



## **Nicholas Malagisi Managing Director Sperry Van Ness/ Commercial Realty**

June 06, 2008 - Spotlights

Name: Nicholas Malagisi

Title: Managing Director

Company: Sperry Van Ness/Commercial Realty

Location: Williamsville, N.Y.

Birthplace: Syracuse, N.Y.

Family: Wife, Mary Anne, and 2 children: Christopher and Anastasia

College: Bachelors degree from Syracuse University, Martin J. Whitman School of Management, majoring in Industrial Labor Relations and a minor in Economics

First job outside of real estate: From college, directly to work with the Pyramid Co.

First job in real estate or allied field: Pyramid Company of Syracuse

What do you do now and what are you planning for the future: While we are a full service commercial real estate brokerage company, we are primarily investment real estate brokers who take on leasing management as a means to accomplish the client's ultimate goal of disposition of the asset. We have taken on a partner in our business to expand into the Rochester market and strengthen our position in upstate New York.

Hobbies: Traveling and spending time with family

Favorite book: Kipling's "The Man Who Would be King"

Person you admire most (outside of family): My mentor, Daniel Driscoll

Keys to success: Sincerity, persistence, work ethic; organization, enjoy what I do

If you had to choose another vocation what would it be: I can't think of a more rewarding and challenging profession than commercial real estate.

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