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## **Lefebvre of Shanley Realtors earns NHCIBOR's 2009 Realtor of the Year**

August 04, 2009 - Northern New England

Dave Lefebvre of Shanley Realtors, LLC of Portsmouth was recently honored as the 2009 Realtor of the Year by the New Hampshire Commercial Investment Board of Realtors (NHCIBOR).

The award signifies excellence in commercial real estate based on an agent's participation in their local, regional and national boards. The voting is done by confidential ballot with all members of NHCIBOR eligible to vote.

NHCIBOR is a statewide organization for commercial real estate and commercial real estate practitioners, composed of 500 commercial Realtors and agents with a mission to support brokers and affiliates in the betterment of their profession. NHCIBOR offers a continuous series of educational seminars, marketing sessions, legislative monitoring, networking opportunities, annual meetings, and arbitration/mediation policies and procedures. NHCIBOR was the first statewide overlay board of its kind in the country (1993). Linked directly with NHCIBOR is the New England Commercial Property Exchange (NECPE) which provides a national platform to display commercial listings.

According to NHCIBOR president Art Slattery, "Dave was most fitting to win this award based on his contribution this year in spearheading the organizations transition from Xceligent to Catalyst as the New England Commercial Property Exchange provider".

Lefebvre's 25 years in the business includes time as a Certified General Appraiser, a real estate sales and leasing agent, plus he owned his own firm, Source Real Estate. He joined Shanley Realtors in 2001 as commercial manager. Past honors have included presidents' posts in both NHCIBOR and the New England Commercial Property Exchange. In 2003, Lefebvre won the NHCIBOR Realtor of the Year, making him the organizations second 2-time recipient.

According to Joe Shanley, broker/owner of Shanley Realtors, "Dave invested a tremendous amount of time guiding the NHCIBOR through the selection and development of a superior commercial property exchange system. The new program is detailed, user friendly and a real benefit to both Realtors and the general public. Very few members of the organization understood the complexity and time commitment of the assignment given to Dave until the final product was released. This award was given in recognition of his outstanding efforts and excellent results."

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540