

COMMERCIAL CONNECTION



You are now receiving our Commercial Connection newsletter, bringing you the latest updates and insights from the commercial sector of the real estate industry. The Commercial Committee is committed to keeping all NC REALTORS® informed about commercial trends to enrich your industry knowledge and enhance client service. As always, you can [update your email preferences](#) at any time to customize the types of news and updates you receive from us.

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CHAIRMAN'S CORNER



Your Commercial Committee is continuing our momentum in 2025!

As reported in the first quarter *Commercial Connection* newsletter, we kicked off the year with a productive and engaging meeting in Winston-Salem. We also conducted a trolley tour of downtown real estate developments, held in partnership with the

Economic Development and Global Committees showcasing our strong inter-committee collaboration. We are planning our next tour in October during the NCR Convention in Cherokee—details coming soon!

2025 Committee Highlights:

- **Brand Growth:** Vice Chair Lynn Harris is leading efforts to expand the NCR commercial brand with new ideas and strategies.
- **Advocacy:** We had strong commercial member participation at NCR's Legislative Meetings in April, including legislative visits, the State of Real Estate Conference, and the Legislative Reception. We encourage all commercial members to continue with the advocacy work by attending **NAR's Legislative Meetings** in D.C., May 31–June 5.
- **Partnerships:** We continue building relationships across the commercial sector. I was proud to represent NCR at MIPIM 2025 in Cannes, France and the NC CCIM Triad CRE Summit in High Point. We're also working to share the work of our committee at local RCA meetings—contact our NCR staff liaison **Denise Daly** if you'd like a committee representative to speak at your next meeting.
- **RPAC:** Our committee is currently at 54% pushing toward our goal of 100% RPAC participation!

I welcome your thoughts and ideas on our Commercial Committee and its work representing REALTORS® throughout North Carolina. Feel free to reach out to me directly at 336-817-6665 or Lbaldwin@baldwinco.com.

I look forward to hearing from you and hope to see you soon!

Best regards,

Lou Baldwin
Chair, Commercial Committee

[VISIT OUR WEBPAGE](#)

NCR VIRTUAL COMMERCIAL COMMITTEE MEETING - JUNE 12

The next meeting of the Commercial Committee will be held during NC REALTORS® Virtual Business & Committee Meetings on **Thursday, June 12 from 10:30am-11:30am**. Registration is complimentary yet required.

To Register, [Click Here](#)

For a Schedule of Events, [Click Here](#)

LEGISLATIVE UPDATE

Housing is one of NCR's top priorities. Therefore, passing legislation that creates more housing at all price points will be impactful legislation for REALTORS® working in both commercial and residential sectors, as well as consumers across the state. [House Bill 765](#) will further expand access to housing, strengthen our communities, boost local economies, and create a brighter future for all North Carolinians. It offers meaningful reforms that will reduce unnecessary regulatory barriers imposed by local governments—barriers that drive up the cost of housing and delay much-needed development.

House Bill 765 does not create new zoning laws but reiterates that local government officials must adhere to laws already passed by the NC General Assembly and those codified in case law.

While this legislation was originally subject to the crossover deadline, it now has a budget component and can still advance in the House. An increased fee for coverage under a

construction or industrial NPDES general permit from \$120 to \$125 was included to allow for future DEQ changes.

NCR will be implementing a media campaign to support housing efforts.

YOUR COMMERCIAL EXPERTISE BELONGS HERE

We are seeking experienced commercial practitioners to serve on the **Commercial Committee** and **Commercial Forms Committee**—two key groups that help shape policy and develop the tools used by commercial members across the state. Whether you're passionate about legislative advocacy or refining the forms that power your transactions, your voice belongs at the table. Applications are open through July 1, 2025. [Apply Here](#)

NC REALTORS® TAKE ON MIPIM 2025: SHOWCASING NC ON THE GLOBAL STAGE

Adapted from the May 7 issue of the NC REALTORS® Global newsletter.

NC REALTORS® made a powerful impression at **MIPIM 2025**, the world's leading real estate conference held annually in Cannes, France. This global event attracts thousands of real estate professionals, investors, developers, and government officials from around the world to explore the future of real estate, investment trends, and economic development.

Representing North Carolina's growing appeal as a hub for innovation, industry, and investment, **NC REALTORS® brought local insight to the international spotlight.** Under the leadership of **Jason Gentry, Global Committee Chair, Lou Baldwin, Commercial Committee Chair, and Andrea Bushnell, CEO of NC REALTORS®,** the delegation engaged in impactful conversations with global investors eager to explore opportunities across North Carolina's diverse and dynamic markets.

We were especially proud to be joined this year by **Chris Chung, CEO of the Economic Development Partnership of North Carolina (EDPNC).** His presence marked a powerful collaboration between real estate and statewide economic development, emphasizing North Carolina's unified approach to attracting international investment and strategic partnerships.

Also joining the delegation were NC REALTORS® Global Committee member **Renzo Bugnatto from Cape Fear** and **Abay Gedey from Canopy REALTORS® Association—**

who brought regional perspectives and valuable insights to the table as we worked to position North Carolina as a global real estate destination.

From bustling urban developments in Charlotte and Raleigh to transformative industrial and commercial projects in the Triad and Eastern regions, North Carolina's presence at MIPIM 2025 highlighted the state's readiness for global engagement. The team's participation reinforced the message: **From North Carolina to the world, we're making connections that shape our industry.**

With a strong emphasis on **collaboration, innovation, and sustainable development**, NC REALTORS®' presence at MIPIM 2025 reflects a strategic commitment to connecting local opportunities with global capital—and building a stronger, more resilient North Carolina for years to come.



READY TO JUMP-START YOUR CAREER IN COMMERCIAL REAL ESTATE?

CCIM's introduction to Commercial Real Estate Certificate program is an introductory educational curriculum designed to provide professionals with the basic principles of commercial real estate, financial analysis tools and professional skills. **Get Started!**

NAR REALTOR BENEFITS®: NOW TAILORED FOR COMMERCIAL PRACTITIONERS!

Unlock exclusive savings and tools designed specifically for commercial real estate professionals. Access superior property insights, discounted Pro tools, and powerful listing platforms to boost your business.

Don't miss out on these custom solutions to help you thrive in today's competitive market.

[Start saving today!](#)

RPR COMMERCIAL: HOW TO CREATE A TRADE AREA REPORT

Wow Clients With Data-Driven Insights!

Imagine walking into a client meeting knowing exactly who the ideal customers are for that business, their spending habits and their lifestyle preferences.

With RPR®'s trade area reports, you can. [Here's how to create them.](#)

FUTURE MEETINGS | EVENTS | EDUCATION

NAR REALTORS® Legislative Meetings

May 31-June 5 | Washington, DC

NCR Committee and Business Meetings

June 10-13 | **Virtual**

C5+CCIM Global Summit

September 16-18 | Chicago, IL

***Early Bird Rate ends May 23**

NCR Convention

October 20-23 | Cherokee, NC

NAR NXT | The REALTOR® Experience

November 14-16 | Houston, TX

Future NCR Commercial Committee Meetings:

NCR Committee and Business Meetings

June 12 from 10:30am-11:30am | **Virtual**

NCR Convention

October 20 from 4:00pm-5:00pm | Harrah's Cherokee

We would like to hear from you!

Let us know what topics you would like for us to highlight or how the Commercial Committee can help you. Contact committee staff liaison **Denise Daly**.

Contributions to RPAC are not deductible for federal or state income tax purposes. Contributions are voluntary and are used for political purposes. Suggested amounts are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or a decision not to contribute. Your contribution is split between National RPAC and the State PAC in your state. NC RPAC supports the efforts of National RPAC and contributes a portion of its contributions to National RPAC. Contact your State Association or PAC for information about the percentages of your contribution provided to National RPAC and to the State PAC. The National RPAC portion is used to support federal candidates and is charged against your limits under 52 U.S.C. 30116. In-kind contributions/donations are not included for the purposes of the National RPAC State PAC split. NC law requires political committees to report the name, mailing address, job title or profession and name of employer or employee's specific field for each individual whose contributions aggregate is in excess of \$50 in an election cycle. North Carolina law prohibits contributions of cash in excess of \$50 per day. Federal law prohibits contributions of cash in excess of \$100 per year. Contributions can only be accepted from individuals; in the form of personal checks, credit/debit cards and cash less than \$50 per day/\$100 per year. contributions from corporations or business entities cannot be accepted. This solicitation was paid for by NC RPAC.

HELPFUL LINKS

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[Local Association RCAs](#)

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