

PRESIDENT WELCOME NOTE



Esteemed Members,

It gives me great pleasure to welcome you to the first edition of **REALnews**.

On behalf of the R.E.A.L. Board of Trustees, I would like to thank you all for the confidence and trust you have put in our efforts, as together we launch towards a brighter future for the industry.

**R.E.A.L. is all of us.
R.E.A.L. is each of us.**

Together we will succeed and reach our many goals and above all "THE RECOGNITION OF OUR PROFESSION AS A MAJOR PLAYER IN THE COUNTRY'S ECONOMY".

In addition to this major task, we will also work on introducing new laws to protect ourselves and our clients.

My friends, R.E.A.L. has plenty to report; the Board has been working quietly and effectively, and as you read the **REALnews**, you will learn more about the different affairs in the industry.

Furthermore, I would like for you to remember that **REALnews** is your voice, and we encourage each of you to send us Your news, Your comments and Your suggestions so we may incorporate them and let the others know about them.

Looking forward to seeing you all,
Best Wishes,

Massaad Fares
President of the Board
R.E.A.L.

ABOUT R.E.A.L

The Real Estate Association of Lebanon (R.E.A.L.) is a national representative body, seeking to provide various services and support the different entities operating in the real estate sector. We are aiming to have more than 200 members in the real estate sector, and are determined to provide various services and benefits to brokers, consultants and clients as well.

At R.E.A.L. we have set the goal of enhancing the overall image of the real estate industry in Lebanon, in order to give our profession the proper recognition as a major player in the country's economy.

We will achieve this by offering specialized training, workshops and seminars to brokers and consultants, aiming at the introduction of a university level real estate certification.

Our main objective is to defend the interests of real estate professionals and their clients, and to generally oversee the real estate sector, aiding in the modernization of local laws.

In our efforts to maintain the integrity of the profession as a whole, R.E.A.L. collaborators, who are from the different regions of Lebanon, will follow the Code of Ethics, as defined by the association and its members.

The Real Estate Association of Lebanon has an elected board of trustees consisting of 7 members:



- President of the Board: Massaad Fares
- Deputy President of the Board: Samir Barrage
- Secretary of the Board: Walid Mousse
- Treasurer of the Board: Ahmad Khatib
- Board Member: Nabil Gebrael
- Board Member: Georges Sloufi
- Board Member: Samer Al Abdallah

R.E.A.L. ACTIVITIES

In an effort to spread awareness about R.E.A.L. and under the patronage of the municipality of Tripoli, the R.E.A.L. Board of Trustees will be spending a day in the North, to host a seminar at the Tripoli Chamber of Commerce, for a gathering of real estate professionals.

The initiative for the day was prepared by Mr. Ahmad Khatib and Mr. Nabil Gebrael. A Similar event is being prepared to be held in the South by Mr. Samer Al Abdallah.



1

The R.E.A.L. board of trustees paid a visit to His Excellency President Michel Suleiman, in order to discuss the goals and objectives of the association, and the impact it may have on the Lebanese real estate market. His Excellency the President congratulated the board on their initiative, wishing them the best in improving the real estate sector, and in all of their future projects.

2

June 2010, R.E.A.L. participated in the Estate Lebanon 2010 forum, in Movenpick hotel. The event, dealing with properties investment, brought together real estate developers, brokers and consultants, and put together all prospects of the property market in Lebanon.

3

As part of our mission and our ongoing efforts, R.E.A.L. is seeking to introduce a Real Estate course to the curriculum of a known university in Beirut. The aim is to ultimately reach the stage where every person involved in the industry, will be required to get certified. Samir Barrage, Nabil Gebrael and Massaad Fares are collaborating with the professionals to turn the dream into a reality.