



nyrej

2017 Women in Professional Services: Andréa Bucci of Longley Jones Brokerage

May 16, 2017 - Spotlights



Andr a Bucci,
Longley Jones Brokerage

Name: Andréa Bucci

Title: Director of Brokerage

Company Name: Longley Jones Brokerage

Years in real estate: 12

How have you navigated obstacles to achieve success in your career? I don't feel that there are obstacles that need to be navigated. I view it more as situations I haven't been in before, an experience that you can learn from. I'd rather remove an obstacle or use it as an advantage than continually avoid them. Educate yourself so you know the regulations and what are any potential problems that can arise. Keep an open and honest dialogue with all the people involved in a real estate transaction. Working in this way only benefits me and my clients in the future.

How do you play your strengths to your advantage in your career? One of my strengths is being a property investor myself. Owning several different types of properties, I have and will go through some of the same concerns, situations and benefits a client does. Obviously everyone's investment and financial needs are different, but if I feel its not a good fit or benefiting someone in the long run, I will let them know. I'd rather tell a client that a certain property may not be right for them, or, it is not the best time to sell than for them to be unhappy with their investments and/or decisions. It creates long-term clients as opposed to one-time sales.

What trends are you seeing so far this year? I am seeing a lot of new construction in the student housing market. There is a focus on high quality apartment buildings with a variety of amenities. This is great because it gives students an option besides dormitory living. I also see that some students will always want the college house experience. I don't view either type of real estate as being in competition. I have investors buying and selling both student buildings and houses. Again it is what fits the clients needs that is important, not the trends of a year.

What do you do for fun? It doesn't matter what it is, as long as I am surrounded by friends and family, I'm having fun.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540