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COMMERCIAL BROKERS STAFF UP

Multi-national real estate services firm Cushman & Wakefield and Northern California-focused BT Commercial Real Estate/NAI are aggressively planting their flags in the North Bay, picking up on interest in the area from national and regional investors and tenants.

Smaller brokerages also have been actively hiring and looking to hire. North Bay Commercial Real Estate/TCN Worldwide recently hired Pamela Carlston, Rob Keech, and Jude Taylor, bringing the firm to eight agents and two property managers, plus owner-brokers Bill Severi and Dale Dockins.

Training will be more important for North Bay brokerages in the next five to ten years, as many agents approach retirement, according to **Keegan & Coppin** president **Al Coppin**.