

# Barb Davis-Hassan, CCIM, CRB

President at Barb Hassan Realty, Inc.

barb@barbhassanrealty.com

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## Summary

Leading Real Estate Professional in Western, MA Berkshire County with 24 years experience with career sales over \$99 Million. Achieved the following industry Certification/Designations:

CCIM - Certified Commercial Investment Member (top 1% of Nations Brokers)

CRB - Certified Real Estate Brokerage Manager (top 2% of Nations Brokers).

CRS - Certified Residential Specialist (top 5% of Nations Brokers)

GRI - Graduate Realtor Institute

CBR - Certified Buyers Representative

The CRB is recognized industry-wide as the measure of success for real estate brokers and managers. CCIM's are recognized experts in commercial real estate brokerage, leasing, valuation and investment analysis.

My passion for volunteerism in my profession and within the community over the past 20 years has blessed me with the "2008 Realtor of the Year" award. My goals for the future are to continue to build my business in both the residential and commercial arena's and opening up opportunities outside the box to include consulting, business ventures, community development opportunities and the like.

Specialties: Residential Sales; Commercial Sales/Leasing in all areas of retail, industrial, hospitality, warehouse, apartment complexes, office space, mixed use developments.

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## Experience

### **President at Barb Hassan Realty, Inc.**

March 1999 - Present (14 years 8 months)

Licensed Salesperson 1989; 1991-1992 Appraiser; 1993 to 1998 Realtor/Broker/Associate/Centurion Level Century 21 Pittsfield MA; Massachusetts State Brokers license in 1996: 1999 founder and President of Barb Hassan Realty, Inc.. Career sales of over \$99 Million Residential/Commercial

2013 Member Berkshire County Board YPN Committee

2010- 2012: Board of Directors, Massachusetts Realtor Commercial Alliance (MA-RCA).

2012- 2020: Corporator Adams Community Bank

2012- 2013 Convenor & Recording Secretary: Lanesboro Town Services Study Committee

2012: Member of Lanesboro Search Committee: Town Administrator

2011: Member of the Government Affairs Committee Berkshire County Board of Realtor, Inc.

2010 - 2011: Executive Board Member - Boy Scouts of America - Western MA region

2005 - Present: Member of the Rental Housing Association of Berkshire County  
2012 - Board of Directors - Rental Housing Association of Berkshire County  
2010: Past President of the Berkshire County Board of Realtors Multiple Listing Service, Inc.  
2009: President of the Multiple Listing Service of the Berkshire County Board of Realtors, Inc.  
2009: Chair of Government Affairs Committee  
2009: Chair of Commercial Task Force  
2009: Ex officio member of Syndication Task Force, Forms Task Force, Auto Populate/Fields Task Force  
2009: Member of Media Task Force  
2009: Member of the Finance Committee, Audit Committee, and Administration/Personnel Committee  
2009: Member of the Realtor of the Year (ROTY) Committee  
2009: Member of the Building Search Committee  
2008 - 2012: Member/Recording Secretary; Town of Lanesboro Ad hoc committee codifying Zoning By Laws  
2008: Realtor of the Year; Berkshire County Board of Realtors, Inc. Pittsfield MA  
2008: Vice President: Multiple Listing Service, Inc.  
2008: Chair - Government Affairs  
2008: Massachusetts State Director  
2008: Certified Commercial Investment Member (CCIM) October 16, 2008 Chicago IL  
*2 recommendations available upon request*

### **Manager Import/Export Controls at General Electric Ordnance**

1986 - 1991 (5 years)

Managed the Import/Export Control Department of the GE Ordnance Division in Pittsfield MA. Expertise in all aspects of Export/Import management including classification, licensing, prohibited party screening, technology transfers, shipping and U. S. Customs requirements, freight forwarding. I wrote and was responsible for enforcing the guidelines for all applications surrounding the safety of classified defense related information/hardware as it relates to foreign applications within the organization. I applied for all import/export licenses moving defense articles and technical data worldwide working with U. S. Customs, State Department and the Department of Defense. Responsible for licensing of foreign visitor when requesting a visit to the facility. Provided export compliance training to all company employees as it related to the ITAR. Stayed current with laws and legislation that impact export and import and government contracting compliance matters.

### **Corp. Manager of Customs & Transfer Pricing at Sprague Electric Company**

1973 - 1986 (13 years)

Responsible for the importing and licensing of semiconductors, capacitors, integrated circuits, etc. from offshore facilities and followup accounting reconciliation to U. S. Customs on duties owed on the foreign value added to these products.

## Certifications

### **Certified Commerical Investment Member**

National Association of Realtors    October 2008

### **Certified Real Estate Brokerage Manager**

National Association of Realtors    June 2010

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## Skills & Expertise

### **Residential Homes**

**Apartments**

**Mixed-use**

**Hospitality**

**Warehousing**

**Real Estate**

**Real Estate Transactions**

**Investment Properties**

**Buyer Representation**

**Sellers**

**Property Management**

**Real Estate Development**

**Condos**

**Investors**

**Real Property**

**Investments**

**ABR**

**REO**

**Commercial Real Estate**

**Single Family Homes**

**Leases**

**Brokerage**

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## Education

### **Massachusetts College of Liberal Arts**

Business Administration - Accounting & Interdisciplinary Studies: Pre law, 1981 - 1986

### **Certified Residential Specialist**

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## Honors and Awards

Realtor of the Year 2008 Berkshire County Board of Realtors, October 16, 2008 Chicago, IL received the coveted Certified Commercial Investment Member (CCIM) designation through the National Association of Realtors of Chicago, IL. Member of Top 5 in Real Estate Services.

## Interests

Golf, Photography, Reading, Politics, Bible Study & New Life Community Fellowship

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## 2 people have recommended Barb

"I highly recommend Barb Davis-Hassan to any individual who is interested in advancing either their career, or their real estate pursuits as a consumer. Simply put they don't come any better in our industry than Barb."

— **Allan Dalton**, *Co-founder and President, RISMedia's Top 5 in Real Estate Network*, worked directly with Barb at Barb Hassan Realty, Inc.

"Barb is a well-known real estate professional in Berkshire County. Her vast knowledge of both commercial and residential markets provide her clients piece-of-mind that they are working with a trusted and respected realtor. Her professional designations and relationships with business leaders combined with a deep-rooted passion for the Berkshires, afforded her the honor of 2008 Realtor of the Year. Barb's direct approach to business matters make her a strong client and community advocate. To me, she is someone I consider a mentor and friend."

— **Christina Barrett**, *Director of Marketing & Communications, Berkshire Chamber of Commerce*, was with another company when working with Barb at Barb Hassan Realty, Inc.

[Contact Barb on LinkedIn](#)