



NEWS BULLETIN

REPAM (Real Estate Property/Asset Management) Council and IREM (Institute of Real Estate Management) encourages Income/Expense Analysis Report Input from Canadian Property Managers

The REPAM (Real Estate Property/Asset Management) Council and IREM (Institute of Real Estate Management) are encouraging all its Canadian members to provide data on the properties they manage for the 2009 Income /Expense Analysis Reports. Each year IREM prepares a report in the following categories for various geographical areas:

- (1) Condominiums, Cooperatives, and Planned Unit Developments
- (2) Conventional Apartments
- (3) Office Buildings
- (4) Shopping Centres

IREM's Income/Expense Analysis reports are indispensable tools that help you assess where your properties stand in the marketplace. With data submissions from thousands of real estate management organizations, these reports offer up-to-date, reliable data that will help you benchmark property performance.

IREM requests response from all its members in each city/area (minimum of 5) to provide data, that will help create an accurate breakdown of the Canadian Marketplace.

Steps for entering data on your building:

1. Go to Website address: www.irem.org
2. Drop down menu – publications; income and expense analysis reports
3. Halfway down there's a link to submit data: <http://ie.irem.org/irem/cwb>
(you may also insert this link into your web browser to go directly to step 4)
4. Create a user name and password. (This username and password can be the same or different than your IREM username and password)

There are several reasons you should participate.

- (1) By submitting data, Canada will accumulate more information that is not readily available from any other source.
- (2) For each category that you enter data for you are entitled to a free report.

- (3) The Chapter in that city/area will receive IREM Star Chapter Workbook points.
- (4) In the future if you wish to update numbers on a building you have already submitted data for it becomes easy! You can preload the demographic information so you only need to enter the financial data for the building.

Deadline:

All information must be submitted on or before **March 20, 2009**.*

IMPORTANT NEWS FOR CERTIFIED PROPERTY MANAGERS:

Any REIC Member in good standing holding a CPM® designation is eligible to request a free report for any one category. This is a great way to receive a report for a category that you don't submit building data on.

Questions:

Any questions regarding the IREM Income/Expense Analysis should be directed to Matt O'Hara at mohara@irem.org or toll-free at 1-800-837-0706 ext. 6025

IREM and the REPAM Council wishes to thank everyone in advance for submitting their information and assisting with this project.

Testimonial

"It took me less than ten minutes to load the information on the property I did the data input on. It really is pretty easy to move through the various fields and save the data. There's a menu on the left-hand side as you log in that helps you navigate through everything that needs to be inputted.

*This is a vast improvement over the data input forms we used to use. I would encourage all of our CPM members to participate in the survey to make the report we receive meaningful for Canadians. Without strong participation, the data for our country will be much less useful. Being provided with a copy of the report, which IREM sells for \$360 US**, is well worth the time it takes to participate."*

- **Suzanne Longley, CPM® CMO
Director & First Vice Chair REPAM Council,
Owner of Longley Condominium Services Ltd.
Calgary AB**

* Date for which data must be entered to receive a free report. Data may be submitted for up to 30 days after deadline to receive a report at half-price.

**Price indicates cost for 2008 Expense Analysis®: Condominiums, Cooperatives, and Planned Unit Developments at regular price. (\$359.95 US)