



## CCIM INSTITUTE FACTS

For more than 40 years, CCIM Institute has been building opportunities in commercial real estate through its respected CCIM education program. CCIM members go through hundreds of hours of rigorous study and demonstrate practical expertise to earn the CCIM designation. An affiliate of the National Association of Realtors, CCIM Institute is the world's largest commercial real estate brokerage network.



### MEMBERSHIP

13,000 + Members

### BENEFITS OF HOLDING THE CCIM DESIGNATION

CCIMs rated the following benefits as the most important benefits of holding the CCIM designation:

- Knowledge attained from CCIM designation education
- Credibility with other real estate professionals
- Differentiation from other real estate professionals

### DEMOGRAPHIC CHARACTERISTICS OF DESIGNEES

- Eighty-one percent of Designees have a bachelor's degree or higher.
- Agent/broker is the most cited primary specialization of Designees and Institute Candidates.
- Designees have an average of 22 years of commercial real estate experience.

### CCIM BUSINESS ACTIVITIES

- On average, CCIM members (Designees and Institute Candidates) close more than \$200 billion annually in transactions.
- CCIM Designees average 42% more transactions annually than the typical brokerage specialist.
- 67% of CCIM Designees hold the title of owner, partner, principal, president, vice president, or broker.
- On average, CCIM Designees send 22% of their referrals to other CCIMs.

### THE ELITE CORPS OF CCIMS INCLUDES

- brokers
- leasing professionals
- investment counselors
- asset managers
- appraisers
- corporate real estate executives
- property managers
- developers
- institutional investors
- commercial lenders
- attorneys
- bankers
- other allied professionals

## EDUCATION

- CCIM education is developed by CCIMs and taught using real-world applications through a case-study approach. That means you learn by doing. You'll learn the methodologies that have accelerated the careers of thousands of commercial real estate professionals.

## NEWS AND INFORMATION

- Increase your knowledge with *Commercial Investment Real Estate* magazine, *CCIM Quarterly Market Trends* reports, and CCIM.com's Newscenter.

## TECHNOLOGY TOOL

- Our time-and cost-saving technology tool, Site To Do Business (STDB), gives members a distinct advantage in today's competitive marketplace. CCIM members have free access to online demographics, marketing, and listing platforms.

## EVENTS

- From local and regional chapter events to national conferences, CCIM members have a wealth of opportunities to make deals, generate new business, and build personal capital.

## INTERNATIONAL

- CCIM's international program began in the early 1990s, when commercial real estate in Eastern Europe became privatized. Since then, 2,000 professionals have earned the CCIM designation from more than 30 countries outside of the U.S.

## UNIVERSITY OUTREACH

- The university outreach program gives students and faculty at partner schools special discounts and benefits. Graduates of qualifying programs at these universities also can pursue the CCIM designation at an accelerated pace through the University Fast Track.

## NETWORKING

- The CCIM network consists of more than 13,000 members in over 30 countries. Being a part of that network gives you opportunities to build business relationships, promote your expertise, and close more transactions.

## OTHER OUTREACH

- CCIM extends educational opportunities through the Cultural Diversity Education Program and CCIM Foundation.

## 2015 LEADERSHIP

President: Mark Macek, CCIM  
Macek Companies, Inc., Great Falls, MT

President-Elect: Steven W. Moreira, CCIM  
Magic Properties & Investments, Inc., Longwood, FL

First Vice-President: Robin L. Webb, CCIM  
NAI Realvest, Orlando, FL

Treasurer: Charles Connelly, CCIM  
C. C. Connelly Associates LLC, Kansas City, MO

