

## 2018 Commercial Marketing Meeting and Education Schedule

The Commercial Committee holds monthly meetings to market for commercial properties, additionally there are several times a year that the marketing meetings are held in conjunction with a commercial CE class. Please see the full schedule below and click on the link to register for any meetings that include CE. For classes with CE, the marketing meeting will occur after the class.

If you would like to submit a PDF flyer for the Bend Marketing Meeting please email a PDF flyer to [cid@coar.com](mailto:cid@coar.com). All PDF flyers must be submitted the day prior to the meeting by NOON. Flyers must not be more than 3 pages to be added to the marketing meeting. If you submit a property to the marketing meeting you must attend the meeting. The 2018 Marketing Meeting schedule is as follows:

FEBRUARY 2, 2018: 7-9AM  
BEND-COAR

MARCH 8, 2018: 12-2:30pm  
REDMOND-TBD  
Includes CE  
[Register Here](#)

APRIL 6, 2018: 7-9AM  
BEND-COAR

MAY 10, 2018: 12-2:30PM  
MADRAS-TBD  
Include CE  
[Register here](#)

May 21 -24, 2018  
CI 104: Investment Analysis for Commercial Real Estate  
Investment  
[Register here](#)  
Note CI 101 is a prerequisite to this course,

JUNE 1, 2018: 7-9AM  
Bend-COAR

JULY 12, 2018: 12-2:30PM  
PRINEVILLE-TBD  
Includes CE  
[Register here](#)

AUGUST 3, 2018: 7-9AM  
BEND-COAR

SEPTEMBER 13, 2018: 12-2:30PM  
LAPINE-TBD  
Includes CE  
[Register here](#)

OCTOBER 5, 2018: 7-9AM  
BEND-COAR

NOVEMBER 8, 2018: 12-2:30PM  
SISTERS-TBD  
Includes CE  
[Register here](#)

DECEMBER 7, 2018: 7-9AM  
Bend-COAR

## IMPORTANT TO YOU

### What Happened to the Promissory Note?

Recently we've heard from commercial brokers asking why they're no longer able to access the promissory note. As part of Oregon Real Estate Forms' (OREF) 2018 forms changes, the promissory note has been discontinued and the language is now included in the sales agreements. The earnest money sections in the agreements have been rewritten to reflect the increasingly digital nature of transactions, and now also includes a promise to pay.

According to OREF, its goal in making these changes was to simplify the documentation and streamline the process as many other states have done - currently only three states still use promissory notes. For more information, visit the [forms changes page](#) of the OREF website.

## CCIM 101 and 104 Offered in Oregon in 2018

CI 101: Financial Analysis for Commercial Investment Real Estate  
February 26 - March 1, 2018  
Tigard, Oregon

[Click here for more information](#)

CI: 104: Investment Analysis for Commercial Investment Real Estate  
May 21 - 24, 2018  
At COAR

CI 101 is a prerequisite for this course.

[Click here for more information](#)

Scholarships are available for these courses, please contact [cid@coar.com](mailto:cid@coar.com) for more information.

## Commercial Member Survey

The COAR Commercial Committee is planning out their 2018 Commercial Continuing Education and would like your input. Please take a moment to fill out this short survey so we can best plan for our members next year. Please include your contact information to win a \$100 Visa Gift Card.

[Take Survey](#)

## Abusive Lawsuits Hurt Accessibility Efforts

A rise in lawsuits is making it hard for commercial property owners to correct accessibility challenges in a timely manner. So-called drive-by lawsuits distract owners and divert resources away from solving problems on behalf of people with disabilities. NAR-backed legislation to let owners correct problems before being sued is making its way through Congress. A 3-minute video explains what's happening.

[Learn more](#)

## Madras Brewery Recruitment RFT

The City of Madras' Urban Renewal District is happy to announce its Request for Proposals (RFP) to recruit a brewer/brewpub to the City's Urban Renewal District. Please review the RFP for the submittal requirements and deadline (March 2, 2018, 5:00 PM).

[Learn more](#)

## Commercial News

[Deschutes County Addresses Agriculture Rules Around Cannabis](#) - Stephen Hamway, The Bulletin

[FiveTalent Turns to Portland Labor Market](#) - Kathleen McLaughlin, The Bulletin

[Report: Bend-Redmond is Best-Performing Small City](#) - The Bulletin

[Holidays Drove Tourism, Despite Mild Weather](#) - Kathleen McLaughlin, The Bulletin

[Bend Memorial Clinic Gets New Partnership](#) - Markian Hawryluk, The Bulletin

[Apple Says it Will Put More Money into Central Oregon Data Centers](#) - Portland Tribune

[Sisters Explores Regulated Marijuana Commerce](#) - Jim Cornelius, Sisters Nugget

[How to Become a Small Scale Developer](#) - Meg White, REALTOR Magazine

## NAR Publications

[2017 NAR Commercial Member Profile](#)  
[Commercial Real Estate ALERT Report](#)  
[International Business Trends 2017](#)  
[Commercial Connections Winter Issue](#)  
[Commercial Member Profile 2017](#)  
[June 2017 Business Creation Index](#)  
[Commercial Real Estate Outlook: 2017.Q4](#)  
[Commercial Real Estate Lending Trends 2017](#)  
[2017 Q1 Commercial Real Estate Market Survey](#)

## IMPORTANT LINKS FOR COMMERCIAL PRACTITIONERS

CCIM (Certified Commercial Investment Member) Designation	NAR Commercial Information
IREM (Institute of Real Estate Management) Designation	LoopNet
SIOR (Society of Industrial and Office REALTORS®)	CommercialSearch.com
CIPS (Certified International Property Specialist)	Economic Development of Central Oregon
LEED Certification (U.S. Green Build Council)	Redmond Economic Development
Commercial Education at COAR	Central Oregon Builders Association
Building Owners and Managers Association	ZipForms



**KEEP IN TOUCH**  
SIGN UP FOR OUR EMAILS



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