



The Long Island Commercial Network is optimistic entering the new year

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The Long Island Commercial Network (LICN), the commercial division of the Long Island Board of Realtors, enters 2011 with some optimistic signs. Leasing of retail, office and industrial are showing signs of growth. While rental rates do not appear to be increasing, the rates seem to be stabilizing. Retail vacancies, while still at high levels in some Long Island towns, are beginning to be filled with businesses more comfortable in taking on new locations.

LICN's membership is somewhat trimmed from the peak of three years ago but is rebounding, particularly with residential agents now learning about commercial real estate. LICN held a commercial orientation in October and had a capacity crowd of 60. A new orientation was held on January 24, with another capacity audience. Another 60 real estate agents are on a waiting list for the next session. In addition to these orientations, LICN offers ongoing education, mentoring and a help hotline.

We are excited to see so many new faces, with eagerness to learn and to prosper in the commercial real estate marketplace. Existing LICN members continue to educate themselves and many are being trained in green concepts.

Alan Hendrickson is the 2011 president of The Long Island Commercial Network, Melville, N.Y.

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