

PRESS MENTION:

Investors Realty Broker Ember Grummons, Shares His Experience Working as a CCIM Broker With Other CCIM Brokers



CCIM ROI

“There is a professionalism that often goes with the CCIM designation,” says **Ember Grummons** (left), CCIM, of Investors

Realty in Omaha, Neb. “Because you understand those who have earned the CCIM designation are serious, qualified, and have an edge of credibility.” Grummons recently represented Jasper Stone Stateline Station LLC in the \$11.6 million sale of the 162,000-sf Stateline Point Shopping Center in Kansas City, Mo., to Jared Properties LLC represented by **David Havens**, CCIM, of Jared Commercial in Springfield, Mo.

When Havens approached Grummons with an offer, Grummons was already in the process of working with a buyer. After Havens and his client worked through a single weekend on the analysis of the property, however, Grummons ultimately decided Havens’s client would be the best option for this transaction.

Havens credits his designation as a factor in the completion of this transaction. “Deals of this size don’t get done unless you have two professionals on both sides working hard, communicating quickly and efficiently with each other,” Havens says. “Both brokers need to have the same goal of working for their client and making the deal be successful.”

While the two CCIM designees had never met prior to this transaction, Grummons and Havens have developed mutual respect for one another. “David was very reliable, professional, and upfront,” Grummons says. “We have become friends, grown our professional relationship, and I am confident we will do other deals in the future.”

Recently, Grummons and Havens met face-to-face at CCIM Institute’s ICSC exhibit booth, where they discussed future deals. “It is pretty easy to build trust with a professional with a CCIM designation, and Ember was a great example of that,” Havens says.



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