

Industrial Spotlight



February 6, 2008
Bridgeport Brewery
4:30 p.m. – 6:00 p.m.

Featured Speaker
Steve Wells
Trammell Crow

Industrial brokers & new members considering specializing in industrial brokerage, join us for a networking event geared specifically to you.

Register online at
<http://orcar.org/>

Calendar of Events



Quarterly Breakfast
Multnomah Athletic Club
Wednesday, January 16
7:15 a.m. Registration



Industrial Spotlight
Bridgeport Brewery
Wednesday, February 6
4:30 p.m. Registration



Education Seminar
Multnomah Athletic Club
Thursday, February 14
7:15 a.m. Registration



CAR Dinner & Awards
The Governor Hotel
Thursday, March 6
5:00 p.m. Registration

NAR Encourages SEC Approval for Request for Exemption from Broker/Dealer Registration

The National Association of Realtors® registered its support for the Securities and Exchange Commission's actions to quickly approve NAR's request for an exemption from securities broker/dealer registration. The exemption would allow commercial real estate professionals to provide real estate services to buyers during their consideration and purchase of Tenants-in-Common securities.

Tenants-in-Common is a form of ownership and investment vehicle that allows investors to enjoy the risks and rewards of real estate ownership without participating in property management. However, depending on how the sponsor organizes the transaction, a TIC may be subject to federal and state securities laws, in addition to the state real estate laws that apply to all TICs.

NAR asked the SEC to approve the exemption to clarify the extent to which commercial real estate professionals may provide real estate assistance to buyers in connection with TIC transactions and receive payment for the services provided. Under the Paperwork Reduction Act, the SEC has published NAR's exemption request for comment by interested parties.

Changing of the Guard at CAR

As of November 1st, Bob LeFeber has taken the helm of CAR as the new President. Bob LeFeber is a broker with Commercial Realty Advisors. He is joined on the Executive Committee with Don Ossey (Capacity Commercial) as President Elect, Lana Baldock (Cushman & Wakefield) as Treasurer, Jeff Borlaug (NAI Norris, Beggs & Simpson) as Secretary, and Mark Friel (Pacific Real Estate Partners) as Immediate Past President.

Along with Mark stepping down as President, CAR had a number of directors retire. We owe much gratitude to the years of service provided by Chase Brand (Norris & Stevens), Wally Hornberger (Coldwell Banker Commercial), Chris Johnson (NAI Norris, Beggs & Simpson) and Tom Smith (Davis Wright Tremaine).

We are very pleased to welcome new board members Pierre Ardantz (Norris & Stevens), Todd Collins (Macadam Forbes), Eric Haskins (Grubb & Ellis), Monte Haynes (GVA Kidder Mathews) and Brad Miller (Ball Janik) who join existing board members Kevin Joshi (GVA Kidder Mathews), Jacqueline Richie (Lehman Brothers), Joe Sosky (Coldwell Banker Commercial) and Mike Tharp (NAI Norris, Beggs & Simpson).

Please feel free to contact any board member if you have questions or suggestions for your Association.

Ask Dr. D

Q: "Company Y" toured my 20,000 sf "Plug & Play" lease listing and loved it. They said they'd show my "full fee flyer" to their out-of-state broker, somewhere. 3 days later I got a call from a tenant rep broker in Texas who said no negotiation was necessary, just send him a lease he could forward to Company Y's attorney.



3 weeks later the attorney reached an agreement with my Client and the lease was signed. I immediately got my 2nd email from the Texas broker asking me when he'd receive his 5% fee. The Landlord doesn't think he deserves a dime, let alone a full fee. What do I do now?

A: Hope you have a signed commission agreement with your Client, or that you're joking. Otherwise, the next 6 months could be the longest 2 years of your life. On the bright side, your lawyer should prosper.

Charlie "Dr. D" Digregorio, 2004 CAR President

CARPAC Gala

Held Thursday, December 6th

CARPAC Honored

Representative Dave Hunt
House Majority Leader
Democrat, District 40

Representative Mike Schaufler
Democrat, District 48

Chairman Mike Thorne
Oregon Task Force of Land Use Planning

Thank You Lifetime Award Recipients

Bill Barendrick
Bill Cozart
Adelle Jenike
Robert Stutte
Joe Wood
Syd Woodbury

These members have played an integral role in CAR since its founding in 1993.

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