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## **Baird joins Pearce Real Estate's commercial division**

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According to Barbara Pearce, president of Pearce Real Estate, Kirk Baird of New Haven has joined the company's Milford office as a commercial sales agent. Baird's expertise is in commercial, investment and industrial real estate. He started his career at IBM where over the years he handled businesses ranging from new accounts up to national accounts such as the Travelers. Since then, he has spent over 35 years in the finance industry including banking, investment management and real estate brokerage.

Baird is well-versed in financial analysis and investment analysis due to his time spent at First Bank, Citytrust and Merrill Lynch.

After graduating from Yale University, Baird has spent the past 40 years living and working in New Haven County and knows the real estate market well. He is a member of the Greater New Haven Association of Realtors (GNHAR), Connecticut Association of Realtors (CAR), National Association of Realtors (NAR) and the Commercial Investment Division (CID) of the Greater New Haven Association of Realtors. He is presently a CCIM candidate.

Kirk is a member of the Yale Club of New Haven, and is past Treasurer of the Board of Trustees of the First and Summerfield United Methodist Church. He is a past Director of the New Haven Chamber of Commerce and is a past Chairman of the Greater New Haven YMCA where he was honored as Man of the Year.

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