



Sher of Sabre demonstrates hard work and determination

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Name: Scott Sher

Title: Principal

Company/firm: Sabre Real Estate Group

Years with company/firm: 2.5 years

Years in field: 12 years

Years in real estate industry: 12 years

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Real estate organizations / affiliations: ICSC member, NJ NextGen Board Member, The Retail Network

Which professional accomplishment, honor or achievement has meant the most to you and why?

With a lot of hard work and determination, there are a few accomplishments I'm most proud of, such as securing the largest deal to-date at the time in 2002 while I was an account executive at Qwest Communications at over \$150 million; becoming Power Broker of the Year in 2009 during a difficult economy; and by far the most meaningful of them all, becoming principal at Sabre and opening/managing offices in Brooklyn and Jersey City within a two and a half year time frame.

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

In 2006, I closed my first large deal with PetSmart in East Hanover, N.J. which was definitely a game-changer since it put me on the map in the real estate world and led to a great career opportunity with Katz & Associates.

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

It's a profession loaded with rejection. If you want to survive in this business, you have to have patience, persistence, and a positive attitude.

Who or what has been the strongest influence on your career and why?

There have been many influences in my life, both personal and professional, but one person who comes to mind is Larry Anderson of Anderson Realty Services based New Jersey. Larry taught me a way of understanding retail real estate through a different lens. By teaching me the value of piecing together multiple parcels, which prior to my time with Larry just looked like dirt or random buildings, you can create a beautiful project with tremendous retail synergy that has the potential to entirely transform a community.