

COMMERCIAL CONNECTION



The Commercial Connection newsletter brings 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.

In this newsletter:

- [Chairman's Corner](#)
- [NCR Commercial Committee Meeting | October 20](#)
- [Legislative Update](#)
- [Business & Industry Wins](#)
- [Legal Update](#)
- [Commercial Committee Webpage](#)
- [NAR Commercial Program](#)
- [Primary Field of Business](#)
- [Future Meetings | Events | Education](#)

CHAIRMAN'S CORNER



Dear NC REALTORS® Commercial Members,

This is an exciting time for commercial real estate in North Carolina!

I encourage you to spend some time to read this Q3 edition of the

Commercial Connection Newsletter. Great things are happening in our state and CRE is playing a pivotal role in driving that momentum.

As you will see below, North Carolina has once again been named the **# 1 state for business!** Companies are continuing to relocate to our state or expand their operations here. Some of these announcements, such as JetZero coming to the Triad, rank among the most significant in North Carolina's history.

Be sure to read the article by NCR Vice President of Advocacy Pam Melton. Commercial real estate professionals are increasingly being called upon to help address North Carolina's housing inventory crisis. Our advocacy teams at the local, state, and national levels are working tirelessly and achieving meaningful legislative wins on issues vital to both commercial real estate and housing.

I look forward to seeing many of you in Cherokee for the NC REALTORS® Convention. You're invited to attend our Commercial Committee Meeting at 4pm on Monday followed by our Commercial Education Session **"Commercial Real Estate Insights with CCIM Global President Steve Rich"** at 5pm.

Thank you for your continued commitment to advancing commercial real estate across North Carolina. Your involvement, insight, and leadership are the driving force behind our ongoing success.

Best regards,

Lou Baldwin

NC REALTORS® Commercial Committee Chair

[VISIT OUR WEBPAGE](#)

NCR COMMERCIAL COMMITTEE MEETING | OCTOBER 20

The next Commercial Committee meeting will be held during NC REALTORS® annual convention at Harrah's Cherokee Casino & Resort on October 20 from 4:00pm-5:00pm.

- [Register](#)
- [View a full schedule of events](#)

COMMERCIAL LEGISLATIVE & REGULATORY UPDATE

Commercial Real Estate and Housing Development

Commercial Practitioners are uniquely qualified to lead advocacy efforts as NCR continues to work to advance [SB 205](#). You are leaders in economic development and understanding the community impact of it. Whether it's your work with local chambers, local governments or economic development agencies as new businesses are being attracted to North Carolina. Additionally, you are working on key projects for the community such as adaptive reuse and brownfield redevelopment. You facilitate commercial transactions by navigating through the site selection process, zoning and permitting and financial negotiations. You not only support housing initiatives, you help to fuel them. That is why you are uniquely positioned to be advocates and to help provide education in your areas.

While we hope to advance SB 205, the push for housing legislation does not end there. NCR will continue to advocate for changes to allow housing at all price points for years to come. We intend to deliver education at the local level and will keep you updated as plans are implemented. Our immediate efforts this year will be a social media push to highlight data, thank our housing sponsors and supporters and continue to push important facts about housing. That project should start by mid-August. NCR staff will reach out to Chair Baldwin to identify ways to engage you as Commercial Committee members in promoting the message. As a reminder, to view the key provisions of SB 205, [click here](#). This

legislation is simply asking local governments to follow the current laws that areas already have in place and not implement roadblocks in order to reject or delay developments.

Yes, advancing key housing legislation is essential but it is also important to highlight the impact of Commercial Practitioners. Our spotlight series begins with Chair Lou Baldwin who's helping to bring much needed housing to the Triad. [View the Lou Baldwin Member Spotlight Video.](#)

Legislative Wins

[Senate Bill 690](#) includes language to allow agent commissions to be included in the offer to purchase and contract. [Access the SB 690 Q&A.](#)

[Senate Bill 387](#) – Brownfields Property Reuse Act authorizes an additional exclusionary period of five years for subsequent qualifying improvements to the extent the property is eligible for a brownfields agreement, as confirmed in writing by DEQ, and provided that the real property is or becomes subject to a brownfields agreement. [View the bill summary.](#)

MAJOR BUSINESS & INDUSTRY WINS ACROSS NORTH CAROLINA

CNBC Names NC the #1 State for Business

This [announcement](#) marks the third time in the last four years that the state has earned the ranking. This continued recognition reinforces NC's position as a national leader in economic growth and investment potential.

Amazon Plans to Invest \$10B in NC for AI Infrastructure

Amazon investment in Richmond County will bring in 500 new high-tech jobs, education and training programs to North Carolina. [Read the full announcement.](#)

JetZero Selects Greensboro, NC for First U.S. Factory

This \$4.7B new Production Facility will create over 14,500 high-tech jobs. [Read the full announcement.](#)

LEGAL UPDATE

Commercial Forms Announcement

Help Keep the Commercial Forms Series Current

The NCR Commercial Forms Series is best improved and most effective if the marketplace provides good feedback regarding the usefulness and effectiveness of the forms. Your feedback on the Commercial Forms Series is valuable so please share your experiences with the NCR Commercial Forms Committee.

Over the years, this type of feedback has been the basis of many significant changes in the forms; the hope being that by being responsive to the marketplace and the users of the Commercial Forms Series, they can maintain their relevance and usefulness. Where licensees encounter issues related to the forms or circumstances that are not addressed, information regarding those circumstances, questions regarding the forms and comments on the forms are certainly welcome and appreciated.

Questions or Comments? Contact Leigh Morgan at lmorgan@ncrealtors.org or 336-808-4235.

Commercial Forms | Summary of 2025 Forms Changes

A commercial video has been added to NC REALTORS® Summary of Forms Changes.

- [Summary of Forms Changes – Residential](#)
- [Summary of Forms Changes – Commercial](#)

- [Summary of Forms Changes - Commercial Video](#)
- [Summary of Forms Changes – Property Management](#)

Legal Q&A

Preventing Seller Impersonation Fraud in Residential and Commercial Transactions

Question: I was contacted by someone wanting to list a parcel of vacant land. They say they live out of state and cannot meet in person. Given the growing number of scam listings and fake sellers, especially involving vacant land and commercial parcels, what steps should I take to confirm that this person is the rightful owner?

[Discover the Answer](#)

REALTORS® have free, unlimited access to the NC REALTORS® Legal Hotline. Call 336.294.1415 or email legalhotline@ncrealtors.org for quick resolution so you can return to your clients and your business.

COMMERCIAL COMMITTEE WEBPAGE

Have you visited the [Commercial Committee](#) webpage on NC REALTORS® website?

Resources include:

- Quick Link to Commercial Forms & Forms Changes
- Commercial Committee Connection (access past issues of our newsletter)
- Local Association RCAs
- Commercial Calendar of Events
- NAR Commercial Webpage
- NAR Commercial Real Estate Market Research
- RPAC Major Investor Commercial Brochure
- Professional Commercial Networks...and more!

Do you have an additional resource suggestion? Contact committee staff liaison [Denise Daly](#).

NAR COMMERCIAL PROGRAM

Visit [commercial.realtor](#) to find out more about what NAR Commercial can do for you.

Don't forget to join the ***Commercial and Specialty Open Conversation Community*** on the [NAR HUB](#).

PRIMARY FIELD OF BUSINESS

Are you a commercial practitioner? Showcase your expertise by updating your online member profile.

By keeping your member profile current, you can extend your reach through our ["Find an NC REALTOR®" directory](#), connecting with potential clients and fellow members seeking commercial expertise. It will also allow you to receive exclusive commercial real estate news and updates. Stay informed and boost your visibility by [updating your profile now!](#)

- [Start Here](#) to Login to your Member Portal.
- Click the "Update Your Profile" button (in the block under your name).
- Select "Personal Info and Photo" from the left-hand column menu.
- Choose your Primary (and Secondary) Fields of Business from the dropdowns and click "Save".

FUTURE MEETINGS | EVENTS | EDUCATION

[CIPS with Emphasis on Commercial Global](#)

August 21, 28 | September 4, 11

Course One (8/21): Global Real Estate: Transaction Tools (*Virtual*) - Core

Course Two (8/28): Global Real Estate: Local Markets (*Virtual*) - Core

Course Three (9/4): Asia and International Real Estate (*Virtual*) - *Elective*

Course Four (9/11): Europe and International Real Estate (*Virtual*) - *Elective*

Course Five (9/15): The Americas and International Real Estate (*In-Person & Virtual*) - *Elective*

CIPS Certification Courses

September 4, 5, 8, 9, and 12

Registration Fee: \$350.00 for all 5 days

Daily Rate: \$120.00 (contact education@ncrealtors.org for daily rate registration)

Audit Fee (for CIPS Designees Only) : \$100.00

C5+CCIM Global Summit

Sept. 16-18, 2025 | Chicago, IL

The premier commercial real estate conference for networking, dealmaking and investment opportunities. Connect with Industry Leaders shaping the future of CRE.

NC CCIM State Conference

October 13, 2025 10am - October 14, 2025 1pm

Hilton Raleigh North Hills, Raleigh, NC

CCIM CI 102: Market Analysis for CIRE

Oct. 14-17, 2025 | Raleigh, NC

NC REALTORS® Convention

Oct. 20-23, 2025 | Cherokee, NC

Oct. 20 Commercial Committee Meeting | 4:00pm-5:00pm

Oct. 20 Commercial Education Session | 5:00pm-6:00pm

NAR NXT, The REALTOR® Experience

Nov. 14-16, 2025 | Houston, TX

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](#).

HELPFUL LINKS

[NC REALTORS®](#)

[NC REALTORS® Commercial Committee](#)

[Privacy Statement](#)

[NAR Commercial Real Estate](#)

[Local Association RCAs](#)



[NC REALTORS®](#)

4511 Weybridge Lane, Greensboro, NC 27407

(336) 294-1415 | hello@ncrealtors.org

[Privacy Policy](#) | [Member Benefits](#)