



## **Sigourney of CPEX Real Estate: "Slow and steady wins the race"**

October 27, 2014 - New York City

Name: Andre Sigourney

Title: Associate Director

Company/Firm: CPEX Real Estate

Year company was founded: 2008

Years with company/firm: 3

Years in field: 9

Years in real estate industry: 7

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Real estate organizations / affiliations: Licensed Real Estate Salesperson in NY and NJ, Brooklyn Chamber of Commerce, International Center of Shopping Center Member

Which project, deal or transaction was the "game changer" in the advancement of your career?

The sale of 228-230 Court St. was a "game changer" as it exemplified CPEX's full service nature. Representing the sellers, owner operators winding down their business, we found a purchaser willing to structure an extended closing for us to identify properties for a 1031 exchange. The sellers ultimately achieved the optimal sales price to then purchased two triple net, credit tenanted retail properties; the buyer received two prime corner commercial properties with a national credit tenant found by our CPEX retail leasing team. This instilled in me the CPEX methodology - working together to achieve maximum results for our clients. In a business where individuality is a focus of most, I employ the philosophy that a team-based approach will yield the best outcome for me and my clients.

What advice would you give to those just starting out in the real estate business?

The best advice I would give to someone just starting out in the real estate business comes from the old adage, "slow and steady wins the race." It takes patience and a lot of hard work to succeed in real estate brokerage.

It is important to always be building a pipeline of business and never get too emotionally attached to any one deal. Those hoping to receive a large reward with little effort should reconsider entering this industry. The big commission checks are enticing, but what earns them are years of dedication and relationship building.