



CCIM INSTITUTE FACTS

For more than 50 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.

BUSINESS ACTIVITIES OF CCIM DESIGNEES

- On average, CCIM Designees conduct 13% of their commercial investment business through CCIM networking.
- Designees completed an average of 2 transactions with other CCIMs in the past year.
- On average, designees send 22% of their referrals to other CCIMs.

TRANSACTIONS OF CCIM MEMBERS

- Among members (both Designees and Institute Candidates), the median annual transaction volume is \$7.5 million.
- The average number of transactions conducted by members in the past twelve months was 17 transactions.

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 ALLIANCES

- The University Alliance 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.

OUTREACH

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

2013 LEADERSHIP

President: Wayne D'Amico, CCIM
Property Politics, Essex, CT

President-Elect: Karl Landreneau, CCIM
NAI/Latter and Blum, Baton Rouge, LA

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

Treasurer: Charles C. Connely, IV, CCIM
Kansas City, MO

Executive Vice President/Chief Executive Officer:
Henry White Jr.
CCIM Institute, Chicago, IL

