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## President's message: 2011 is starting off strong

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New Hampshire CIBOR begins a Marketing Agreement with the Top Dogs training program. The market is showing interesting happenings as New Hampshire CIBOR members report a 300% increase in sales over 2010 as we enter the last month of the first quarter. Also, have you noticed that your New Hampshire CIBOR advertising supporters are now on New England Commercial Property Exchange (NECPE)?

New Hampshire CIBOR announces an agreement with Top Dogs Commercial Real Estate Training to promote their webinar training series. Top Dogs Commercial Real Estate Training is in the business of developing, marketing and supporting training products for commercial real estate agents and brokers. New Hampshire CIBOR will soon begin to distribute these online classes (webinars) to its membership and to real estate professionals. Look for the schedule in your New Hampshire CIBOR email notices.

In the first 7 weeks of 2011 NECPE is reporting 13 commercial property sales over \$500,000 with 4 over a \$1 million. Our top seller was \$3.65 million out of South Portland. New Hampshire CIBOR members sales are running 3 times the 2010 sales figures.

Leasing is brisk with 94 reported lease closings ranging from 63,804 s/f to 140 s/f. The market is heating up across the spectrum from single user office space to the several 30,000 s/f and larger industrial and office users. 2011 is starting off strong.

As of February 1, New Hampshire CIBOR website advertisers are being presented to all those that use the NECPE system. There were over 52,000 page views and 3,558 unique visitors to the site in our first month of analysis. That turns out to be a great value to our advertisers. In 2011 both affiliates and Realtor members can advertise on all of New Hampshire CIBOR websites. Click on the "Your Ad Here" button and get your name and services in front of the members and customers that are focused on what you offer.

We in New Hampshire continue to experience a better than average growth in our economy and Commercial property sales compared to the rest of the United States. The January release of the NAR Commercial Real Estate Quarterly Market Review continues to show the United States commercial market as flat for 2010 with the primary challenges including the local and national economy, market demand, pricing gap between sellers and buyers, and the primary issue of financing. New Hampshire has the second highest growth in the country at 70% in the 4th quarter 2010 sales volume over the previous quarter. This was second only to Kentucky at 80%.

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