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## **National Apartment Assn. honors Brown of Chestnut Hill Realty as Leasing Professional of the Year**

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According to Chestnut Hill Realty (CHR), Lee Brown, assistant property manager at Water View Village, has been selected by the National Apartment Association Educational Institute (NAAEI) to receive a PARAGON Award as Leasing Professional of the Year. NAAEI's PARAGON Awards recognize excellence and leadership in the rental housing industry. These national awards celebrate industry professionals, builders and affiliated apartment associations that make unique contributions to the multifamily industry.

"Lee is just one of those special people who can connect with others and immediately make them feel at ease," said Christeen Restante, property manager at Village Green in Plainville, where Brown was formerly a leasing consultant. "She took great interest in the wellbeing of our residents, and was tireless in her efforts to create a welcoming environment. Lee was instrumental in planning and executing our resident events, and brought tremendous creativity, energy and enthusiasm to these endeavors."

Brown joined CHR three years ago, beginning her property management career at Village Green during a critical time of transition at the community. A new property manager and assistant property manager started work there around the same time, and Ms. Brown was quickly able to assimilate and contribute to the newly formed management team. The Rental Housing Association of Boston recognized Village Green in 2013 with their Community of Excellence Award (for a property older than 20 years). She has also distinguished herself individually by obtaining a National Apartment Leasing Professional (NALP) designation in 2013, and has been the recipient of numerous awards and honors at CHR in 2013 and 2014 including the Million Dollar Club, Best Internet Shop, Most Rentals at CHR, and Leasing Professional of the Year. In April, Ms. Brown was promoted to Assistant Property Manager at Water View Village apartments in Framingham, Mass.

"I believe that the key to my success has been creating a kinship with prospects that are looking to live at our community and continuing to have honest and timely dialogue with them once they become our residents," said Brown. "One of my earliest lessons about leasing is that no two individuals are looking for the same thing. No one should feel like when you talk to them you're just quoting from a leasing manual. You must really be a good listener and observer so you can gain better insight into their unique personalities and needs."

Brown will be recognized at the PARAGON Awards ceremony on June 27 during the 2015 NAA Education Conference and Exposition in Las Vegas.

Chestnut Hill Realty is one of New England's leading residential real estate companies, specializing in multifamily housing. Established in 1969, CHR owns and manages 4,600 units in 27 apartment home communities in Greater Boston and Rhode Island.