



CELEBRATING  
55 YEARS

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## **Robert Anderson - NH-CIBOR president's message**

June 28, 2011 - Northern New England

Sales totals through June 2011 have flattened slightly over the same time period in 2010. NH CIBOR has had a busy month with the presentation of the second quarterly meeting, commercial sales overview to the Seacoast Board of Realtors, Realtor and Affiliate of the Year Awards, and the continued presentation of funds or materials through NH CIBOR Cares.

With Sales figures in June slowing slightly, NH CIBOR members continues to outpace 2010. The first six months of 2011 realized a \$23 million increase in sales (excluding leasing) growing to \$76,192,651 through the first six months. Activity continues to be reported as brisk.

NH CIBOR Cares continues to give with the presentation of a new computer to New Generation Inc.. New Generation, Inc. provides a safe, family-oriented shelter for homeless pregnant women and their babies, helping to prepare and empower them to be successful in life and we hope the donation helps.

The NH CIBOR Annual TF Moran barbecue was held on the 23rd where we named Arthur Slattery the Realtor of the Year. Art served as president NH CIBOR in 2009 AND 2010, and continues on as a Director. During this time, he developed a Strategic Plan for the organization, with wide participation among members. Art has served as chairman for the NH Real Estate Commission from 1997-2007; national director for the National Association of Realtors from 1993-1996; president of the New Hampshire Association of Realtors from 1991-1992 and president for the NH Commercial Industrial Realtors in 1985. His vast experience in all fields of real estate practice and leadership have served for his years of service to CIBOR, the NH REC, NHAR and the industry.

The Affiliate of the Year was awarded to Joe Russo. Joe has worked on many committees and special assignments for NH CIBOR. Joe worked with the board of directors on the strategic plan review, advertising and sponsorship solicitations, and other functions. Joe was always willing to take on the difficult tasks with his trademark smile and sense of humor. His tremendous network of friends and contacts in the Realtor and business communities have been a strong support to the organization. Joe passed away in April, and so this award was given posthumously by his wife Mitzie.

The second quarterly meeting provided the participants an opportunity to hear Michael Bergeron, NHDRED; Karen Pollard, city of Rochester Economic Development; and Stuart Arnett, Arnett Development Group, LLC provide insight into the role of economic development as it relates to the commercial real estate market. The presenters covered 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. The 40 + participants were pleased with the presentation and opportunity to discuss past successes, interesting sources of funding, and how they could utilize these same resources for their projects.

NH CIBOR presented a panel discussion to the Seacoast Board of Realtors (residential) on the

"Differences" between commercial property sales and financing. It was well received by the 22+ residential Realtors and was recommended to be presented again at another time. The presenters included Tom Duffy, Pru/Verani Commercial Real Estate managing broker presented how commercial real estate differs from residential (a power point presentation) Qualifying your Commercial Leads - should you keep them or refer them? Fred Attalla, Weichert Realty presented the NH CIBOR advantage. A brief overview of contracts, forms, searches, networking, and education. Dave Lefebvre, Shanley Realtors demonstrated the NHCPE.com, property exchange vs. MLS. A brief demo and comparison to MLS. Jamie Thompson vice president corporate lending at Kennebunk Savings provided an overview of commercial financing including qualifying buyers, ratios, pitfalls and trends in the local market place. This presentation will be offered by NH CIBOR to other Residential Realtor Boards in the future.

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