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## **ERA Key's Flannery named 2020 Emerald Top Producer by Realtor Association of Central Mass.**

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Donna Flannery

Northbridge, MA According to ERA Key Realty Services, Donna Flannery has earned the 2020 Realtor Association of Central Massachusetts' (RACM) 2020 Emerald Top Producer Award.

Top producers were recognized for outstanding levels of production in real estate transactions based on dollar volume or units sold in the 2019 calendar year. Only 5% of RACM members were eligible for the top producer award.

Flannery has consistently finished among ERA Key's top producers. For 2019, she finished second in sales out of 350 agents. She was also named to the Leader's Circle, which includes agents who have sold at least 65 units, with total volume of at least \$10 million.

Flannery worked for four years as the MLS supervisor for the Greater Worcester Board of Realtors before pursuing her license to sell real estate. She became a Realtor in 1992 at the former Hometown Real Estate and was named Rookie of the Year. She was her office's top-selling agent from 1993 through 1998, finishing each year with the highest number of closed transactions and the dollar volume of homes sold.

In 1999, she was one of four national finalists from more than 30,000 ERA agents for the Jim Jackson Memorial Service Award for Customer Satisfaction.

In 2007, she was the ERA Boston Broker Council Agent of the Year, with the highest dollar volume for homes sold and the largest number of transactions from more than 800 agents. In 2009, she again achieved the highest dollar volume and finished second for number of closed transactions.

She was in ERA Key's Leader's Circle in 2011, 2012 and 2013, when she led the agency in the number of transactions closed for three consecutive years. She was also the number two all-around agent in 2012. In 2013 and 2014, she was ranked #33 by Real Trends for being among the top 50 agents in Massachusetts.

In 2014, Flannery received the town of Spencer Meritorious Public Service Award and in 2016 she received ERA Key's Circle of Light Award-for exceptional volunteerism for the needy in the community. She was named Spencer Exchange Club Citizen of the Year in 2007 for her volunteer work in the community.

She is a past president and director of the Spencer Exchange Club and she has been a coordinator of Spencer Toys for Kids since 2004. She is a member of the Spencer Housing Authority and served as cooperator at Spencer Savings Bank.

She served as a director and vice president of the Worcester Regional Association of Realtors and as an alternate director of the Massachusetts Association of Realtors. She is certified as an Accredited Buyer Broker and is continuing her education to achieve the Graduate, REALTOR® Institute (GRI) designation, as well as requirements to become a mediation officer for the Massachusetts Association of Realtors.

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