



BRUCE F. MASSA, SIOR, CRE
VICE PRESIDENT | INDUSTRIAL SERVICES GROUP

ROLE & RESPONSIBILITIES

For more than 42 years, Bruce F. Massa has been selling, leasing, and developing real estate in Central Ohio and Florida. He has extensive experience in all phases of real estate brokerage and development with an emphasis on industrial sales and leasing.

His career has been built on integrity, trust, and honesty. Combining a solid work ethic that is second to none and maintaining an open line of communication with his clients and partners, his goals are simple; represent the best interests of his clients at all times, and find a way to successfully complete assignments.

WORK EXPERIENCE

Mr. Massa's successful assignments include leasing or sales projects for *General Electric, AT&T, Dominion Freight, Cummins Diesel, Ameritech, Firestone Tire and Rubber, Time Warner, Liberty Mutual Life Insurance, Hoshizaki, Valeo, The Catholic Diocese of Columbus, and the Masonic Lodge.*

Entitlement and Development, the two most important aspects under which all development projects are founded, are a staple of Massa's knowledge and daily practice. Experience in the Zoning, Variance, and Permitting areas, give Bruce the ability to counsel Buyers and Sellers to make the appropriate decisions on timing and value, ensuring successful conclusions to get the project begun, and completed.

Prior to joining Continental Realty, Mr. Massa founded Massa Realty & Development in 1989. He has successfully developed, leased, and sold warehousing in central Ohio, engaged in land development for all major local single family homebuilders, has acted as an expert witness in Franklin County civil litigation cases, and has completed counseling assignments in the entitlement process for land acquisition, development, and disposition.

AFFILIATIONS & APPOINTMENTS

- The Society of Industrial and Office Realtors (SIOR) past state chapter president
- The Counselors of Real Estate (CRE)
- The National Association of Industrial and Office Parks (NAIOP)
- The Columbus Commercial Industrial Investment Realtors (CCIIR) Past President
- The local, state, and national boards of Realtors, past president 2000
- The Land Review Commission for the City of Columbus
- The Franklin County Probate Court
- Franklin County Common Pleas Court – receivership appointee
- The Central Ohio Realtor Political Action Committee (CORPAC) life member
- Foundation Fund Advisory Board
- Member of Athletic Club of Columbus, St. Andrews Parish