

User Decision Analysis for the Commercial Real Estate Market



Linking a company's enterprise-level goals with their real estate strategy is key to offering the right space solution. Whether an investor, operator, or a broker, it's important to approach real estate problems from the perspective of the user/occupant. In CI 103, you'll learn such advanced skills as how to perform a comparative lease analysis between competing assets, analyze a sale-leaseback to help a client generate capital from their owned real estate, and advise a client on a lease vs. purchase decision to facilitate an expansion.

This course is part of the CCIM curriculum.

September 18 - 21, 2017
At COAR

[More information and to register click here.](#)

IMPORTANT TO YOU

Commercial Marketing Meeting Materials Reminder

Just a reminder to send your materials for any properties/projects you would like highlighted to cid@coar.com by the Tuesday (5/30/17) before the meeting.

July Marketing Meeting

June 6, 2017
1:00 PM - 2:00 PM

Our July meeting will include lunch and the commercial marketing meeting. No CE portion this month.

[Register here](#)

Bethlehem Inn Partnership

Early this week our members received information on our newly launched partnership with Bethlehem Inn. Together with the leaders of the Central Oregon Builders Association (COBA), we are challenging the members of our respective organizations to invest in a building project that advances our shared vision of a Central Oregon where everyone has a home.

Bethlehem Inn's goal is to complete funding for a new family residential and transitional service facility that will help homeless families put their lives on track to stability and independence. This will double the number of family rooms available from five to ten. We are being challenged along with COBA to raise 20% of the \$5.3m project costs (\$760,000). Each of us can decide what level of support to contribute (see packet for suggestions!). Raising \$760,000 will allow Bethlehem Inn to fully fund construction of the Family Residential facility.

For more information, [click here](#).

Call for Action: HB 2830-Oregon's Tax on Small Business

As you may be aware, the Oregon Legislature is currently seeking ways to raise revenue to cover a \$1.6 billion perceived deficit. Last Fall, voters resoundingly rejected Measure 97 to fill this hole. Much of the discussion about taxes this cycle has revolved around a watered down version of Measure 97 for a Value Added Tax or a Gross Receipts Tax. However, the most current tax proposal that gained traction earlier this week is anything but "Son-of-Measure 97." Somewhere the discussion has gone from "taxing large out of state corporations" to a proposal that will tax small businesses, including REALTORS®. And, ironically, the tax package will provide a tax cut for many of the large corporate entities in Oregon! Through conversations with various real estate firms across the state, OAR now estimates this tax package will cost the industry millions of dollars.

How do you calculate your tax under HB 2830? Take your gross sales (not profit after taxes) and multiply that number by .75. This tax is on top of income taxes, property taxes and any other local tax you might be paying. PLEASE take the time to email your legislator. Let them know how you feel. Tell them we shouldn't be raising taxes on the back of small businesses. Tell them to vote "NO" on HB 2830!

[Click here more information ad to contact your legislator.](#)

Bend City Councilor Bill Moseley is looking for examples of Bend businesses being negatively impacted by city regulations and/or fees. If you have a story you'd be willing to share publicly, please email Bill directly at bmoseley@bendoregon.gov.

Commercial News

[Moda Sells Bend Office Building for \\$25.5 Million](#) - Kathleen McLaughlin, The Bulletin

[Builders Eye Converting Strip Malls Into Homes](#) - Daily Real Estate News

[How Commercial Pros Strengthen Main Street](#) - Meg White, REALTOR® Magazine

[1031 Exchanges Under Threat?](#) - Daily Real Estate News

[Google Enters the MultiFamily Market](#) - Daily Real Estate News

[Reality Check for the Retail Market](#) - Meg White, REALTOR® Magazine

[The Winding Path to Net Zero](#) - Meg White, REALTOR® Magazine

NAR Publications

[International Business Trends 2017](#)

[Commercial Connections Summer 2017 Special Edition](#)

[May 2017: Changes in the Air](#)

[March 2017 Business Creation Index](#)

[Commercial Real Estate Outlook: 2017.Q1](#)

[Commercial Real Estate Lending Trends 2017](#)

[2016 Q4 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 Builder's Association
Building Owners and Managers Association	ZipForms



KEEP IN TOUCH
SIGN UP FOR OUR EMAILS



Copyright © 2016. All Rights Reserved.