



# INDIANA COMMERCIAL REAL ESTATE EXCHANGE (I-CREX) UPDATE

2008  
Strategic  
Plan

## About I-CREX

The Indiana Commercial Real Estate Exchange (I-CREX) brings you the most current technology that will enable you to share your listings easily and efficiently with other commercial practitioners in Indiana, as well as throughout the country. I-CREX is owned and managed by Indiana Commercial Board of REALTORS® (ICBR) for the sole purpose of providing a valuable resource to you, the ICBR member. This service is simple to use and gives your commercial listings maximum exposure both locally and nationally.

## What's New

Now your listings will get national exposure through National Association of REALTORS® (NAR) new commercial real estate exchange. Add your listings to I-CREX and they will automatically be populated to Commercial Source (www.commercialsources.com). CommercialSource.com has been created by NAR to serve as a comprehensive website for all things pertaining to commercial real estate. The main feature of the site is the commercial real estate marketplace, where commercial property listings are aggregated from local CIE's and practitioners from all over the country.

## CIE Survey Results

Earlier this year, ICBR conducted a survey to determine what our members want from a commercial information exchange (CIE). What we found was over-whelming support for a CIE, as well as frustration at the market of choices currently available to brokers.

ICBR members want:

- Ownership of property listing data
- Ability to create marketing materials and reports
- One listing service that fills the need for the entire state instead of several competing services
- Fully functional and well populated CIE

ICBR is committed to meeting this need and will continue to improve and expand I-CREX.

## Call for Participation

One important difference between I-CREX and the other CIE options is that I-CREX is your system. ICBR is not a for profit company, but rather serves to provide benefits to our membership. I-CREX is truly your CIE! Help us make it the system that you need by committing to input your property data. There are several ways to do this and we are here to help. Call us today (317) 328-5259 to discuss how you can help build the number one system for commercial real estate information in the State of Indiana.

## Basic Membership

In an effort to build our listing inventory, ICBR will be extending FREE basic membership to all ICBR members. Basic membership will allow you to upload and maintain your property listings in I-CREX. Your listings will be viewable by all ICBR members. (Note: These listings will not be viewable by the public or on Commercial Source). ICBR can help you start inputting your listings today with training manuals and sessions. Call (317) 328-5259 for your login information and get started today!

## Upcoming Training

Get started by attending a training session on **July 24, 2008 from 2:30 - 3:30 p.m.** at the Sheraton North at Keystone at the Crossing immediately after the Mid-Summer Luncheon. The training is FREE. No reservations are necessary, just show up!

## ICBR Mission

The Indiana Commercial Board of REALTORS® coordinates education, information, networking and public policy for the benefit of its members.

## ICBR Vision

The ICBR shall be the single resource and champion for commercial real estate professionals throughout Indiana.

## 2008 Strategic Goals

Develop unique and valuable member benefits.

Expand state-wide outreach initiatives.

Provide innovative training and education.

Offer informational resources to ICBR members through our website and CIE.

# WELCOME NEW ICBR MEMBERS

Thank you to these new members, as well as all current ICBR members. You make our organization stand out in the commercial real estate industry.

**Jim Abel**  
Paragon Commercial Real Estate, Inc.

**Brooke Augustin**  
NAI Olympia Partners

**Bryan Augustin**  
NAI Olympia Partners

**Jeff Baumgartner**  
Coldwell Banker Commercial Realty Services

**David Black**  
Grubb & Ellis / Harding Dahm

**Daniel Brekke**  
Gateway Realty, LLC

**Greg Charnes**  
Hahn Realty Corporation

**Cindy Clark**  
Grubb & Ellis / Harding Dahm

**Ryan Conrad**  
RESOURCE Commercial Real Estate

**Matthew Creviston**  
Cressy & Everett Commercial

**Robert Dunbar**  
Cressy & Everett Management Corporation

**Todd Elliott**  
Commercial IN-Sites, Inc.

**Greg Folz**  
Colliers Turley Martin Tucker

**Michael Fritton**  
Somerset CPAs, P.C.

**Thomas Gallagher**  
Gallagher Properties

**Cathy Gallmeyer**  
CB Richard Ellis / Sturges

**Gayla Gubler**  
Regency Property Services, LLC

**John Hanley**  
CB Richard Ellis

**Mark Holtzlander**  
Grubb & Ellis / Harding Dahm

**Matt Huffine**  
Royal Title Services

**Eric Kemp**  
RESOURCE Commercial Real Estate

**Joseph Kiefer**  
Regency Property Services, LLC

**Blair Kiel**  
RESOURCE Commercial Real Estate

**Bradford King**  
RESOURCE Commercial Real Estate

**Lynn Marie Lannquist**  
NAI Olympia Partners

**Rona Lasser**  
Commercial IN-Sites, Inc.

**Karen Linders**  
Commercial IN-Sites, Inc.

**Jerry Long**  
Investors' Realty

**Paula Lullo**  
Commercial IN-Sites, LLC

**Jennifer McBride**  
The Realty Group

**Jeffrey Merritt**  
Merritt Real Estate, LLC

**Megan Paige Miller**  
NAI Olympia Partners

**Matt Moore**  
RESOURCE Commercial Real Estate

**Leo Morales**  
Imperial Capital Bank

**Tim Murray**  
RESOURCE Commercial Real Estate

**Scott Osborne**  
American Home Real Estate, Inc.

**Gloria Paras**  
Greensburg Realty Group

**Kevin Peterson**  
Precedent Real Estate Services, LLC

**James Petro**  
F. C. Tucker / Wagner Realtors, Inc.

**Jim Reilly**  
Grubb & Ellis / Harding Dahm

**James Ringler**  
Cressy & Everett Commercial

**David Roach**  
Beachum & Roach Real Estate Brokerage Services

**Kenneth Rogers**  
Duke Realty Corporation

**Lisa Ruscetti**  
Paragon Commercial Real Estate

**Jon Shuel**  
RESOURCE Commercial Real Estate

**Dan Skodras**  
CB Richard Ellis / Bradley

**Robyn Smart**  
RESOURCE Commercial Real Estate

**Dennis Spitzer**  
Investors' Realty

**Bill Stinson**  
Cripe Architects & Engineers

**Lesley Stoeffler**  
Genesis Real Estate Services

**Nicholas Svareczkopf**  
CB Richard Ellis

**Michael Tinder**  
Precedent Real Estate Services, LLC

**Steve Weinberg**  
Commercial IN-Sites, Inc.

**James Wittman**  
Regency Property Services

**Amanda Woodall**  
Excel Realty Group

**Anneliese Woolford**  
CB Richard Ellis / Bradley

## CALL FOR VOLUNTEERS FOR ICBR STRATEGIC TASKFORCES

ICBR is looking for volunteers to help with the newly formed ICBR Strategic Taskforces. If you are interested in shaping the future of ICBR, please contact Kimberly Paugh at (317) 328-529 or [kpaugh@icbor.com](mailto:kpaugh@icbor.com).

Please mention which taskforce you are interested in serving on.

### Time Commitment:

Taskforces will meet approximately once a month for up to six months. Most meetings will be via teleconference, but there may be one or two in-face meetings.

### 2008 Taskforces:

#### I. Member Benefits

Develop new, unique and valuable benefits for ICBR members. Determine how to maximize the benefits of NAR and the REALTORS® Commercial Alliance. Increase ICBR's relevance to its membership.

#### II. State-Wide Outreach

Increase ICBR participation in all ICBR districts by providing networking and educational opportunities throughout the state. Improve communication to all ICBR members.

#### III. Innovative Education/Training

Usher ICBR into the next generation of education and training. Expand the annual real estate conference and improve the relevance and delivery of ICBR's educational offerings.

#### IV. Information/Technology

Improve ICBR's current website and determine how to keep it up-to-date. Decide what resources would greatly benefit the members. Initiate a procedure for providing information about new industry rules and laws.

#### V. I-CREX Taskforce

Help I-CREX reach the next level by encouraging participation from ICBR members and the wider commercial real estate industry.