



Squire earns CCIM

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Rochester, NY Virginia Squire, managing broker of Coldwell Banker Commercial Custom Realty, and the president of the Rochester Area Chapter of NYSCAR was pinned as one of the 103 nationwide candidates to earn her CCIM designation. CCIM, which stands for Certified Commercial Investment Member, is an international designation for commercial real estate professionals.

According to James Kelly, CCIM, president of the Upstate NY CCIM Chapter, "Virginia has a great reputation within the commercial Realtor community, and we are pleased that she is now a fellow CCIM."

"Having been in investment real estate for over 20 years, earning my CCIM designation was just something I had to do", said Squire. "The coursework is real life real estate and empowered me to provide my clients with far more in-depth market analysis and forecasting scenarios for all asset classes. It is more important than ever, to understand our clients' entire picture and to evaluate the impact their real estate decisions have. Personally, I think every deal maker in commercial real estate should at least take some coursework in the CCIM curriculum."

To complete the CCIM education designation there is an education component consisting of a four-course curriculum, additional courses on the code ethics and deal negotiations, an application and a portfolio qualifying transactions in order to sit for the 6-hour comprehensive exam.

"It has been a long road, seven years in the works," said Squire. "Worth every moment."

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