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## **President's message: More listing exposure is coming**

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Nancy McKeller, the regional VP from Catalyst who manages the New England Commercial Property Exchange ([www.necpe.com](http://www.necpe.com)) came for a visit recently. She and our NECPE board members visited the New England Real Estate Journal, New Hampshire Business Review, Union Leader, and other media. Each one is excited about linking our searchable database of listings on their websites and promoting other types of media dissemination for commercial properties listed there. We hope to establish these media links and EDC links to even more Economic Development Corporations, expanding our reach. Already, Londonderry, Dover, Manchester, Prosper N.H. and a few others have such links to us on their websites.

More EDC's were presented, and are readying their linking mechanisms. This provides HUGE exposure for member listings and also gives us non dues revenue to make the web site even better.

Nancy McKellar then spoke to the NHCIBOR quarterly meeting, where we learned many advanced tricks that [necpe.com](http://necpe.com) offers. I have been using this system - just like you - since it began, and I learned so many new ways to use it, link it, email it, prepare packages, and promote listings. Thank you Nancy! Come again, soon!

What a month in New England! All the brokers are busy, vacant spaces for lease are getting filled, and buyers are seeking solid investments. We are seeing more sales which force more 1031 exchanges which creates more sales. Good investments are hard to find in all categories, but may become easier as vacant spaces get occupied with credit tenants. Confidence seems to be everywhere. Its contagion is easily welcomed by all of us.

Be sure to join us for more of our events, education sessions, and of course, our largest networking and fun filled event of the year - the NHCIBO Annual Meeting in December. Please check the [www.nhcibor.com](http://www.nhcibor.com) for scheduling updates.

Tom Duffy is the president of the New Hampshire Commercial and Investment Board of Realtors and the New England Commercial Property Exchange.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540