

COMMERCIAL CONNECTION



You are now receiving our Commercial Connection newsletter, bringing you the latest updates and insights from the commercial sector of the real estate industry. The Commercial Committee is committed to keeping all NC REALTORS® informed about commercial trends to enrich your industry knowledge and enhance client service. As always, you can [update your email preferences](#) at any time to customize the types of news and updates you receive from us.

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CHAIRMAN'S CORNER



All, hopefully you are out enjoying the North Carolina spring - As erratic as the weather can be here, I'll take a spring day anytime!

I'm looking forward to attending and seeing everyone at our next Commercial Committee Meeting on June 3rd at 1:30pm-2:30pm, during the NC REALTORS® Legislative Meeting in Raleigh. Don't forget that registration is complimentary yet required. To register or to view a full schedule-of-events, [click here](#).

During the meeting in Raleigh we will review the progress being made on our committee goals and I will provide highlights from the MIPIM Conference, held in Cannes, France this past March.

Our NC REALTOR® delegation conducted daily one-on-one meetings with industry leaders and made valuable global connections exploring potential investment opportunities to further our state's economic and commercial growth. Additionally, we were able to deepen our connections with NAR and CCIM Executive Leaders.



Looking forward to seeing you all in Raleigh June 3rd!

Yours in Service,

Tommy Dalton

2024 Commercial Committee Chairperson

tommy@phoenixcommercialnc.com

[VISIT OUR WEBPAGE](#)

NAR SETTLEMENT - COMMERCIAL TRANSACTIONS

What effect, if any, will NAR's settlement have on commercial transactions?

The proposed settlement agreement is focused on residential real estate transactions and most commercial transactions will not be affected.

For information about the settlement agreement, please visit facts.realtor.

As always, you can find information about NAR's commercial program at commercial.realtor.

Join the Commercial and Specialty Open Conversation Community on the [NAR HUB](#).

LEGAL Q&A

Seller Subagency and Vicarious Liability

QUESTION: I'm the BIC of my firm, and I am considering whether to adopt a new policy that would allow my agents the option of offering seller subagency to a buyer who cannot pay for their own buyer's agent. I've heard that seller subagency has some risks, and I know that this kind of agency is not used very often in North Carolina. Can you give me some insight?

[DISCOVER THE ANSWER](#)

Don't waste time stressing over forms, disclosure or landlord/tenant law. NC

REALTORS® has free, unlimited access to the NC REALTORS® Legal Hotline. Call 336.294.1415 or email legalhotline@ncrealtors.org for quick resolution so you can return to your clients and your business.

LEGISLATIVE & REGULATORY UPDATE

The second year of the biennium, which is the legislative short session, will convene on Wednesday, April 24, 2024 at 12:00 PM. With this being the second year of the legislative session, only certain bills may be considered by the General Assembly. Bills for consideration include legislation related to the State budget and bills that passed out of the chamber where they were introduced in 2023, to name a few.

COMMERCIAL COMMITTEE WEBPAGE

Have you visited the [Commercial Committee](#) webpage on NCR's website? Resources include:

- Quick link to commercial forms
- Commercial Committee Connection (access past issues of our newsletter)
- Local Association RCAs
- RPR Commercial
- NAR Commercial Webpage
- NAR Commercial Real Estate Market Research
- 2024 NAR Real Estate Forecast Summit: March 7 Commercial Update
- RPAC Major Investor Commercial Brochure
- NAR Affiliates...and more!

Do you have an additional resource suggestion? Contact committee staff liaison [Denise Daly](#).

DOWNLOAD CREATE MAGAZINE

Download [CREATE!](#)

CREATE is a NAR quarterly publication for commercial practitioners, members of the National Association of REALTORS® and commercial real estate industry leaders.

LOCAL REALTOR® COMMERCIAL ALLIANCES (RCA'S)

Are you a member of your local RCA?

NC RCAs unite commercial real estate agents who are members of local REALTOR® Boards/Associations. They provide commercial education, offer networking opportunities and more.

[Join today!](#)

FUTURE MEETINGS | EVENTS | EDUCATION

[NC CCIM 2nd Annual Chari-Tee Auction](#)

April 28 | Pinewild Country Club of Pinehurst | Pinehurst, NC

[2024 NC CCIM Tee It Up for Charity Golf Tournament](#)

April 29 | Pinewild Country Club of Pinehurst | Pinehurst, NC

[CCIM CI 101: Financial Analysis for Commercial Investment Real Estate](#)

April 30-May 3 | Canopy REALTOR® Building | Charlotte, NC

[2024 REALTORS® Legislative Meetings](#)

May 4-9 | Washington, DC

[CRCBR BICUp Commercial Version](#)

May 15 | Goodwill Opportunity Campus | Charlotte, NC

[CRCBR GenUp Commercial Version](#)

May 15 | Goodwill Opportunity Campus | Charlotte, NC

[CRCBR Material Facts in Commercial Real Estate](#)

May 15 | Goodwill Opportunity Campus | Charlotte, NC

TCAR's 1st Annual Cornhole Cup

May 16 | R&D Brewing | Raleigh, NC

ICSC

May 19-21 | Las Vegas Convention Center | Las Vegas, NV

NCR Legislative Meetings

June 2-5 | Raleigh Sheraton Hotel

NCR Commercial Committee Meeting

June 3 | 1:30pm-2:30pm | Raleigh Sheraton Hotel

TCAR's 30th Annual Commercial Classic

August 19 | MacGregor Downs Country Club | Cary, NC

C5 + CCIM Global Summit

September 17-19 | Seminole Hard Rock Hotel & Casino | Hollywood, FL

NCR Convention & Expo

October 19-22 | Wilmington

NAR NXT, The REALTOR® Experience

November 8-10 | Boston, MA

Education Central

Your one-stop-shop for all your commercial education needs!

Accredited Land Consultant <u>ALC</u>	ALM <u>Serving the real estate industry</u> <u>Events</u>
Certified Commercial Investment Member <u>CCIM</u> <u>CCIM, NC Chapter</u>	Institute of Real Estate Management <u>IREM</u> <u>IREM NC Piedmont Chapter</u>
Society of Industry and Office REALTORS® <u>SIOR</u> <u>SIOR Carolinas Chapter</u>	The Counselors of Real Estate <u>CRE</u> <u>CRE Carolinas Chapter</u>
REALTORS® Land Institute <u>RLI</u> <u>RLI Carolinas Chapter</u>	Commercial Real Estate Development Association <u>NAIOP</u>

	<u>NAIOP Charlotte</u> <u>NAIOP Piedmont Triad</u> <u>NAIOP Raleigh Durham</u>
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We would like to hear from you!

Let us know what topics you would like for us to highlight or how the Commercial Committee can help you. Contact committee staff liaison [Denise Daly](#).

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