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**IREM Institute of Real Estate Management**

Greater Raleigh-Durham No. 105

### IREM® Mission Statement:

1st Quarter 2017

*\*Educate real estate managers*

*\*Certify the competence and professionalism of individuals and organizations engaged in the management of real estate*

*\*Serve as an advocate on issues affecting the real estate management industry*

*\*Enhance and support the members' professional competence so they can better identify and meet the needs of those who utilize their services*

**National  
Local**

[www.irem.org](http://www.irem.org)  
[www.irem105.org](http://www.irem105.org)

### Notes from the President

**Gary Triplett CPM®**



Happy 2017 IREM!

It's Income/Expense reporting time. Our Committee Liaison, Robert Bishop, CPM® has started a PLUS ONE campaign asking our membership to submit one more report than they did in 2016. **Our**

**Chapter will enter EVERY fully submitted building into a drawing for a \$100 Gift Card!!**

Your entry must be in the Income/Expense system by April 1, 2017 and be in the Raleigh-Durham area to help us reach our 2017 goals. Visit <http://IE.IREM.ORG> to get started!



We have a fun event coming up at Cameron Bar & Grill located at 2018 Clark Avenue in Cameron Village Shopping Center on March 15th. We are asking all of our CPM®, CPM® Candidates, ARM®, ACoM®, and Associate members to please come out and support our Friends of IREM as they present their products and services to the Chapter membership. Each Friend is donating a giveaway item at the event, and we have a large list of fantastic door prizes. The meeting will begin at 3:00PM and this event includes 2 drink tickets to further persuade you to join us for a fun afternoon.

 **Friends of IREM**

Also IREM is now accepting nominations for the REME Awards here: <http://www.irem.org/rememe>. This is a great way to recognize and support real estate excellence and the individuals that practice good management and professional ethics! Nominations are accepted through June 1, 2017 in the below categories:

CPM® of the Year

ARM® of the Year

Employee and Leadership Development

Sustainability Programs within the Workplace

Corporate and Social responsibility

Corporate Innovation

AMO® of the Year



Hopefully our area will survive the last of the winter without any ice storms, and we will see you at an upcoming event!

Gary

## January General Meeting

President Gary Triplett led a fantastic meeting on January 18, 2017 at PNC Arena with over 60 attendees! Natalie Britt, VP of Real Estate Development with DHIC, Inc. was our speaker for this event. DHIC was founded in 1974 with the purpose of building communities in the Research Triangle area.

The company has developed the following communities highlighted by our speaker:

Murphy School- 48 senior rental homes in downtown Raleigh

Meadowcreek Commons - 48 senior rental homes in southeast Raleigh

Highland Village Community - 278 homes on 17 acres with a mixed-income profile

Pennington Grove - 83 senior rental homes in Garner close to a new build YMCA

The focus of Britt's presentation was Washington Terrace, which is located across the street from Saint Augustine's University. Master planning began in February 2015 and our own Glenn French, CPM® Emeritus, served on the Board in the planning process. The Master Plan envisions a new urban street grid with common open space. Phase 1 includes 162 units for families and a child care center. Phase 2 has 72 units for seniors aged 62+ along with future market rate rentals and homeownership. The final plan is to end up with 400 units.



President Triplett also installed two new CPM®s at the luncheon. Congratulations to Matt Scaparro with the Wilmington Housing Authority and Terri Ragland with Blue Ridge Companies on their accomplishments.

The Chapter also honored Smedes York, CPM® as the recipient of the 2016 Jack Andrews Loyalty Award. His dedication to IREM® and the real estate industry is remarkable!

## New IREM Certified Sustainable

Our Chapter is pleased to announce new IREM Certified Sustainable Properties in our area!

### **Duke Medicine Plaza—Office**

**Management Company: CBRE, Inc., AMO®**

### **Garrett West—Multifamily**

**Management Company: Greystar Management Services, AMO®**

For more information on the IREM Certified Sustainable Property Program, click here:

<https://www.irem.org/gogreen>



## REME Awards

Good management translates into value, and well-managed properties improve the quality of life for people who live, work and shop in them. Professional ethics is critical. Knowledge is powerful, and sharing it is important. The IREM REME Awards support these core values by recognizing and celebrating real estate management excellence through:

- Highlighting real estate management companies and individual practitioners for innovative, leading-edge, business practices and initiatives.
- Sharing successful initiatives and fostering further innovation within the real estate management industry, locally and globally.
- Be among the best. Submit for a 2017 REME Award!

The finalists will be recognized and the winners announced at the Inaugural Gala and REME Awards during the IREM Global Summit in Chicago on October 13, 2017.

Submissions are due **June 1, 2017**. Celebrate excellence by submitting today: <http://www.irem.org/remes>

## Income/Expense Analysis

**Contributing to the IREM Income/Expense Analysis® has never been easier - or more important!**

Exclusively offered by IREM®, Income/Expense Analysis® Reports provide precise and current real estate market data so you can **benchmark, forecast, and compare** your properties to the competition. Your contributions help ensure that Income/Expense Analysis® data is as up-to-date and complete as possible.

Contributing to IREM's Income/Expense® Program is as easy as 1, 2, 3:

**Step 1:** Logon to the IREM's Income/Expense® at <http://IE.IREM.ORG>

**Step 2:** Submit your property data\*

**Step 3:** Receive 1 FREE digital copy of any 2017 Income/Expense® Analysis report (**a \$495 value**), plus a FREE individual building report

**\*Please submit your data by April 1st, 2017.\***

## CURRENT “FRIENDS OF IREM®”



Our Chapter would like to acknowledge and thank our current Friends. All of these companies recognize the value of a relationship with IREM, and we truly appreciate their continued support.

### PLATINUM SPONSOR

- **Baker Roofing**
- **Bland Landscaping Company, Inc.**
- **Brownlee, Whitlow, Praet, & File, LLC**
- **CRC: Disaster Response Experts**
- **Foster Lake & Pond Maintenance**

### SILVER SPONSORS

- **apartments.com**
- **Asphalt Enterprises**
- **Ben & Jerry's Catering and Events**
- **Carolina Restoration Services of North Carolina Inc.**
- **Fire & Life Safety America**
- **Greenscape Inc.**
- **Interstate Contract Cleaning Services, Inc.**

### BRONZE SPONSORS

- **Allen Kelly & Company**
- **Ben & Jerry's Catering & Events**
- **CTI Property Services**
- **Enpuricon Inc.**
- **Jay's Building Maintenance Co.**
- **Maintenance Supply Headquarters**
- **Real Floors Inc.**
- **Scottie's Building Services**
- **BG Staffing**
- **Carolina Pavement**
- **For Rent Media Solutions**
- **Lan-Way Roofing**
- **Mid America Metals**
- **RestorePro Reconstruction**
- **Strategic Connections**
- **Valet Waste & Recycling**



### 2017 Calendar

**Wednesday, March 15, 2017**  
**3:00PM Friends of IREM Event**  
**Location: Cameron Bar & Grill**  
**2108 Clark Avenue, Raleigh, NC 27605**

**South/Southeast Regional Meeting**  
**April 4-6, 2017**  
**Atlanta, GA**  
**Registration: <http://irem.org/events>**

**Wednesday, May 17, 2017**  
**12:00PM General Meeting**  
**Speaker TBD**  
**Location: One Eleven Place,**  
**111 Realtors Way, Cary, NC**

**Wednesday, July 19, 2017**  
**12:00PM General Meeting**  
**Speaker TBD**  
**Location TBD**

**Wednesday, September 20, 2017**  
**12:00PM General Meeting**  
**Speaker Cheryl Gray, IREM Senior VP**  
**Location PNC Arena, 1400 Edwards Mills Rd,**  
**Raleigh, NC**

**IREM Global Summit**  
**Hilton Chicago Hotel**  
**October 10-13, 2017**  
**<http://irem.org/events>**

**Wednesday, November 8, 2017**  
**Annual Officer Installation Dinner**  
**6:00PM**