

# COMMERCIAL COMMITTEE CONNECTION



## In this newsletter:

- [Chairman's Corner](#)
- [2024 REALTORS® Commercial Committee](#)
- [Legal Q&A](#)
- [Legislative & Regulatory Update](#)
- [Will the Commercial Market Hit the Reset Button in 2024?](#)
- [Future Meetings | Events | Education](#)

## CHAIRMAN'S CORNER



### Get to Know Tommy Dalton, Your 2024 Committee Chair!

Warm Winter Greetings, NC Commercial REALTORS®! As your new Commercial Committee Chair, I would like to introduce myself and share more about the vision and goals I have for our newly formed committee.

I grew up in the northwestern mountains of NC, attended Campbell University, joined the Army Reserve, and later the Army. While stationed in the Northern Virginia area, I attended a real estate license class held by Coldwell Banker. That marked the start of my real estate career that began as a part-time agent. I eventually became a development consultant on retail construction and residential land development projects.

A few years later, I became a real estate investor, a syndicator, and started helping others with commercial investing in 2008 while working a corporate job. Early in 2014, I decided to leave my corporate sales career in the health care industry and became a full time Broker, specializing in Commercial Real Estate.

Since choosing Commercial Real Estate, I've served many different types of clients which spans just about every asset class. As a result, I have developed a unique industry perspective, and a vision for improvement. As Brokers, we should better communicate our values to clients and look for ways to more effectively network with each other. We need to actively engage in economic development efforts in our communities, be a part of civic leadership, and always be willing to work with service providers, who are not only our clients but also the backbone of our industry.

I believe we need to foster more collaboration within the NAR about Commercial Real Estate. We need to better communicate the value of being a member of NAR to our clients and encourage more participation from Commercial Brokers. The first step is to survey our Commercial Broker members and find out what resources will provide them with the most value to run their businesses and help their clients. I pledge to personally contact each committee member to gain insight about your areas and to see how we can boost interest and engagement.

We will be partnering with our Economic Development and Global Committees to improve communication and align efforts to improve resources for our Commercial Broker members.

It's important to share what the Commercial Committee can do to serve our industry and all NC REALTORS® members while also encouraging NAR member engagement and better NCR participation resources.

Finally, we should become a one-stop resource for all things Commercial in NC.

We should consider developing a calendar for all CRE related events and meetings in NC. Additionally, let's work towards becoming a repository of industry news, trends, technology, and local and state policy changes. This can't be accomplished without your help. Please share your ideas and together we will become a resource hub for our use and to share with other brokers.

While there is much to accomplish this year, let's not forget, all work and no play make for a dull day. I hope we all take advantage of moments to do things that we enjoy! I am an avid fan of hockey, baseball, skiing, and fly-fishing. Get out and enjoy your hobbies as well. I look forward to meeting you all across our beautiful State and taking in all it has to offer, including finding the best BBQ!

Yours in Service,

Tommy Dalton  
2024 REALTORS® Commercial Committee Chairperson  
[tommy@phoenixcommercialnc.com](mailto:tommy@phoenixcommercialnc.com)

[VISIT OUR WEBPAGE](#)

**2024 REALTORS® COMMERCIAL COMMITTEE**

The 2024 REALTORS® Commercial Committee held their first meeting of 2024 during NCR's Winter Leadership Meetings.



Chair: Tommy Dalton, Triangle Commercial Association

Vice Chair: Lou Baldwin, Winston-Salem Regional Association

Immediate Past Chair: Jason Gentry, Canopy REALTOR® Association

RVP Liaison: Paul McGill, Winston-Salem Regional Association

Staff liaison: Denise Daly

Eric Andrews, Triangle Commercial Association (2025)

Byron Aynes, Cape Fear REALTORS® (2024)

Keyara Burton, Canopy REALTOR® Association (2024)

Teresa Daughtry, Triangle Commercial Association (2025)

Tammy Dixon, Greensboro Regional Association (2024)

Lynn Harris, Cape Fear REALTORS® (2025)

Mary Rawls, Jacksonville Board (2024)

Nicholas (Nick) Silivanch, Cape Fear REALTORS® (2025)

Larry Story, Greensboro Regional Association (2024)

John Stroup, Canopy REALTOR® Association (2025)

Ronda Wilson-Henry, High Point Regional Association (2024)  
Tony Harrington, Cape Fear REALTORS®, NCR President  
John McPherson, Winston-Salem Regional, NCR President-Elect

## LEGAL Q&A

### Using buyer agency agreement for buying multiple properties of different types

**QUESTION:** I want to work as a buyer agent with an investor who is interested in purchasing multiple properties, both residential and commercial. Will the Exclusive Buyer Agency Agreement (form 201) work for this purpose?

### [DISCOVER THE ANSWER](#)

*Don't waste time stressing over forms, disclosure or landlord/tenant law. NC REALTORS® has free, unlimited access to the NC REALTORS® Legal Hotline. Call 336.294.1415 or email [legalhotline@ncrealtors.org](mailto:legalhotline@ncrealtors.org) for quick resolution so you can return to your clients and your business.*

## LEGISLATIVE & REGULATORY UPDATE

The second year of the biennium, which is the legislative short session, will convene on Wednesday, April 24, 2024 at 12:00 PM. With this being the second year of the legislative session, only certain bills may be considered by the General Assembly. Bills for consideration include legislation related to the State budget and bills that passed out of the chamber where they were introduced in 2023, to name a few.

As a reminder [Senate Bill 677](#) – Surveyors of Right of Entry/Exped. Comm. Bldg. passed both Chambers and was enacted into law on October 21, 2023. The bill provisions are as follows:

- Requires a local government to perform plan review and issue building permit decisions for commercial and multifamily building projects that are sealed for construction by an applicable engineer or architect within 45 days. If there are changes that require a new submission, the local government has 10 days to review.
- Creates the option for the permittee to do a pre-submittal meeting prior to permit application for eligible permit applicants to determine whether the permit applicant possesses necessary plans and sufficient information the local government would require for building permit plan review.
- Provides alternative methods using third-party reviewers if the local government is unable to complete plan review within the applicable timeframes.

Effective July 1, 2024, and would apply to permit applications submitted on or after that date.

## WILL THE COMMERCIAL MARKET HIT THE RESET BUTTON IN 2024

A retail rebound, changing investor sentiment about climate risks and eroding affordability are among the top trends commercial real estate professionals are contending with, according to the [“Emerging Trends in Real Estate 2024”](#) report from the Urban Land Institute and PwC.

[Read the Full Article](#)

## FUTURE MEETINGS | EVENTS | EDUCATION

### 2024 NC CCIM Charlotte Market Forecast

February 21, 10:15am-1:30pm

[Register Here](#)

**2024 NAIOP NC Conference**

February 29, 2024, Pinehurst Resort | Pinehurst, NC

<https://www.naiopnc.org>

**2024 NC CCIM Triangle Market Forecast**

February 29, 10:15am-1:30PM

[Register Here](#)

**2024 MIPIM**

March 12-15, Cannes, France

<https://www.mipim.com>

**ICSC@CAROLINAS**

March 19-20, Charlotte Convention Center | Charlotte, NC

<https://www.icsc.com/attend-and-learn/events/details/carolinas-2024>

**2024 REALTORS® Commercial Committee Meetings**

NCR Legislative Meetings

June 2-5 | Raleigh Sheraton Hotel

<https://www.ncrealtors.org/special-events/legislative-meetings/>

**2024 C5 + CCIM Global Summit**

September 17-19, Seminole Hard Rock Hotel & Casino | Hollywood, FL

<https://c5summit.realestate>

**NCR Convention & Expo**

October 19-22 | Wilmington

<https://www.ncrealtors.org/special-events/convention/>

**Education Central:**

This is your one stop shop for all your commercial education needs!

<p><b>Accredited Land Consultant</b></p> <p><a href="#">ALC</a></p>	<p><b>ALM</b></p> <p><a href="#">Serving the real estate industry</a> <a href="#">Events</a></p>
---	--

<p><b>Certified Commercial Investment Member</b></p> <p><a href="#"><u>CCIM</u></a></p> <p><a href="#"><u>CCIM, NC Chapter</u></a></p> <p><a href="#"><u>CCIM, NC Chapter Mentorship Program</u></a> (Deadline to apply is January 31, 2024.)</p>	<p><b>Institute of Real Estate Management</b></p> <p><a href="#"><u>IREM</u></a></p> <p><a href="#"><u>IREM NC Piedmont Chapter</u></a></p>
<p><b>Society of Industry and Office REALTORS®</b></p> <p><a href="#"><u>SIOR</u></a></p> <p><a href="#"><u>SIOR Carolinas Chapter</u></a></p>	<p><b>The Counselors of Real Estate</b></p> <p><a href="#"><u>CRE</u></a></p> <p><a href="#"><u>CRE Carolinas Chapter</u></a></p>
<p><b>REALTORS® Land Institute</b></p> <p><a href="#"><u>RLI</u></a></p> <p><a href="#"><u>RLI Carolinas Chapter</u></a></p>	<p><b>Commercial Real Estate Development Association</b></p> <p><a href="#"><u>NAIOP</u></a></p> <p><a href="#"><u>NAIOP Raleigh Durham</u></a></p> <p><a href="#"><u>NAIOP Piedmont Triad</u></a></p> <p><a href="#"><u>NAIOP Charlotte</u></a></p>

---

**We would like to hear from you!**

Let us know what topics you would like for us to highlight or how the REALTORS® Commercial Committee can help you. Contact committee staff liaison [Denise Daly](#).



4511 Weybridge Lane, Greensboro, NC 27407

336.294.1415 | [hello@ncrealtors.org](mailto:hello@ncrealtors.org) | [ncrealtors.org](https://ncrealtors.org)

©2024 NC REALTORS®