## COMMERCIAL REALTORS®

## **Commercial Resources**

- MIAMI Commercial Membership: Click Here
- Commercial Certificate Program: Click Here
- Commercial Class Calendar: Click Here
- Commercial Advocacy: Click Here
- Commercial Events & Education: Click Here
- Commercial Virtual Tour Services: Click Here
- MIAMI Commercial Stats, Deals & Rankings: Click Here
- Glossary of Commercial Estate Terms: Click Here
- MLS Help Center: Click Here
- Commercial Tech Series: Click Here
- NAR Commercial Series: Click Here
- NAR Commercial Research: Click Here
- Miami Commercial Training Playlist: Click Here
- Commercial Market Place: Click Here
- 31 Tips and Resources: Click Here

# **COMMERCIAL REALTORS**\*

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## **Top Utilized Products**

#### Member2Member



Contact Info: <u>Commercial@miamire.com</u> Landing Page: Click Here Price: If you are a Residential member, you can add Commercial for only <u>\$105</u> per year which includes Communicate Commercial

Member2Members (M2M) emails are a FREE service for our MIAMI Commercial members and the quickest way to promote your commercial listings or needs to 2,600+ Commercial members. And it is fully integrated with the MLS! This is an exclusive MIAMI Commercial tool.

#### **Commercial Marketplace**

#### Landing Page: Click Here

COMMERCIAL MARKETPLACE Increase your business by presenting your "commercial property haves and wants" to an ELITE group of real estate professionals and get firsthand info on other listings. Attendees can bring your brochures & marketing materials, exchange listing & business cards while networking.

#### RPR



#### RPR Support: 877-977-7576

Landing Page: Click Here

Video Learning Center: Click Here

#### Recorded Webinars: Click Here

- RPR Commercial makes it possible for users to see on-market and off-market properties in one place—no matter which listing partner they use. RPR's partnerships with Brevitas, BiProxi, CREXi, Land Broker MLS, Officespace.com and TotalCommercial.com let you search more than one million active commercial listings and fifty-five million off-market properties around the country.
- Valuate, as a part of the RPR platform, can help you expedite your investment opportunity analysis. Join this 45-minute webinar and discover how:
- Reciprocal Marketing increases deal flow, Target Marketing can double your income. Forecast returns based on cash flows, purchase cost and sale projections. Take into account projected renovation, capital reserve or tenant improvement expenses over the entire hold period.

## **Core Commercial Products**

Member2Member	Contact Info: <u>Commercial@miamire.com</u> Landing Page: Click Here
	Member2Members (M2M) emails are a FREE service for our MIAMI Commercial members and the quickest
COMMUNICATE	way to promote your commercial listings or needs to 4,000+ Commercial members. And it is fully integrated with the MLS!
	This is an exclusive MIAMI Commercial tool.
	Website:
SF Commercial Property Search	www.southfloridacommercialpropertysearch.com/
SOUTH FLORIDA COMMERCIAL PROPERTY SEARCH	<ul> <li>Search for any South Florida commercial property. Property types includes office, industrial, retail, multi-family, businesses,</li> </ul>
	Input you commercial listing once and it will automatically syndicate to these partners: <u>Click Here</u>
	Contact Info: 877-977-7576 I Landing Page: Click Here
RPR	Recorded Webinar: <u>Click Here</u>
<b>Commercial</b>	• RPR Commercial makes it possible for users to see on-market and off-market properties in one place—no matter which listing partner they use. RPR's partnerships with Brevitas, BiProxi, CREXi, Land Broker MLS, Officespace.com and TotalCommercial.com let you search more than one million active commercial listings and fifty-five million off-market properties around the country.
	• * Valuate, as a part of the RPR platform, can help you expedite your investment opportunity analysis. Join this 45-minute webinar and discover how:
	Reciprocal Marketing increases deal flow, Target
	Marketing can double your income. Forecast returns
	based on cash flows, purchase cost and sale
	projections. Take into account projected renovation,
	capital reserve or tenant improvement expenses over
	the entire hold period.

Remine	Contact Info: Support@remine.com
Kennine	<ul> <li>Landing Page: <u>Click Here</u></li> <li>Price: Included with your membership, Upgrade</li> </ul>
FILE	• Options: EDDM Mail marketing and Facebook
	Marketing requires payment.
remine	Recorded Remine Pro Course: Click Here • Live
rennine	Webinars: Click Here
	<ul> <li>Access to REIS data at a fraction of the cost (Commercial Location Score, Rent Prediction Model,</li> </ul>
	Sales Trends, and Market Trends)
	Access to Public Record data for Commercial
	Properties in the same place as your listing data
	<ul> <li>Use filters to identify prospective sellers such as loan maturity date (CRE Type, Mortgage Age 7-10 years)</li> </ul>
	or identify 1031 exchange properties by searching by
	ownership time (over 30 years can no longer
	depreciate the building
Proxio	Contact Info: <u>Support@Proxio.com</u>
MPP	Landing Page and Tutorial: <u>Click Here</u>
	Proxio Developer Showcase
	Lead generating Developer Showcase complete
	with electronic & printable marketing brochures of
	Luxury High Rise Developments
	Add commercial listings and new developments to
	gain international exposure.
	Contact Info: 1-800-208-1210
іМарр	Landing Page: <u>Click Here</u> Commercial MLS & iMapp Webinar: <u>Click Here</u>
	Free for Miami Members
	The Meet Acquirate Preparty Date Correlate
	The Most Accurate Property Data Complete
IMapp*	property building attributes, ownership, and sales
	history on all properties, including MLS Listed and
	non-MLS properties.
	Powerful, Flexible Search Interface Search for

Municode	<ul> <li>Easy-to-Use Comparable Valuation         Tool Accurate, timely "comps" valuation estimates, based on customizable match criteria, using MLS or non-MLS sold data.     </li> <li>Access to Search Foreclosures, census demographics and so much more!</li> </ul>
iMapp Continued	<ul> <li>endlessly customizable data filters and user-drawn map regions to get JUST the targeted audience you desire.</li> <li>Valuable Data Exporting and Mailing <ul> <li>Labels Easily export data from your prospect and research lists. The most flexible mailing label creation in the industry and practically unlimited downloads.</li> <li>Interactive Map-Based Information Visualize and search with our interactive maps with accurate parcel boundaries, aerial photos, MLS listings, foreclosures, FEMA flood maps and thematic layers.</li> </ul> </li> </ul>

#### Dealy



#### FREE \$0.00 – Annual

- Access to Deal Portal for transparent negotiation
- File Sharing
- Adding Deal Participants

#### MIAMI REALTORS SPECIAL – \$99.00 Annual

- Unlimited Letter of Intent Offers directly from the MLS
- Unlimited Letter of Intent generations and counter-offers
- Unlimited File Storage
- Unlimited Deal Participants
- Unlimited Letter of Intent Templates

#### <u>UPGRADE TO MIAMI REALTORS AND SAVE –</u> <u>CLICK HERE</u>

Basic – \$149.00 Annual

- Unlimited Letter of Intent generations and counter-offers
- Unlimited File Storage
- Unlimited Deal Participants
- Unlimited Letter of Intent Templates

#### UPGRADE TO BASIC – CLICK HERE

## **Commercial Partners**

Brevitas BREVITAS	Contact Info: support@brevitas.com Landing Page: Click Here Price Info: <u>Click Here</u> Video Learning Center: <u>Click Here</u> The FREE basic account includes unlimited listings, requests, and leads. Commercial MLS listings automatically featured on <u>Brevitas.com</u> Reach businesses and investors internationally with your commercial listings Access your personal dashboard and track leads, property visits and marketing material Find commercial properties nationwide REALTOR® members get 33% off their <u>full suite of tools</u> (all the upgrades) <i>To enable this discount, you will need to link your <u>NAR account with</u> <u>Brevitas</u></i>
CREOP CREOP COMMERCIAL REAL ESTATE ONLINE PUBLISHER	<ul> <li>Contact Info: (980) 825-3283</li> <li>Landing Page: <u>Click Here</u></li> <li>Pricing Info: <u>Click Here</u></li> <li>Create offering memorandums, flyers, and proposals with ease.</li> <li>Dynamic charts, graphs, demographics and more created instantly</li> <li>Product flyers and collateral material with just a few steps</li> <li>Add MIAMI Commercial co-branding collateral.</li> <li>Incorporate your company branding with a few clicks</li> </ul>
CREXI	<ul> <li>Contact Info: Support@crexi.com &amp; 888.273.0423</li> <li>Landing Page: <u>Click Here</u> Price: \$249 but can vary per Zip Code</li> <li>MIAMI members will get an exclusive 35% discount to CREXi's PRO membership. A CREXi PRO membership allows brokers and agents alike to leverage CREXi's powerful technology and tools to drive more qualified leads to their listings, market to buyers and tenants, and close deals up to 6x faster.</li> </ul>

Compstak	<ul> <li>Contact Info: 646-926-6707 Landing Page: <u>Click Here</u></li> <li>MIAMI Commercial members special benefit</li> <li>BETTER DATABETTER DEALSLocally, Nationally</li> <li>Real-time intelligence made easy, close more deals faster</li> <li>Verified data by commercial brokerages and appraisal firms</li> <li>Hard-to-find lease types, starting rent, cap rate, buyer/seller/tenant names, and more!</li> <li>Compstak is always free, use your FREE comps, then give a comp to get a comp</li> </ul>
Reonomy reonomy	<ul> <li>Contact Info: 646-882-6260 Landing Page: <u>Click Here</u></li> <li>Prospecting is fast and easy when you leverage big data to find properties and contacts</li> <li>50M+ commercial buildings including off market properties</li> <li>300+ powerful search filters to target your market</li> <li>Pierces the LLC and provides owner names, numbers, emails and addresses in seconds</li> <li>Build and export lists easily</li> <li>Provides critical prospecting info such as owner contact, debt info, sales dates and more</li> <li>Comparables can be done in seconds</li> </ul>

## **Commercial Certificate Program**



Earn your MIAMI REALTORS® Commercial Certificate by completing at least one class from each of the 9 sections below. You can save your work as you go in the application. Once you have completed at least 30 points from the required sections, submit your application for verification.

All points are valid for 12 months. The ceremony for the Class of 2025 is schedule for Friday, May 9<sup>th</sup>, 2025.

### **Commercial Certificate Classes <u>Click Here</u>**

#### **REQUIRED SECTIONS: CORE CURRICULUM & KEY ELEMENTS**

- 1. Introduction to Commercial Real Estate
- 2. Intermediate & Advanced Commercial Real Estate
- 3. Financial Analysis
- 4. Negotiations
- 5. Contracts: LOIs, Leases, Sales & Addendums
- 6. Due Diligence
- 7. Legal
- 8. Tech Tools
- 9. Conferences

#### **2025 MIAMI COMMERCIAL ADVANCED CERTIFICATE & RENEWALS**

Advanced Certificate: Continue your journey of knowledge with electives. Add electives to your requirements for a minimum of 50 collective points to earn the advanced certificate. Annual Renewals: Recertify your certificate with only 20 points each year. Points may be acquired from required sections and electives.

## **Commercial Member2Member Resources**



- Commercial Member2Member Rules Click Here
- Commercial Member Tutorial: <u>Click Here</u>

## **Video Tutorials**

Commercial MLS 101 <u>Click Here</u> & Commercial MLS 201 <u>Click Here</u>



Working With Investors Opportunity Zones: Click Here



RPR Valuate: Working Cap Rate and Flips for Investors <u>Click Here</u>



Commercial RPR Class: <u>Click Here</u>



## **Commercial Branding Resources**

#### NAR Commercial Logo: Click Here



#### Miami Commercial Logo: Click Here



## **Commercial Flyers**



**Miami Commercial Listings Go More Places** 

Portrait | Landscape



When you work with me

Click Here

etwor



**MIAMI Commercial STATS** Flyer: Click Here Video: Click Here



MIAMI Commercial Stats: Click Here



Intl Referral Network: Click Here MIAMI Commercial in the Ranking Click Here

## **Commercial Research**

Commercial Market Insights	<u>Click Here</u> for Monthly Reports
Commercial Market Insights Prevent	The Commercial Market Insights Report provides in-depth analysis and market insights on the commercial real estate market, with a focus on multi-family, office, industrial, and retail properties.
	<u>Click Here</u> to access the article
Member Safety: Commercial	NAR surveyed members about their feelings of safety in commercial real estate, their experiences, and precautions they take to protect themselves.
Commercial Real Estate Metro Reports	<u>Click Here</u> for Quarterly Reports
Commercial Real Estate Metro Market Reports Description of the second se	To help REALTORS® and other housing market analysts get the most out of the plethora of data that is available, NAR Research produces a series Commercial Real Estate Metro Market Reports which provide insights into the fundamentals and direction of the nation's largest metropolitan commercial real estate.

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Analysis and Case Studies on Office-to-Housing Conversions	<u>Click Here</u> for latest Article
And the set of the set	
Case Studies in Repurposing Vacant Hotels/Motels into Multifamily Housing	<u>Click Here</u> for latest Article
Case Studies on Repurposing Hotels/Motels Information States Case Studies on Repurposing Hotels/Motels Information Case Studies on Repurposing Hotels/Information Case Studies on Repurposing Hotels/Information Repurposing Hotels/Information Repu	
Commercial Real Estate Market Trends and Outlook	<u>Click Here</u> to for Quarterly Reports
Commercial Real Estate Trends & Outlook January 2021	

## **Commercial Institute Affiliates' Local Chapters**



CCIM Institute Commercial Real Estate's Global Standard for Professional Achievement

Certified Commercial Investment (CCIM) Click Here



INSTITUTE OF REAL ESTATE MANAGEMENT Click Here



Realtors<sup>®</sup> Land Institute Click Here



SIOR Center for Career Advancement Click Here



Counselors of Real Estate Click Here