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Bob Anderson - As summer nears, market appears to be improving

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As summer begins and the sun finally puts in an appearance, 2011 property sales continues to show growth over 2010. There is reason for optimism though many are cautious. NHCIBOR is showing the same vibrance and excitement in the association work.

2011 sales reported in NECPE showed \$59,235,451 compared to 2010 sales of \$37,307,291. Everyone I speak to continues to state cautious optimism for the remainder of the year. On a side note I would like to thank the 96% of the NH CIBOR membership for reporting their sales numbers this year. It is the highest I have seen. Thank you, and for the two of you that put in \$1 for the sale value I bet you are glad everyone else enters accurate information when it comes time to run comparables for you next listing. The next time you enter a sale or lease, please enter the actual information. It benefits everyone and it is public information.

The NH CIBOR board, or I should say the committees, continue to do the good work of the association. The NH CIBOR committees are the hardest working group of volunteers that I have had the pleasure of working with. The education committee, with Deb Mullen chairperson, is making a significant contribution this year. We are looking forward to the second quarterly meeting on June 10 at the Marriott Courtyard in Portsmouth where panelists Michael Bergeron, NHDRED; Karen Pollard, city of Rochester Economic Development; and Stuart Arnett, Arnett Development Group, LLC will provide insight into the role of economic development as it relates to the commercial real estate market. Presenters will cover topics concerning when and how to engage an economic developer in a transaction as well as provide case studies and a kit of tools available to the commercial practitioner. Check the calendar at www.nhcibor.com for more information and to get signed up to attend.

The communication committee has a list of tasks that would make anyone wonder how they can succeed, and yet they do. In 2011 chairperson Mark Dickey and his committee members have signed the agreements to implement a new web site for www.nhcibor.com. They are now in the process of populating the site and performing testing. I look forward to the new look and upgraded content. Additionally, a number of public relations articles are in the works from this hard working group, so be sure to watch for NH CIBOR in the news.

Did you know NH CIBOR has two web sites? www.nhcibor.com and www.nhcpe.com We all know and use the nhcpe site for our property and comparable searches but log on to the nhcibor site sometime and check out the calendar of events, Education opportunities, and news articles that your membership offers at no additional cost.

The sponsorship committee has been hard at work creating advertising and marketing opportunities for our affiliates and Realtor members. Chairperson Chris Norwood and his team have spent the last year defining the value added propositions for our affiliate and Realtor members. It is good to see Jo

Ann Petrello and Bob Marchewka out talking to our membership about opportunities that exist within NH CIBOR. Be sure to contact them if you have interest in expanding your marketing through NH CIBOR sponsorship.

Special events with its guidance from Tom Duffy is planning several networking opportunities later this year. The NH CIBOR annual barbecue is coming up June 23 at TF Moran. Be sure to check www.nhcibor.com to make sure you take advantage of these opportunities.

CIBOR Cares 501©3 charitable organization under the leadership of Jim DeStefano and his dedicated board have had a very busy month with presentations of donations to the NH Chapter of the American Red Cross and the Liberty House planned in May. We are proud to continue to support this worthy organization..

NH CIBOR is a very vibrant and active member association. There is a lot work that goes into this effort and we call on you to participate where your interests coincide. Contact info@nhcibor.com to see how to make a difference.

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