



Vincent Cignarella is making quite a name for himself in the real estate world, however he didn't initially start off in the business. Prior to starting his real estate career, he was on Wall Street for 40 years working as an interest rate and foreign exchange trader. He also co-managed a commodity brokerage firm called Intercontinental Exchange Partners, which works across three continents, and Vincent learned many valuable

lessons from the vast amount of work he put in. "I can't even tell you how many cities and customers we had," he says. "I personally did about a billion dollars a day in transactions." Later, Vincent transitioned to working with the Wall Street Journal, where he would write a column about the news he once traded. After nearly half a decade of this line of work, he knew it was time to add something new to the mix.

One of Vincent's friends, who was in the process of selling him a property, saw potential in him immediately. "We had multiple conversations as we were doing our searches," Vincent reminisces. "He kept saying to me, 'You really need to get your real estate license one of these days, because you do these numbers in your head. My agent can't do it with a calculator.' We had a good laugh over that." His friend was right, and Vincent dove right in.

Once he made the decision to try out his hand in real estate, the adjustment was simple. His work with high transaction values as a trader has made Vincent very comfortable with numbers. "The numbers don't get big enough to trouble me, and it's easy for me to work with people and navigate for them, especially first-time buyers," notes Vincent. This skill allows him to achieve things for people that they didn't think possible, which is one of his favorite aspects of the job. "I think the most rewarding thing is finding something truly special for

a client, and in many cases, something they didn't think they would be able to afford," Vincent explains. He enjoys guiding clients to a decision within their price range that will make them happy.

But it's not just Vincent's knowledge of numbers that makes him a great real estate agent. Many of his clients appreciate his honest and straightforward nature. If a client asks for help with something that is not Vincent's strong point, he will not hesitate to send them to another agent. He elaborates, "If I have shortcomings, I tell my clients straightaway." He also explains that he tries to make himself available according to his clients' schedules, rather than his own. With his honesty, flexibility, and amiable personality, Vincent is truly unparalleled as a real estate agent.

Based out of New York and mainly serving the lower Westchester area, Vincent also has knowledge of Fairfield county in Connecticut. He mostly works with residential real estate, including condos and co-ops. When he's not at work, you might find Vincent cooking delicious Italian food for his family. "I play some tennis when my knees let me," adds Vincent with a laugh. He also likes to help out in the community. He takes part in Creative Spirit, a charity that assists intellectually disabled people — of which 85% are unemployed — in getting jobs. He has a soft spot for the people in this community, and although it is challenging, he devotes himself to finding these individuals jobs so they can achieve financial stability with a salary and insurance.

As for the future, Vincent plans to continue slowly transitioning to the real estate field. He will also teach financial economics at a nearby university. "It will keep me busy and keep me out of my wife's hair," he shares. Vincent enjoys the social aspect of working in real estate, and looks forward to moving forward on that path. "The interesting part about it is, especially as you transition towards retirement, that it's nice to continue to meet new people and make connections."

VINCENT CIGNARELLA

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