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## **December 2024 NH CIBOR president's message: Year in review - by Ethan Ash**

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Ethan Ash

The older I get, the quicker the years seem to fly by. It was an honor to serve as president of NHCIBOR and NECPE, and I look forward to continuing to serve on the boards. These two organizations have done so much to advance the commercial real estate industry in the region.

I first want to highlight the incredible work NHCIBOR Cares accomplished this year. Not only did it raise tens of thousands of dollars, but it also provided financial assistance to many families in need and established a scholarship with NH Community College. This scholarship makes \$15,000 available to students pursuing careers in the trades that are so vital to the commercial real estate industry. I hope we can continue this initiative in the years to come.

We also saw membership growth in both NHCIBOR and NECPE this year, a trend not observed by many boards nationwide. This growth reflects the value our board offers its members and the way our members support each other in navigating shifting markets. Thanks to this increased membership, we were able to avoid raising NHCIBOR dues and (so far) NECPE dues for 2025 as well. A special thank-you goes to all the board members and Allison Ropes for helping these organizations thrive while keeping costs low, even in a challenging economic environment.

This year, we transitioned from the NECPE platform Catylist to the new Moody's CRE platform. I want to thank everyone involved in ensuring a smooth transition and all the members who provided valuable input and feedback. This collaboration has resulted in a significantly improved commercial search site for brokers and the general public. For those using the site, please continue sharing feedback with the board. I look forward to making this member-owned CIE platform and its comps database the best it can be.

We also had the most robust education calendar since before 2020. With a mix of in-person and virtual classes, members found it easier to stay on top of their continuing education requirements. Thank you to the education committee for making this the best year we've had in a long time.

Additionally, we held 36 marketing events where agents and vendors could meet, network, and share opportunities. These events are free to our members and often include complimentary breakfast. For those in the NHCIBOR community who haven't attended the Portsmouth, NH; Hooksett, NH; or Andover, MA events, I encourage you to stop by next year and connect with a community of professionals eager to support one another's success.

I could easily write pages about the amazing accomplishments of these two organizations that I've been fortunate to lead in 2024. I'm excited about the opportunities ahead in 2025 and wish everyone a wonderful holiday season.

Ethan Ash is the 2024 president of the N.H. Commercial Investment Board of Realtors, Bedford and is a real estate agent at Coastal Land & Commercial Group, Keller Williams Coastal, Lakes & Mountains, Portsmouth, N.H.