



CELEBRATING  
55 YEARS

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## **The Realtors Commercial Alliance of Mass. holding members program - on March 24th from 9:30 a.m. to 12:30 p.m.**

March 17, 2010 - Front Section

The Realtors Commercial Alliance of Massachusetts will hold its next member program including two hours of continuing education credit to renew your Massachusetts real estate license on March 24th from 9:30 a.m. to 12:30 p.m. at the Northeast Association of Realtors, 3 Courthouse Ln. The instructor for the continuing education course will be Rob Nahigian, CRE, SIOR, and the topic is, "Investment Property, Advanced - RE29RC07," with continuing education credits provided by the NEAR Real Estate Academy.

By attending this course, attendees will learn how to: develop valuation, entrance and exit strategies of income-producing properties; evaluate real estate cycles for better market understanding; calculate the concepts of value for more successful presentations; and understand sources and investigation of market transactions/valuations in Massachusetts.

Rob Nahigian is a principal with Auburndale Realty Co. in Newton, and has 29 years of commercial and industrial real estate experience. Currently he works on corporate/tenant representation, build-to-suits and advisory work. Nahigian is the CRE chapter chair and past chapter president for SIOR. He is the recipient of the CRE "James Felt Creative Counseling Award" for the most outstanding achievement and ingenuity in a real estate counseling assignment, three-time winner of the Boston Commercial Brokers Association's "Advisory Assignment of the Year;" "2001 Industrial Deal of The Year" and a four time recipient of the SIOR "National Instructor of the Year." He is a prolific national real estate speaker at national conventions in the U.S., Mexico and South America and is a senior faculty member for Boston University, Massachusetts Association of Realtors, and SIOR.

A "Haves & Wants" marketing session in which attendees share information about active commercial real estate listings and buyers' needs will also be part of the program. Additionally, there will be opportunities for networking and brief announcements.

Cost to attend is \$15 up to one week prior, or \$25 within a week of the program. All are welcome to attend. For a registration flier, go to [www.rcama.com](http://www.rcama.com) or call 978/458-2901.

The Realtors Commercial Alliance of Massachusetts is based in Chelmsford and covers the entire state.

RCA-MA also operates the MassCIE, powered by Catylist, a commercial property listing service. For more information on the MassCIE, go to [www.masscie.com](http://www.masscie.com).

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