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Davis-Hassan selected 2008 Berkshire County Realtor of the Year and earns CCIM designation

November 25, 2008 - Spotlights

Barb Davis-Hassan, CCIM, broker/owner of Barb Hassan Realty, Inc. is a leader in the real estate industry of Western Massachusetts with over \$94 million in sales over her 20 year career. She was recently selected by her peers as the 2008 Berkshire County Realtor of the Year and received a State Senate Citation extending their congratulations on this accomplishment.

Davis-Hassan recently achieved the Certified Commercial Investment Member (CCIM) designation in Chicago on October 16. The CCIM designation is awarded to commercial real estate professionals upon successful completion of a graduate-level education curriculum of 200 hours of education and presentation of a portfolio of qualifying industry experience. The curriculum addresses financial, market, user decision and investment analysis. CCIM's are recognized experts in commercial real estate brokerage, leasing, asset management, valuation and investment analysis.

A highlight of her commercial career was representing the Company Stores Development Corp. as their buyers broker in the purchase and completed leasing of the Outlet Village Store in Lee, Mass. off Exit 2 on the Mass. Turnpike. Davis-Hassan was instrumental in finding the site, touring the tenants and selling the many investors on the site. The president of the Company Stores Development Corp., Lynn Ellsworth, in a referral letter, thanked Davis-Hassan for "the fabulous job you did in making this project possible". He went on to say "I believe this is the best pre-leasing of an outlet project.....ever".

Davis-Hassan finds the time to volunteer on both the local and state level within the Realtor organization. Since 2001, Davis-Hassan has served on the board of directors and was elected Central Council president in 2007. She currently holds the position of vice president of the Multiple Listing Service of the Berkshire County Board of Realtors, Inc. and is the incoming president for 2009. She currently chairs the government affairs committee and is a state director of the Mass. Association of Realtors. She has been a member of the local, state, and national Associations of Realtors since 1989. She is also a member of the Commercial Committee Task Force, Professional Standards Committee and Mass. Commercial Investment Council.

Davis-Hassan loves politics, and as such, is a very active participant in government affairs. She is a past participant in MAR's Annual Realtor Day on Beacon Hill. As government affairs chair, she hosted a Realtor Day on the Hill in Berkshire County. All four of Berkshire County's Legislatures, Smitty Pignatelli, Dennis Guyer, Chris Speranzo and Dan Bosley and state senator, Ben Downing attended along with almost 70 members of the Berkshire County Board of Realtors.

A dedicated supporter of Berkshire County Association of Retarded Citizens she is also an active volunteer and member of many Berkshire organizations, including Rental Housing Association of Berkshire County, Berkshire County Chamber of Commerce, Berkshires Visitors Bureau, town of

Lanesboro Zoning Review Advisory Board, and is an associate editor of Lanesboro News.

Davis-Hassan has earned her Graduate of the Real Estate Institute (GRI), Certified Residential Specialist (CRS), Certified Buyers Agent (CBA) designations, and is in the final stages of obtaining her Certified Real Estate Brokerage Manager (CRB) designation.

Davis-Hassan has two associates working within her organization;

* Rick Callahan, broker/associate is a Certified Buyers Agent with over \$22 million in career sales.

* Katie O'Gara, sales associate/business development is the newest member of Davis-Hassan's team. O'Gara offers more than 18 years of marketing/business development experience.

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