



# nerej

## **Nahigian of Auburndale Realty presents Comm'l. R.E. Basics on June 22nd at the Cape Cod & Islands Assoc. of Realtors**

May 19, 2010 - Front Section

The Realtors Commercial Alliance of Massachusetts (RCA-MA) will hold its next member program - including two hours of continuing education credit to renew your Mass. real estate license - on June 22nd from 9:30 a.m. to noon at the Cape Cod & Islands Association of Realtors in West Yarmouth. The instructor for the continuing education course will be Rob Nahigian, CRE, SIOR, and the topic is, "Commercial Real Estate Basics - RE37C05," with continuing education credits provided by the NEAR Real Estate Academy.

By attending this course, attendees will learn about the needs of the commercial real estate owners, ownership versus leasing, types of commercial real estate, valuation, and more.

Nahigian is a principal with Auburndale Realty Co. in Newton, Mass., 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, and attendees are urged to bring listing fliers and business cards. Additionally, there will be opportunities for networking and brief announcements.

Cost to attend is \$20 for pre-registered attendees, or \$30 for walk-ins if room. Non-members add \$10. Cape Cod & Islands Association members get the member price. All are welcome to attend. For a registration flier, go to [www.rcama.com](http://www.rcama.com) or call 978/458-2901.

RCA-MA 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).

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540