

# BARBARA DAVIS-HASSAN, CCIM

## PROFESSIONAL PROFILE

### Commercial Real Estate Since 1988

With over \$92 million in career sales, I have completed numerous and extensive commercial transactions. A highlight of my career, was as a development company's Buyer's Agent, purchasing a \$5.5 million 200+ acre land parcel. I then represented the buyer in the leasing of the 60+ stores for the developed outlet village.

My portfolio of qualifying experience includes sales and leases of apartment complexes, office buildings, retail stores, gas stations, supermarkets, liquor stores, restaurants, cafes, pubs, bistros, warehouses, religious institutions, and mix use retail complexes.

In 2008, I received the Certified Commercial Investment Member (CCIM) designation, one of the most coveted and respected designations in the industry. As a CCIM, I am a recognized expert in the disciplines of commercial and investment real estate.

## EXPERTISE

- ◇ Site Selection
- ◇ Development
- ◇ Brokerage
- ◇ Leasing
- ◇ Valuation
- ◇ Investment Analysis
- ◇ Residential

## MARKET AREAS

- ◇ Western Massachusetts - Berkshire County
- ◇ Upstate New York - Rensselaer County

## CREDENTIALS

### Designations & Certifications:

- ◇ Certified Commercial Investment Member (CCIM)
- ◇ Certified Residential Specialist (CRS)
- ◇ Graduate of Real Estate Institute (GRI)
- ◇ Certified Buyers Representative (CBR)
- ◇ Certified Real Estate Brokerage Management (CRB), candidate

### Professional Organizations:

- ◇ CCIM Institute, New York and New England Chapters
- ◇ Berkshire County Board of Realtors
- ◇ Massachusetts Association of Realtors
- ◇ National Association of Realtors

### Professional Licenses:

- ◇ Real Estate Brokerage, Massachusetts and New York



## BARB DAVIS-HASSAN

Commercial Certified Investment Member

President, Barb Hassan Realty, Inc.



THE PLACE FOR  
REAL ESTATE

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Certified Commercial  
Investment Member  
Individual Member