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## Connecticut CCIM Chapter holds successful case study mixer at Quarry Walk development

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Oxford, CT The Connecticut CCIM Chapter recently held a successful case study and mixer event at Quarry Walk. The event pulled nearly 50 real estate professionals from across the state and was held in the gorgeous “Residences at Quarry Walk”.

Attendees enjoyed an intimate discussion with developer Tom Haynes and Kathy Ekstrom, development manager for Haynes Group. They spoke on how the project came to be and struggles along the way, including the complete destruction by fire of the residence building just prior to occupancy.

The group learned how concepts and tools taught in the CCIM C1102 market analysis core course were applied in making the Quarry Walk development a success. The case study included how CCIM board member and instructor, Stanley Gnizadowski, CRE, CCIM, played a major role showing

the market demand and feasibility for such a project of this scale.

The discussion highlighted the vibrant retail, medical and office tenant mix and how the project created an exciting town center for Oxford. The event concluded with tours of several luxury residential units available for lease.

To register for any upcoming events and classes, visit: [www.CTCCIM.com](http://www.CTCCIM.com)

CCIM Institute created the language of global real estate investment. The courses and worldwide community deploy commercial real estate investment methodologies and tools that speed the pathway between opportunity, a go/no-go decision, and success for an asset, taught by instructors who are themselves industry leaders.

Today, the organization, through its 50-plus chapters, continues to innovate best practices and elevate the commercial real estate professional through its core designation program to earn the CCIM pin — real estate's most coveted credential — and its topical education courses offered through the Ward Center for Real Estate Studies. In addition, membership in CCIM includes the industry's best technology and operational platform, allowing entrepreneurial and mid-sized businesses to compete with the largest multinational providers. Today, almost 70 percent of designees hold the title of owner, partner, principal, or president, representing an exclusive worldwide referral network of 13,000 members in 30 countries. Ultimately, CCIM represents a larger vision of the commercial real estate provider, leveraging investment analysis, opinions of value, and underwriting to become a leader in sourcing capital, building a cash-flow vehicle, and ultimately creating value. Information at [www.ccim.com](http://www.ccim.com).

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