

# Society of Industrial and Office REALTORS (SIOR) Research Guide

## NAR Archives Research Guide

The National Association of REALTORS® Archives produces Research Guides with the goal of helping members, scholars, and staff locate information held in the Archives. Each Guide covers one series of records, providing historical background and context on how the materials relate to NAR as a whole. In addition, the Guides contain content lists, brief notes about the materials, and box locations within the Archives. Researchers can use these Guides to gain a better understanding of the materials and quickly decide which records may be most relevant to their research.

## Society of Industrial and Office REALTORS (SIOR)

### Series D16

<https://realtor.soutrnglobal.net/Portal/Members/en-US/RecordView/Index/5945>

In 1922, the National Association of Real Estate Boards' (NAREB) Board of Directors approved the formation of an industrial division within NAREB's structure. In 1938, the Industrial Property Division disbanded, but was replaced in 1941 with the creation of the Society of Industrial REALTORS® (SIR) as an affiliate of NAREB. "Despite the continued growth of industrial real estate, its specialists had little representation within NAREB. With this in mind and anticipating the increased need for industrial spaces on account of the outbreak of WWII, SIR administrators built the concept for an organization that would lead to their success." Though SIR's contributions in assisting the War Department during WWII are noteworthy, the institution's greatest success is in professionalizing the field of industrial real estate. In 1986, SIR changed its name to the Society of Industrial and Office REALTORS® (SIOR).

Today, SIOR has about 4,000 members representing 49 countries worldwide. For over 80 years, SIOR has succeeded in spreading knowledge and providing networking opportunities to industrial and office real estate agents. Real estate professionals who earn an SIOR designation are globally recognized by corporate real estate executives, real estate brokers, and lenders, to have the highest level of experience and skills within the field of industrial and office real estate. SIOR is dedicated to "providing outstanding professional services, publications, and educational programs" to its members, both local and international.

## Collection:

### D16:01 SIOR Organization & Operation

#### D16:01 Box 1

- SIOR by-laws, amendments, standards of practice, & code of ethics, 1940-2013.
  - Includes SIOR by-laws and proposed amendments, standards of practice, requirements of membership, admission procedure, and overview of individual committees.
- SIOR correspondence, historical overview, and other organizational documents, 1940-1986.
  - Materials include company correspondence and memorandums, and news articles discussing the history of SIOR, as well as a historical summary of SIOR for thesis of Yale University student. It also contains a SIOR collective membership mark, signed committee agreements, and lists of committee members with expiring terms.
  - Includes committee and Board of Directors correspondence, letters of resignation and promotion, inter-office memorandums, thank you letters, committee proposals, financial, survey sheets, and a photocopy of the 1976 FIABCI Chairman, John Cotton.

## D16:02 SIOR Governance & Leadership

### D16:02 Box 1-2

- SIOR Board of Directors and Committee meeting minutes and progress reports, 1941-1983.
  - Includes meeting minutes from the Board of Directors, Governing Council, and other SIOR committees. It also includes an outline for progress report from the 1956 and 1957 presidents.
  - Scans of committee minutes from 1922-1985
    - Important to note that original documents prior to 1941 and after 1985 cannot be located and are therefore kept in original order with the other scanned items.

## **D16:03 SIOR Membership Rosters, Guidelines, & Recruiting Material**

### **D16:03 Box 1-3**

- SIOR membership directories, 1943-1997.

### **D16:03 Box 3**

- SIOR recruitment materials including brochures, membership services and benefits, as well as membership requirements.

## **D16:04 SIOR Education & Designations**

### **D16:04 Box 1-2**

- Student manuals and coursebooks, 1948-1990.
  - Coursebooks include “Boston University Lectures”, “Principles & Practices of Industrial Real Estate”, “Real Estate Sale-Leaseback: A Basic Analysis” (published in 1966 and 1974), and “Guide to Industrial Site Selection”.

### **D16:04 Box 2**

- Education catalogs and designation brochures, n.d.-1996.

## **D16:05 SIOR Conventions & Meetings**

### **D16:05 Box 1-2**

- Conference proceedings, convention reports, publications, and brochures 1941-1994.
  - Includes conference proceedings, annual reports of members, surveys, convention brochures and articles. Conference materials published by SIOR include, "How Federal Taxes Affect Industrial Real Estate", "Evaluating Industrial Real Estate", "The Development of Industrial Districts", "Marketing Warehouse Properties", "Selling Industrial Real Estate", "Industrial Parks, Start to Finish", "What are Industrial Realtor Activities", "Financing Industrial Property", and "Equipment Leasing-US and Canada".

## **D16:06 SIOR Publications**

### **D16:06 Box 1-3**

- Newsletters, 1941-1990.
  - Newsletters included the SIR Bulletin, SIR Newsletter, SIR Newsletter Bonus, SIR Reports, and SIR Market Letters.

### **D16:06 Box 4-6**

- Publications, 1964-1995.
  - Urban Renewal and the Real Estate Market, 1964.
  - Industrial Real Estate: An Annotated Bibliography, 1969.
  - Industrial Parks, 1970.
  - Industrial Real Estate: An Annotated Bibliography, 1982.
  - Industrial Real Estate Market Survey, 1983.
  - Industrial Real Estate Market Survey, 1985.
  - Industrial Real Estate Market Survey, 1986.
  - Industrial Real Estate Market Survey, 1986/1987.
  - Review & Forecast, 1986/1987
  - Guide to Industrial and Office Real Estate Markets, 1988.
  - Guide to Industrial and Office Real Estate Markets, 1990.
  - Comparative Statistics of Industrial and Office Real Estate Markets, 1991.
  - Comparative Statistics of Industrial and Office Real Estate Markets, 1992.
    - Two copies of this edition.
  - Comparative Statistics of Industrial and Office Real Estate Markets, 1993.
  - Comparative Statistics of Industrial and Office Real Estate Markets, 1995.

### **D16:06 Bound Materials**

- Industrial Real Estate: A Real Estate Study of the Center of Real Estate and Urban Economic Studies, 1967.