers International • Eric Riddlehoover, Foundry Commercial • Milton Silver, Silver Investments Limited • Marc Silverman, M. David Properties • Zach Simpson, Savills Studley • Justin Smith, Colliers International • Warren Snowdon, Foundry Commercial • Cassandra Snyder, Blue Real Estate Group • Van Southard, Heritage Ventures Inc. • John Sozzi, Wells Fargo • Rob Speir, Colliers International • Stephanie Spivey, CBRE • Karah Stumler, Foundry Commercial • Ryan Thompson, Childress Klein Properties • Matthew Treble, Cushman & Wakefield • Rett Turner, Northwood Office • Wesley Tuttle, The Tuttle Company • Kristy Venning, Beacon Partners • Bruce Voorheis, Relocation Strategies, Inc. • Dan Warrick, SynTerra • Debbie Weatherby, The Tuttle Company • Stephen Woodard, JLL

THANK YOU TO OUR PARTNERS

