

# What is a CCIM?



A Certified Commercial Investment Member (CCIM) is a recognized expert in the disciplines of commercial and investment real estate. A CCIM is an invaluable resource to the commercial real estate owner, investor, and user, and is among an elite corps of more than 9,000 professionals who hold the CCIM designation across North America and more than 30 countries.

Recognized for its preeminence within the industry, the CCIM curriculum represents the core knowledge expected of commercial investment practitioners, regardless of the diversity of specializations within the industry. The CCIM curriculum consists of four core courses that incorporate the essential CCIM skill sets: financial analysis, market analysis, user decision analysis, and investment analysis for commercial investment real estate. The 240 hours of graduate-level curriculum leading to the designation represent the finest education available in real estate. Following the course work, candidates must submit a portfolio of closed transactions showing a depth of experience in the commercial investment field. The portfolio of closed transactions must consist of one of the following; One or more closed transaction(s) totaling a minimum of \$40 million or exactly 10 closed transactions that must total \$10 million or more or submit 30 closed transactions without regard to total volume along with 3 to 5 page narrative for each closed transaction with examples of the use of CCIM skill sets (i.e. APOD, IRR, Cash Flow Analysis, Lease vs. Own, etc). After fulfilling these requirements, candidates must successfully complete a comprehensive examination to earn the CCIM designation. This designation process ensures that CCIMs are proficient not only in theory, but also in practice.

Only 6 percent of the estimated 150,000 commercial real estate practitioners nationwide hold the CCIM designation, which reflects not only the caliber of the program, but also why it is one of the most coveted and respected designations in the industry. The CCIM membership network mirrors the increasingly changing nature of the industry and includes brokers, leasing professionals, investment counselors, asset managers, appraisers, corporate real estate executives, property managers, developers, institutional investors, commercial lenders, attorneys, bankers and other allied professionals. Through this business network, CCIM members successfully complete thousands of transactions annually, representing more than \$200 billion in value.

Conferred by the CCIM Institute, the CCIM designation was established in 1969.