



UPCOMING EVENTS:

MEETINGS & EVENTS:

June 14, 2017
Chapter Meeting & Baseball
Dunkin Donuts Park
Hartford, CT

CONFERENCES:

April 26 – 29, 2017
2017 Spring World
Conference
Sheraton New Orleans Hotel
New Orleans, LA

Connecticut Chapter of SIOR PRESS RELEASE

From: Art Ross, Director of Communications

Date: April 3, 2017

SIOR Chapter Hosts Technology Panel

New Haven, CT: The Connecticut/Western Massachusetts Chapter of SIOR hosted a technology educational panel and discussion, in New Haven Connecticut on March 22nd. Fifty-five real estate professionals attended the event, including SIOR Chapter members, other commercial brokers, lenders, and attorneys from around Connecticut.

The event featured SIOR Global President Geoff Kasselmann, who provided a futuristic keynote presentation and then moderated a panel to comment on their diverse technology perspectives. The panelists included John Glascock, Professor & Director Center for Real Estate and Urban Economics, University of Connecticut; Robert Santy, President & CEO of the Connecticut Economic Resource Center, a public and utility partnership which provides demographic and related data along with real estate site information; Wayne D'Amico of Xceligent/CommercialSearch, an emerging commercial real estate data base service; and David Genovese founder of Baywater Properties a developer based in Darien, CT, who recently used social media promoting a project undergoing zoning approvals.

One of the emergent trends of the presentation was land use regulations, present and future. Mr. Kasselmann discussed the growing importance of air rights in the age of drones, municipal planning initiatives (if at all) for driverless vehicles, and the coming age of Vertical Take-off and Landing (VTOL) aircraft. Mr. Santy discussed the disparity in zoning regulations from town to town within the State of Connecticut, while Mr. Genovese discussed crowd sourcing public opinion through social media to develop a forum for discussion and eventual approval of a given development project. According to John Glascock, land use regulations are the single biggest challenge to real estate development world-wide, given the rapid socio-economic changes occurring due to advances in technology.

Lively discussion also surrounded data and data-driven decision making and the goals of Xceligent to be a meaningful real estate data base and competitor for CoStar. From driverless cars and trucks, to the availability of more and more data and information, to future hyper-loops, growing artificial intelligence, and increasing automation in all facets of society; everyone in attendance agreed these will have significant impacts on all classes of real estate requiring a need for forward thinking town and urban planners as well as private and public developers. The panel session was followed by a networking hour with cocktails, and appetizers.



L to R: Wayne D'Amico, Bob Santy, Geoff Kasselmann, David Genovese, Jeff Ryer SIOR Chapter President, and John Glascock.

The Connecticut/Western Massachusetts Chapter is one of forty-eight chapters of the prestigious international organization, the Society of Industrial and Office Realtors. Commercial real estate professionals must meet rigorous requirements to earn the SIOR designation. SIOR, based in Washington, DC and founded in 1941, has more than 3,160 members in 680 markets located in 36 countries. SIORs are top producers who are required to complete an educational recertification program every three years. This assures those who need the services of a commercial real estate agent that the SIOR has achieved continued excellence.

Please visit the Chapter's website (www.siorct.com) to find additional information on the Connecticut/Western Massachusetts Chapter, Chapter members, and upcoming events. Should you have questions or interest in the requirements and benefits of becoming an SIOR and joining the Connecticut/Western Massachusetts Chapter, please contact Stephen Press, SIOR at 203.288.1900 or John Reed, SIOR at 860.987.4788.