

Bruce F. Massa CRE, SIOR

Vice President
Continental Realty, Cushman Wakefield Alliance
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Current Employment

- Continental Realty, Ltd., a Cushman Wakefield Alliance member
- Type of Business – Real Estate Brokerage and Development and counseling

Nature of Business

- Operates brokerage firm specializing in industrial and commercial land and buildings. Develops industrial, commercial and multi-family projects for sale or lease. Develops office and residential condominiums for sale.
- Consults for commercial and industrial projects
- Provides Expert Witness testimony

History of Brokerage

- Present:
Sells and leases industrial and commercial real estate for Continental Realty, Ltd.
- 2003 – September, 2007:
Merged Massa Realty & Development Corp. with National Realty Services in 2003. Senior Partner and manager of Development Department.
- 1989 – 2003:
Founded Massa Realty & Development Corp. Sold, developed and leased multi-family projects, commercial development, warehousing plants and distribution facilities, and single family lots to homebuilders.

- 1986 – 1989:

Affiliated with Ohio Equities, Inc., a Columbus, Ohio commercial/industrial brokerage firm. Sold and leased industrial and commercial real estate. Started development company.

- 1981 – 1986:

Affiliated with Ruscilli Realty Company, a Columbus, Ohio commercial/industrial brokerage firm. Sold and leased industrial/commercial real estate.

- 1979 – 1981:

Founded Equity Ltd. Realty. Sold and leased industrial and commercial real estate.

- 1974 – 1979:

Received license in 1974 – sold industrial, commercial, land, offices, investment and residential real estate property while affiliated with other brokers.

History of Development

- 1986 – Present:

Industrial – 18 projects totaling 800,000 square feet

- 1985 – Present:

Single Family – 20 projects totaling 2,000 lots

- 1984 – Present:

Development land – approximately 750 acres sold in Franklin and Delaware counties.

Columbus Board of Realtors

- 1984 – Present

Served on the Following Committees:

Membership; Governmental Affairs; Northland Plan Task Force; Impact Fee; Commercial/Industrial; Budget and Finance; Strategic and Long Range Planning; Realtor Political Action; Building Task Force; MLS; Design & Construction of New Headquarters; Foundation Fund Advisory Board.

Offices Held:

Founding Member of Foundation Fund; CORPAC (Central Ohio Realtor Political Action Committee, Life Member & Trustee; Chairperson for Commercial Investment; Secretary; Treasurer; President-Elect; President.

Ohio Association of Realtors

- 1987 – Present

Trustee – 1987-1990; 1997-2001

Large Board Metro Presidents Committee – 1999-2001

National Association of Realtors

- 1999 – 2001

Life Member of National Association of Realtors (RPAC)

Delegate to National Convention - 1999-2001

Other Real Estate Organization Affiliations

- Accepted Member of Counselors of Real Estate (CRE)
- Society of Industrial and Office Realtors (SIOR) – Regional Conference Chairman; National Admissions Committee; Vice President; State President
- Vice-Chairman of the Land Review Commission for City of Columbus

- Past Board Member of the Central Ohio Chapter of the National Association of Industrial and Office Parks
- Past President of Columbus Commercial Industrial Investment Realtors (CCIIR)
- Member of Urban Land Institute

Community Organization Affiliations

- Chamber of Commerce – Retention and Expansion Committee
- Columbus Day/USA – Trustee
- Athletic Club of Columbus – House and Construction Committees
- Columbus Italian Club – Current Member and Past President
- Franklin County Probate Court – Appraisal Appointee
- Franklin County Common Pleas Court – Receivership Appointee
- Jazz Arts Group – Board Member

Personal Information

- Married, One Child
- Hobbies: Golf, Boating, Fishing, Travel