

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



Wrapping Up 2024 with Gratitude and Excitement for 2025!

It's that time of year—midway through the fourth quarter of 2024, business planning for the New Year, and just a few holidays and a national election thrown in for good measure.

What could possibly go wrong, right?

As Chair of the first-ever standing Commercial Committee this year, it's been both an honor and an exhilarating experience. The Committee worked closely with the Economic Development and Global Committees to align our goals with the NCR Strategic Plan. Some of our key achievements include:

- Boosting Commercial industry education initiatives
- Launching a comprehensive set of resources on the NCR Commercial webpage
- Expanding this newsletter to reach all NCR members
- Hosting a NAR Economist webinar
- Advocating for commercial legislative issues
- Collaborated with Commercial Forms Committee and Legislative Affairs
- Hosted a NC State Representative to share insights on General Assembly initiatives
- Creating walking tours of new commercial projects, and
- Engaging with boards, RCAs, and industry groups like NC-CCIM

We also had the opportunity of representing NCR at major events like MIPIM, the NC Chamber Economic Forecast, NAR C5+CCIM Summit, and NCR Legislative Day to name a few. Phew! Looking ahead, the 2025 Commercial Committee—led by Lou Baldwin—is already gearing up for exciting events and goals, continuing to strengthen our partnerships with the Economic Development and Global Committees. Be sure to join us at the Winter Leadership Meetings to get the inside scoop.

It's been a pleasure meeting so many of you this year and remembering how valuable networking and personal connections are. A huge thank you to all the committee members for their hard work and to the NCR staff for their incredible

support. Now, let's finish 2024 strong!

Warmest regards,

Tommy Dalton
2024 Commercial Committee Chairperson
tommy@phoenixcommercialinc.com

[VISIT OUR WEBPAGE](#)

2025 NC REALTORS® COMMERCIAL COMMITTEE

Introducing the 2025 Commercial Committee!

Chair: Lou Baldwin, Winston-Salem Regional Association

Vice Chair: Lynn Harris, Cape Fear REALTORS®

Immediate Past Chair: Tommy Dalton, Triangle Commercial Association

RVP Liaison: Phillip Johnson, Winston-Salem Regional Association

Staff Liaison: Denise Daly

Eric Andrews, Triangle Commercial Association

Byron Aynes, Cape Fear REALTORS®

James Branton, Cape Fear REALTORS®

Julie Broadway, Union County Association

Chisa Brooks, Canopy REALTOR® Association

Keyara Burton, Canopy REALTOR® Association

Janet Clayton, Triangle Commercial Association

Teresa Daughtry, Triangle Commercial Association

Debbie Gallimore, Triangle Commercial Association

Abay Gedy, Canopy REALTOR® Association
Sheila Knight, Jacksonville Board
Chris Puckett, Charlotte Region Commercial Board
Nicholas (Nick) Silivanch, Cape Fear REALTORS®
John Stroup, Canopy REALTOR® Association
Michael Sullivan, Charlotte Region Commercial Board
John (Bo) Winn, Raleigh Regional Association

John McPherson, NCR President, Winston-Salem Regional
Brenda Hayden, President-Elect, Canopy REALTOR® Association
Brooke Rudd, First Vice President, Brunswick County Association

LEGAL Q&A

Contract Questions Following a Natural Disaster

QUESTION: I have several residential and commercial listings under contract that were supposed to close around the time Hurricane Helene arrived. What do buyers and sellers have to do when a property is damaged? What happens if there is no damage, but the closing attorney, lender, or insurance company cannot complete closing on time?

[Discover The Answer](#)

REALTORS® have 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.

PROJECT GRACE WALKING TOUR



The excitement didn't stop after NCR's Convention and Expo! Members from the Commercial, Economic Development, and Global Committees were thrilled to go on an exclusive "hard hat" walking tour of Project Grace in downtown Wilmington. This impressive Public-Private Partnership between New Hanover County, the City of Wilmington, Cape Fear Development, and Monteith Construction is bringing to life a brand-new county library, an interactive Cape Fear Museum with a planetarium, a revamped parking garage, and a dynamic mixed-use building with retail, office, and residential spaces. Jessica

Loeper, Assistant County Manager, gave an inspiring project overview, followed by an up-close tour of the library and museum led by Monteith. Huge thanks to Lynn Harris for making this unforgettable experience possible!

NAR REALTOR BENEFITS®: NOW TAILORED FOR COMMERCIAL PRACTITIONERS!

Unlock exclusive savings and tools designed specifically for commercial real estate professionals. Explore partnerships with industry leaders, vetted commercial solutions providers and more! Giving you the data and resources you need to succeed and superior property insights, discounted Pro tools and powerful listing platforms to boost your business.

Don't miss out on these custom solutions to help you thrive in today's competitive market. [Start saving today!](#)

RCASENC EARNS PLATINUM COMMERCIAL SERVICES ACCREDITATION



Congratulations RCASENC as the recipient of NAR's Platinum Level Commercial Services Accreditation! The benchmarks identified in this process assist their association in developing commercial services and recruiting and retaining commercial members in their market.

DC5+CCIM GLOBAL SUMMIT



In September, the Commercial and Economic Development Committee Chairs, along with several committee members, attended the 2024 NAR C5+CCIM Global Summit in Hollywood, Florida—a must-attend event for connecting with top Global CCIM and NAR Commercial members! This summit offered an incredible chance to collaborate, network, and dive into the latest industry trends. Highlights included discussions on key concerns around 1031-Exchanges, insights on social media for advertising, and inspiring examples of adaptive reuse projects. We explored strategies for optimizing space use, managing commercial portfolios, and much more.

A standout moment was hearing from NAR Chief Economist Lawrence Yun just a day after the Fed lowered rates, along with an engaging keynote where NAR President Kevin Sears interviewed NFL Hall of Famer Dan Marino on his investment journey and personal growth. This was truly an event to broaden networks and deepen industry knowledge!

NAR COMMERCIAL PROGRAM

Find information about NAR's commercial program at [commercial.realtor](#).

Don't forget to join the ***Commercial and Specialty Open Conversation Community*** on the [NAR HUB](#).

COMMERCIAL DESIGNATIONS

Whether you are new to commercial real estate or have a thriving business, your own professional development can keep your skills at the top level. Explore the many educational opportunities available through these Institutes, Societies and Councils, all part of NAR. There is an array of classroom and online learning options for your convenience.

[Discover](#) how earning a designation can help you rise above and gain more business.

NCR COMMERCIAL MEMBER SURVEY WINNER

A big THANK YOU to every participant who completed the commercial member survey in our 3rd quarter newsletter. We appreciate you taking the time to share your insights with us. Your feedback is invaluable to us and will help us improve and grow!

All survey participants were entered into a \$100 Visa gift card drawing. Congratulations to Greensboro Regional REALTORS® Association member Robert Lewis with NAI Piedmont Triad Commercial as our lucky winner!

FUTURE MEETINGS & EVENTS

[2025 NAR Meetings](#)

[2025 NCR Meetings](#)

The next Commercial Committee meeting will take place during NCR's Vision Quest/Winter Leadership Meetings on Thursday, January 30 from 12pm-1pm. To register or to view a full schedule of events, [click here](#).

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](#).

HELPFUL LINKS

[NC REALTORS®](#)

[NC REALTORS® Commercial
Committee](#)

[Privacy Statement](#)

[NAR Commercial Real Estate](#)

[Local Association RCAs](#)

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