

MESSAGE FROM THE PRESIDENT

2015 has been a year to remember. With a busy commercial real estate market, CRCBR has supported our industry in a number of ways and our leadership has adjusted to meet the needs of our marketplace. Thanks to our strong membership and sponsor support, CRCBR thrives.

I am happy to report some great success this year. In 2015, we:

- Achieved NAR Core Standards;
- Improved our communications to our members (see *The Voice* and the CRCBR Mobile App);
- Offered new continuing education opportunities;
- Presented top-notch programs creating better networking opportunities; and
- **Exceeded** REALTORS® Political Action Committee (RPAC) fundraising goals.



Education, legislative action, programs/networking, and data/information are the foundation of CRCBR. Our leadership remains focused on delivering value to members and sponsors, seeking feedback on how we can improve on our commitment to promoting the highest standards in the commercial real estate industry. We are proud to be the voice of commercial real estate in the Charlotte region.

SiteIndex continues to be a top member resource. Our leadership is working with Karnes Research Co./Xceligent to provide the critical data and online platform for commercial real estate information.

Lastly, I want to recognize the commitment and support provided by our board, committee chairs and sponsors. With your backing, we are able to exceed our goals. Thank you.

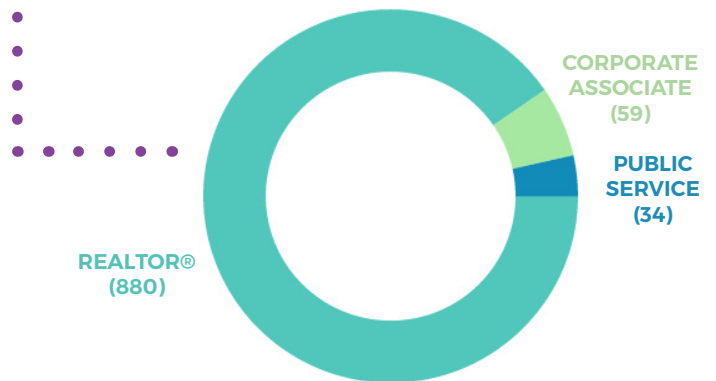
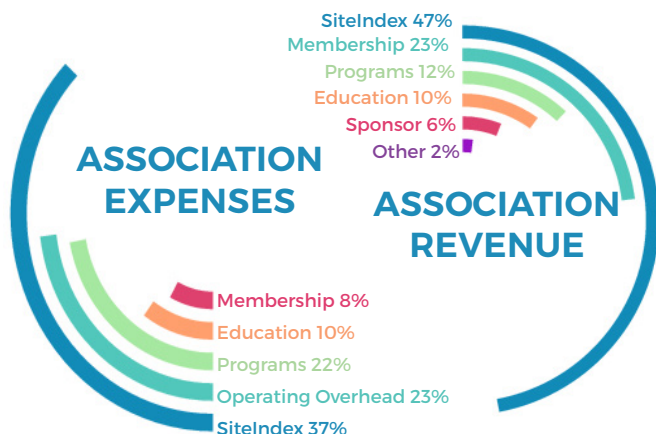
Browse the next few pages for a snap shot of CRCBR's accomplishments this year. In 2016, make a resolution to be an active part of your industry organization.

Sincerely,

Jessica Brown, 2015 CRCBR President

973 CRCBR MEMBERS

••• **4.3%** membership increase from 2014





\$121,500

SPONSOR DOLLARS

from **44** sponsors



PROGRAMS

850 members attended **9** CRCBR events

\$2.4 billion volume credit generated from **3,570** transactions at Deal Makers

200 attendees and **38** display tables at Commercial Spotlight



EDUCATION

23 in-person CE courses offered

3 new CE elective courses added

2 new online courses, bringing the total to **4** online courses

First ever **CE Day**, with **3** classes and **200** REALTORS®



SITE INDEX

22,343 properties listed

5,791 active listings

750 online views per day

296,076 property views

RPAC CONTRIBUTIONS

\$11,685.50

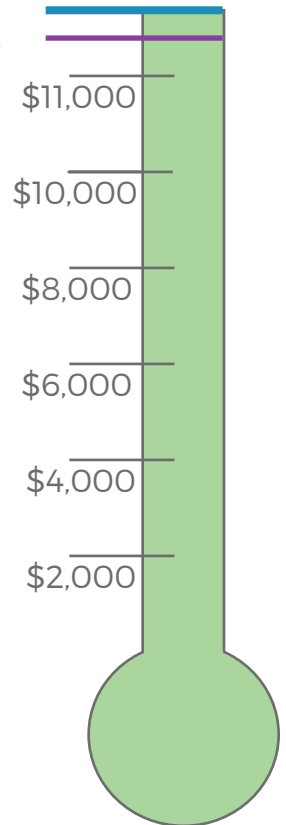
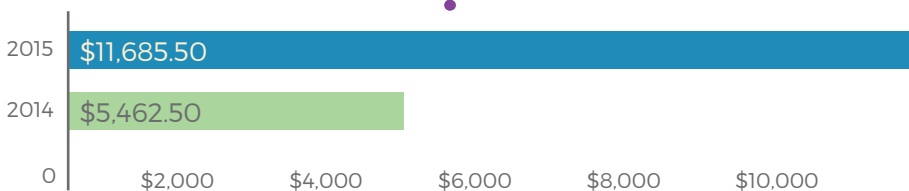
Goal
\$11,390.06

an increase of
277%

in contributions from 2014

raised by
275

CRCBR members



A SPECIAL THANK YOU TO ALL OF OUR 2015 VOLUNTEERS

Melissa Appel- Cresa • Andrea Aschenbrenner- Childress Klein Properties • Leah Bailey- Trinity Partners • Megan Bailey- Regus Group • Steve Banner- NAI Southern Real Estate • Kim Beavers- Lincoln Harris, LLC • Keith Bell-Mohr Partners, Inc. • Howard Bissell- The Bissell Companies, Inc. • Joli Blanks- Brackett Flagship Properties • Robin Bookmiller- Beacon Partners • Conor Brennan- JLL • Jessica Brown- CBRE • BJ Burkhart- MPV Properties • John Cashion- JLL • Cindy Chandler- The Chandler Group • Brad Cherry- JLL • Roger Cobb- Selwyn Property Group, Inc. • Tom Cochran- Easlan Capital of Charlotte • Greg Cops - Colliers International • Jonathan Douglas- Insite Properties, LLC • Garth Dunklin- BassDunklin • Tom FitzGerald- JLL • Nicole Frambach- The Keith Corporation • Joe Franco - Cushman & Wakefield • Pete Frandano- Coldwell Banker Commercial-MECA • Steve Gassaway- Cushman & Wakefield • Paisley Gordon- CPG Real Estate Inc. • CeCe Hampton- Keller Williams Realty- Fort Mill • Matt Harper - Childress Klein Properties • Travis Hart- Childress Klein Properties • Scott Hensley- Piedmont Properties of the Carolinas • Lisa Kennedy- PSI • Grant Keyes- Cushman & Wakefield • Emily Legge- Cresa • George Macon- MPV Properties • Anna Mason- Cushman & Wakefield • William Maxwell- Trinity Partners • Zach McLaren- Mohr Partners, Inc.



L-R: Christianna Williams, Grant Keyes and Anna Mason

Marty McLaughlin- Park Commercial Real Estate • Ali McNeely- MPV Properties • Parker Melvin- Stream Realty Partners • Joe Meyer- ai Design Group, Inc. • Fermin Montes de Oca- CNL Commercial Real Estate • Paula Moss - CBRE • Charles Neil- Divaris Real Estate • Kirsten Patterson- Colliers International • Bob Percival- Sperry Van Ness / Percival Partners • Pete Pittroff- JLL • M.E. Pope- Office Environments • Rob Pressley- Coldwell Banker Commercial-MECA • Ryan Ramey- Lincoln Harris, LLC • Steve Rich- EnRich Commercial Real Estate • Eric Ridlehoover- CNL Commercial Real Estate • Jim Rogers- Flagship Capital Partners, LLC • Marc Silverman- M. David Properties • Justin Smith- Colliers International • Darren Smith- Bane-Fisher Capital Advisors • Warren Snowdon- CNL Commercial Real Estate • John Sozzi- Wells Fargo • Rob Speir- Colliers International • Amy Sullivan- ECS Carolinas, LLP • Vince Sumner- NAI Southern Real Estate • Charlie Swanson- Beacon Partners • Meredith Swanzy- Beacon Partners • Rett Turner- The Bissell Companies, Inc. • Jason Tuttle- Nova Capital Partners • Kristy Venning- Beacon Partners • Matt Ventimiglia- Shiel Sexton Company • Donna Whinnery- Sperry Van Ness / Percival Partners • AJ Whitehead- Grubb Properties, Inc. • Christianna Williams- Cushman & Wakefield • Rachel Zimmer- JLL

THANK YOU TO OUR PARTNERS

Charlotte Business Journal
Charlotte Chamber
Charlotte Regional Partnership
NAIOP Charlotte
UNC Charlotte | Childress Klein Center for Real Estate

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Deane True

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Finance - Eric Ridlehoover
Grievance - Tom Cochran
Legislative - Marty McLaughlin

Membership - Leah Bailey
Nominating - Howard Bissell, III
Professional Standards - Bob Percival
Programs - Charlie Swanson
SiteIndex - Eric Ridlehoover

2015 SITEINDEX OFFICERS & DIRECTORS

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Landon Wyatt
Bailey Patrick

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John Shell
Alan Lewis
Bryan Tuttle
Rob Cochran

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CBRE



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Ranger Construction Company
Shelco, Inc.
Shiel Sexton
Smith Harris Design Associates
Southeastern Construction & Development Co.
SouthPark Towers
SteelFab, Inc.
Vannoy Construction

CONTRIBUTOR

Beacon Partners
CNL Commercial Real Estate
Coldwell Banker Commercial - MECA
Colliers International
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Cushman & Wakefield
Insite Properties, LLC

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Piedmont Properties of the Carolinas
Spectrum Properties
Sperry Van Ness / Percival Partners, LLC
Trinity Partners