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## **IREM Spring Conference 2015 in Washington DC**

May 01, 2015 - Owners Developers & Managers

Each spring the Institute of Real Management (IREM) comes together in Washington DC to discuss important property management issues and offer lectures and education to its members.

During this year's conference the public policies issues that were taken to Legislatures on Capitol Hill included the 1031 like kind Exchange, Marketplace Fairness Act, and Section 8 housing Reform. 1031 Exchanges in property allow owners to take the proceeds from one property and transfer it to a like property. When properties are held over a number of years and are sold the tax implications become so great there is no profit left for the owner. This important legislation is on the chopping block for this session.

The Marketplace Fairness Act requires all States to charge sales tax and collect sales tax from all purchases regardless if the purchase is made in a store or on line. IREM supports this Act because there is an unfair advantage given to online retailer's verses bricks and mortar storefronts. Consumers use the store to compare and then purchase online cutting out the well-needed state tax issues.

In addition, the Section 8 Program vouchers are getting harder and harder to work with for owners. This program is under review so that both tenant and owner receive a fair deal.

This year's Educational lectures were extremely interesting and well attended.

"Up in Smoke Marijuana Use in Leased Property" given by Scott Petersen, Esq of Englewoodm CO, brought out some interesting points. How does the Legislation of recreational and medical marijuana affect your business and the world of property management? The implications are broad. Where do you go for answers on this subject? How do you protect yourself against unwanted use in your properties?

"Got conflict" given by Jacqueline Harris of Los Angeles, talked about one of the commons myths is that conflict is inherently bad. Actually, property management conflict can lead to greater innovation, performance, and can improve cohesion. This lecture details basic strategies to help manage conflict.

Professional Leadership Competencies for Real Estate Managers was led by Joe Greenblatt of San Diego, and included the basic real estate skills from the prerequisite for successful real estate manager. The lecture further showed as the manager moves up, people and relationships rather than systems and skills are more of what the job expectations are.

"How to be an Effective Grassroots Advocate" given by Doug Pinkham of Washington, DC outlined how public officials make decisions every day that can potentially have negative or positive effects on any given industry. Pinkham outlined how our property management industry partners must make their voices heard to get our message across effectively.

IREM Chapter 4 was awarded the most donations by members' award from the National IREM Foundation. As a former recipient of the IREM National Foundation, I can attest to how generous

Boston chapter members are with financial and educational help donations. Although I accept this Award, this Award was accepted on behalf of all of the members both past and present. The present will continue to bring new members into the day-to-day workings of over 500 individuals who work each day to keep the properties in the Northeast well managed and profitable.

Colleen Costa, CPM, ARM, is the 2015 IREM Boston president and president and principal of CPC Management, LLC, Kingston, Mass.

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