



2025 Ones To Watch - Industry Leaders: AnnMarie O'Brien, Curasi Realty, Inc.

April 22, 2025 - Spotlights



AnnMarie O'Brien
Licensed Associate Broker, Commercial

“We are beyond grateful for all that AnnMarie O’Brien has done to bring our Commercial Division to life. Her vision, dedication, and unwavering leadership have transformed what was once just an idea into a thriving and respected part of our company. AnnMarie’s expertise in the commercial market, her commitment to training and mentoring agents, and her passion for excellence have set a new standard for success. Because of her efforts, our Commercial Division now provides outstanding service to businesses, investors, and property owners in our community. She has built a strong foundation, ensuring that our agents are not only well-trained but also deeply connected to industry resources and professional networks. As owners of the company (Larry Curasi, Nancy Curasi, and Pedro Garcia), we applaud her and look forward to more commercial real estate success in the years to come.” - Nancy Curasi, Vice President, Associate Broker/Owner, Curasi Realty, Inc.

Recent goal and impact:

We needed to properly assist commercial clients, but achieving this required the right leadership, someone with dedication to make it a success. AnnMarie O’Brien requested a meeting with us. She stepped forward with an outstanding business plan that brought this goal to life. Her vision, deep understanding of the commercial market, laid the foundation for what has now become a thriving and essential part of our company. Under her leadership, we have grown, in providing exceptional service to the commercial market community. We are proud of what AnnMarie has helped Curasi Realty accomplish.

Turning problems into opportunities:

While we have always served businesses, investors, and commercial property owners in our community, the growing demand for this service required more dedicated agents to support them. AnnMarie O’Brien took the initiative to establish a true commercial division within our company, solidifying our presence in the industry and ensuring we could meet the needs of our clients at a higher level.

Sharing knowledge and expertise:

AnnMarie not only built the division but also focused on training and developing agents to expand its reach. She created structured training programs, set clear qualifications, and implemented accountability measures to maintain high standards. She also established membership requirements, including mandatory participation in the New York State Commercial Association of Realtors, ensuring our agents have the best resources, connections, and education to serve our clients effectively. She has set the standard that have captured the interest of other brokerages in establishing in their own firms

Giving Back:

Through initiatives like the Salvation Army, Toys for Tots, Hudson Valley Light It Up Blue for Autism, and Habitat for Humanity, our team has made a lasting impact, supporting those in need and strengthening the community we serve. This year, the division's efforts hold even greater significance as the division comes together in honor of our beloved sales associate, David Field, whom we recently lost to cancer. To pay tribute to his memory, our division is proudly supporting the American Cancer Society. Money will be raised at their upcoming Curasi Realty Commercial Division Networking Mixer.

Who was/is your role model and/or leadership mentor?

As business owners, our best ideas and mentorship have come from our agents and employees.

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