

ANNUAL REPORT



Charlotte Region Commercial
Board of REALTORS®

www.crcbr.org

PRESIDENT'S MESSAGE

CRCBR remains stronger than ever while serving as the voice of the commercial real estate industry in the greater Charlotte region. 2022 served as an instrumental year where we listened to our board and members and turned back to the basics, ensuring everything we did was intentional. Some of these achievements include:



- **Sponsorships** – updated CRCBR’s offerings to gain broader support from our members and partners resulting in a record-breaking year.
- **Speakers** – enhanced programs with keynote speakers: Coach Roy Williams (Deal Makers) and Moody’s Economist (Annual Meeting).
- **Deal Makers** - revised rules for 2023 in conjunction with a committee to ensure integrity, trust and simplification of the broker submission process to drive increased participation.
- **Programs** - modernized stale events, such as Spotlight, which no longer represent how our industry operates. The fall event - A Night at Lower Tuck - saw a strong turnout for networking, fun and prizes.
- **SiteIndex** – worked closely with Moody’s to develop a partnership to drive a better SiteIndex for our membership (continuing into 2023).
- **Social Media** – focused on highlighting our members' and sponsors' achievements through Instagram and LinkedIn.
- **DE&I** - expanded diversity initiatives through our scholarship programs.

The enclosed annual report provides more detail on CRCBR.

I want to give a special thanks to the executive committee, board, committee chairs, industry partners, volunteers, sponsors and THM, who made this year possible. It was an honor to serve as your president and I hope the energy we put into this organization positions us for a better future together. Next year will be the 30th anniversary since this incredible organization was founded. It is because of your hard work and participation that we reached this milestone. Thank you!

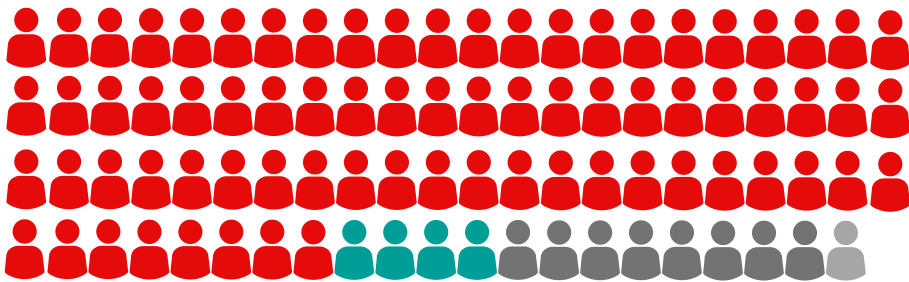
A stylized, handwritten signature in black ink that reads "Brett Gray". The signature is fluid and cursive, with the first name being more prominent.


Brett Gray
2022 CRCBR President

A LOOK BACK AT 2022



1,010+ Members




Brokers = 

Licensed commercial real estate practitioners.

Industry Partner = 

Professionals providing products or services to the industry.

RE: Source = 

Office managers or marketing professionals.

Public Service = 

Public sector or non-profit professionals working with the industry.

Notable Metrics



\$14,483 Raised
for RPAC & CRE-PAC
by 297 contributors



40 Alliance Sponsors
Supporting
CRCBR's Mission



1,500+ Attendees
at 23 events

400+ Subscribers to SiteIndex with



5,304 Active Listings



40,200 Properties

www.SiteIndexCharlotte.com

THANK YOU 2022 LEADERSHIP

OFFICERS

President - Brett Gray, Cushman & Wakefield

President-Elect - Kim Kendall, Colliers International

Vice President - William Hodges, Piedmont Capital

Secretary - Ryan Thompson, Childress Klein

Treasurer - Marshall Williamson, Lincoln Harris

Immediate Past President - Marty McLaughlin, Park Commercial Real Estate

DIRECTORS-AT-LARGE

Donna Adams, Adams Commercial Real Estate; Andre Collins, First & Early Partners; Pete Frandano, Coldwell Banker Commercial-MECA; Matt Greer, JLL; Tripp Guin, TRIPP Commercial; Maddy Howey, The Spectrum Companies; Chandler Knox, Park Commercial Real Estate; Zach McLaren, Cresa Carolinas; Paula Moss, CBRE; Tom Phillips, Ranger Construction; Kathy Pressley, Coldwell Banker Commercial-MECA; Colin Reed, Savills; Erin Shaw, Beacon Partners; Van Southard, Heritage Ventures, Inc.; Karah Tanneberger, Foundry Commercial; Matt Treble, Cushman & Wakefield; Debbie Weatherby, The Tuttle Company

2022 SITEINDEX BOARD

President - Brett Gray, Cushman & Wakefield

President-Elect - Kim Kendall, Colliers International

Secretary - Debbie Weatherby, The Tuttle Company

Treasurer - Andre Collins, First & Early Partners

Director - Grant Keyes, JLL

CONGRATULATIONS 2022 LEADERSHIP CLASS

Clark Alcorn, MPV Properties

Merritt Croom, The Tuttle Company

Clairborne Dandridge, Foundry Commercial

Kelvin Day, Park Commercial Real Estate

Claire Devon, Foundry Commercial

Matt Gonnerman, Regent Commercial RE

Greg Gosselin, Colliers International

Parker Levy, Colliers International

Josh Suggs, MPV Properties

A VERY SPECIAL THANK YOU!

VOLUNTEERS

Donna Adams, Adams Commercial Real Estate Services; Kranthi Aella, Galaxy Real Estate LLC; Benjamin Bivens, MedSouth Management, LLC; Jessica Brown, Cushman & Wakefield; Cindy Chandler, Chandler Group; Roger Cobb, Selwyn Property Group, Inc.; Tom Cochran, Easlan Capital; Andre Collins, First & Early Partners; Katie Corrie, INSITE Properties, LLC; Merritt Croom, The Tuttle Company; Claiborne Dandridge, Foundry Commercial; Pete Frandano, Coldwell Banker Commercial-MECA; Steve Gassaway; Rusty Gibbs, The Nichols Company; Paisley Gordon, CPG Real Estate; Brett Gray, Cushman & Wakefield; Tripp Guin, TRIPP Commercial; Scott Hensley, Piedmont Properties of the Carolinas; Omer Heracklis, S&ME, Inc.; William Hodges, Piedmont Capital; Ross Howard, JLL; Maddy Howey, The Spectrum Companies; Andrew Jenkins; Hal Kempson, JLL; Kim Kendall, Colliers International; Grant Keyes, JLL; Andy Kosse, Civil & Environmental Consultants; Alex Mann, Thrift Commercial Real Estate Services; Terry Martin, Vari; Zach McLaren, Cresa Carolinas; Marty McLaughlin, Park Commercial Real Estate; Chase Merkel, Trinity Partners; Joe Meyer, Interior Architects; Grant Miller, Colliers International; Jay Mitchner, Thrift Commercial Real Estate Services; Chase Monroe, JLL; Paula Moss, CBRE; Tom O'Brien, Savills; John O'Neill, U.S. Bank; Bailey Patrick Jr, MPV Properties; Bob Percival, Percival Partners; Andi Peretsman, Childress Klein; Tom Phillips, Ranger Construction; Kathy Pressley, Coldwell Banker Commercial-MECA; Rob Pressley, Coldwell Banker Commercial-MECA; Colin Reed, Savills; Steve Rich, Colliers International; Tim Robertson, Beacon Partners; Robert Settle, Commercial Carolina; Larry Shaheen, Carolina Revelation Services; Erin Shaw, Beacon Partners; Katherine Southard, CBRE; Van Southard, Heritage Ventures, Inc.; John Sozzi, First Bank; Vince Sumner, Park Commercial Real Estate; Karah Tanneberger, Foundry Commercial; Ryan Thompson, Childress Klein; Matt Treble, Cushman & Wakefield; Debbie Weatherby, The Tuttle Company; Christianna Williamson, Cresa Carolinas; Marshall Williamson, Lincoln Harris; Daniel Yeboah, Boah Group

PARTNERS



2023 LEADERSHIP NOMINATIONS

OFFICERS

President - Kim Kendall, Colliers International

President-Elect - Marshall Williamson, Lincoln Harris

Vice President - Zach McLaren, Cresa Carolinas

Secretary - Matt Treble, Cushman & Wakefield

Treasurer - Ryan Thompson, Childress Klein

Immediate Past President - Brett Gray, Cushman & Wakefield

DIRECTORS-AT-LARGE

Andre Collins, First & Early Partners

Matt Greer, JLL

Kim Kendall, Colliers International

Alex Mann, Thrift Commercial Real
Estate Services

Terry Martin, Vari

Zach McLaren, Cresa Carolinas

Andi Peretsman, Childress Klein

Ryan Thompson, Childress Klein

DESIGNEES

CCIM - Mackenzie Moser, The Moser Group

IREM - Frank Sproviero, One Alliance

SIOR - Tripp Guin, TRIPP Commercial

REMAINING ON THE BOARD

Donna Adams, Adams Commercial Real Estate Services; Pete Frandano, Coldwell Banker Commercial-MECA; Brett Gray, Cushman & Wakefield; William Hodges, Piedmont Capital; Maddy Howey, The Spectrum Companies; Chandler Knox, Park Commercial Real Estate; Erin Shaw, Beacon Partners; Van Southard, Heritage Ventures, Inc.; Karah Tanneberger, Foundry Commercial; Matt Treble, Cushman & Wakefield; Marshall Williamson, Lincoln Harris

SITEINDEX BOARD

President - Kim Kendall, Colliers International

President-Elect - Marshall Williamson, Lincoln Harris

Secretary - Henry Lobb, Avison Young

Director - Andre Collins, First & Early Partners

Treasurer - Grant Keyes, JLL

THANK YOU 2022 ALLIANCE SPONSORS

CRCBR
CHARLOTTE REGION | COMMERCIAL
BOARD OF REALTORS®

CHAIRMAN LEVEL



CHAMPION LEVEL



PARTNER LEVEL



FOUNDATION LEVEL

Beacon Partners

SUPPORTING LEVEL

Coldwell Banker Commercial - MECA | Crescent Communities, LLC | Foundry Commercial
INSITE Properties, LLC | KDC Real Estate Development & Investments
Park Commercial Real Estate | Piedmont Properties of the Carolinas
Savills | The Spectrum Companies