

## Golf Tournament



Monday, June 16, 2008  
Riverside Golf Club  
11a-7p

For sponsorship  
information, visit  
<http://orcar.org/>

Registration will open in  
mid May.

## Commercial Association of REALTORS® Celebrating 15 Years of Excellence!

In 1993, a group of commercial REALTORS® came together to create a venue where commercial real estate networking, education, legislation, and ethical business practice was paramount. As an offshoot of the Portland Metropolitan Association of REALTORS®, the painstaking process ultimately resulted in CAR's formation.

From our humble beginnings of roughly 100 members, today CAR boasts an ever growing membership of more than 900 Commercial REALTOR® and affiliate members. We provide our members with the tools that enable them to provide their clients with the information needed to make the best choices about their purchases, investments, and management opportunities.

## 2008 Oregon Commercial Purchase & Sale Agreement Form is Here!

For details, visit <http://orcar.org/> or contact CAR at 503-226-4545.

## Calendar of Events



**Quarterly Breakfast**  
Multnomah Athletic Club  
Wednesday, April 16  
7:15a Registration



**Education Seminar**  
Multnomah Athletic Club  
Wednesday, May 14  
7:15a Registration

**Green Broker 2008**  
Convention Center  
Thursday, May 22  
Register at [www.cascadiagbc.org](http://www.cascadiagbc.org)



**Golf Tournament**  
Riverside Golf Club  
Monday, June 16  
11a Registration



**Quarterly Breakfast**  
Multnomah Athletic Club  
Wednesday, July 16  
7:15a Registration

## CAR Honors Real Estate's Top Achievers of 2007



The 2008 CAR Dinner & Awards Celebration, "Best in Show!" was held on Thursday, March 6<sup>th</sup>, at the Governor Hotel. We honor all those who submitted for awards.

### ...and the Winners are



**CAR Member** Mark Friel, Pacific Real Estate Partners  
**Humanitarian** Judi Burns, Cushman & Wakefield  
**Office Broker** Dave Squire, Grubb & Ellis Company of Oregon  
**Investment Broker** Chris Johnson, Norris Beggs & Simpson  
**Industrial Broker** Don Ossey, Capacity Commercial Group  
**Rookie** Michelle Maltase, C & R Real Estate Services  
**Bill Naito** Johnson, West, Turley & Black – Norris, Beggs & Simpson  
**Retail Broker** Jon Kellogg – Commercial Realty Advisors NW  
**Fabulous Vacation Raffle** Sean Turley – Norris, Beggs & Simpson

### Thank you Sponsors



Harsch Investment Properties  
Portland Business Journal  
Davis Wright Tremaine LLP 🐶 Opus Northwest 🐶 PS Business Parks  
Ashforth Pacific 🐶 Capacity Commercial Group 🐶 GVA Kidder Mathews  
HSM Pacific Realty 🐶 Norris, Beggs & Simpson  
Pacific Real Estate Partners 🐶 Schwabe Williamson & Wyatt  
Unico Properties 🐶 Ball Janik LLP 🐶 Stoel Rives LLP

## Ask Dr. D

Q: I have an opportunity to switch from a well known national brokerage firm to a smaller boutique firm that allows brokers to keep larger shares of commissions. This is a very difficult decision for me since I really like the people I've worked with for years and appreciate working on larger national credit tenant requirements and institutional listings. Any advice?



A: Don't feel guilty about your state of confusion. Commercial real estate has been defined as 95% confusion and 5% commission. More accurately, it's a lot like NFL Football, combining violence with group meetings. But to get to your point, life is short! Great colleagues and challenging assignments should outweigh bigger commission splits...unless your truck with the curtains in it is about to be repossessed or your idea of a quarter horse is a ride outside of Wal-Mart. Everyone tends to reassess values during recessions or rock concerts.

*Charlie "Dr. D" Digregorio, 2004 CAR President*

## NAR's Second Century Ventures Acquires ePropertyData - March 6, 2008

# 60,000

The National Association of Realtors® has acquired ePropertyData, a major provider of commercial information exchange (CIE) services for the commercial real estate industry. The acquisition was accomplished by NAR's new for-profit subsidiary, Second Century Ventures LLC, a strategic private equity fund that was conceived to help support NAR members in emerging technologies and services.

The new listings and transaction platform will be located at CommercialSource.com, which is managed by the Realtors® Commercial Alliance, NAR's commercial real estate division. RCA expects the site to become the primary source for all commercial real estate information on the Internet.

Realtors® who practice commercial real estate may elect to have their listings aggregated through their local CIE. Realtors® who are not a member of a CIE may choose to post their listings directly through ePD's Web site. Realtors® will be able to post and have access to all listings at no charge. Ultimately, millions of people will see the listings.

Approximately 60,000 Realtors® are members of RCA, and it is estimated that more than 80,000 NAR members offer commercial real estate services. Information about RCA is available at [www.realtor.org/commercial](http://www.realtor.org/commercial).

## Welcome New Members

Baker, Alexander  
Basel, Marlon  
Bean, Joshua  
Bernstein, Evan  
Berry, Kim  
Bivens, Michael  
Blatner, Joseph  
Breese, Don  
Cassie, Anthony  
Colt, McGregor  
Coulson, Denise  
Crawford, Bret  
Elmore, Dallas  
Emrick, Brandon  
Engles, Nutan  
Fletcher, Andrew  
Fox, Pat  
Fuller, Kevin  
Gambee, Ed  
Gassner, Peter  
Gebert, Jacqueline  
Han, James  
Huey, David  
Jacobson, Rick  
Kapnick, Michael  
Kooning, Annamarie  
Luxford, Brian  
Mandic, Emily  
March-Dinsmore, Jessica  
Masson, Greg  
McDunn, Daniel  
Miller, John  
Morris, Cary  
Olson, Jay  
Pearson, Kara  
Poor, Justin  
Ramey, Jessica  
Reiter, Jim  
Richard-Scutop, Julie  
Robertson, Jason  
Robertson, Gavin  
Robles, Jun  
Rodiles, John  
Roffman, Cole  
Sasak, Michael  
Selling, John  
Smythe, Thomas  
Stone, Susan  
Tolva, Penelope  
Tritcak, Denise  
Viriden, Ira  
Wallachy, Megan  
Whiting, Frank  
Williams, Matthew