

THENATIVESOCIETY

Tell Us Your Native Story.

July 9, 2015

Cassie D'Agata: Licensed Real Estate Salesperson, CORE



What's Your NativeAdvantage:

Bio

A career in real estate was inevitable for Cassie D'Agata. From buying her first condominium in Washington, D.C. in 2002 to sitting on the board of her current Soho co-op, Cassie has gained practical experience buying, renovating and selling properties. Her passion for real estate grew from her own experiences, and has evolved into a career she truly loves. Through her coursework at Parsons School for Design and a background in interior design, Cassie is able to present her clients' properties in the best possible light, whether renting or selling. She is also thrilled to help home-seekers find the building and neighborhood that best suit their needs, as well as visualize the potential of a new space to become their dream home.

Originally from the D.C. area, Cassie graduated from the University of Virginia and began her professional career in Management Consulting. Through 10 years as a project manager, she gained customer-facing experience managing the design and delivery of innovative business solutions for her clients. Cassie serves her real estate clients with the same focus on detail and organization through customized home searches and property sale marketing plans so they receive the full attention and results they deserve. Besides her work, Cassie also enjoys experiencing all New York has to offer – from culture and music to community activism. She is currently part of a mentorship program donating time guiding a high school student in preparation for college.



What do you do best?

I don't consider myself as a salesperson; I see my role more as a trusted advisor. When working with buyers, I help them figure out what they want and then advise them how to get it, never the reverse. When working with sellers, I figure out the unique selling proposition of their home and, through staging, photos and marketing, highlight that uniqueness to attract the right buyers.

What makes you the best?

I can't sleep until I know every detail has been taken care of.

How will you become the best?

By continuing to grow and push past what makes me uncomfortable.

What are your aspirations: business & personal?

Personal: To have a balanced life that includes spending time with family and friends, pursuing hobbies that I love and taking the time I need for myself.

Business: When I decided to make the career change to become a Real Estate Agent, my goal was to be knowledgeable and someone that people want to work with. There are a lot of factors that go into both, but as long as I am working towards those two things I am content and believe success follows.



What fascinates you?

People following their passions. I am inspired by those that take a leap of faith to pursue a talent or an idea that is outside of the mainstream.

Favorite Motto?

“Be fearful when others are greedy and greedy when others are fearful” – Warren Buffet. I am a strong believer in not following the pack and doing what is best for you at the time and not necessarily for the masses.

Favorite People?

Warren Buffet, Ellen Degeneres, Diane Von Furstenberg, the guy that plays the piano in Washington Square Park

Favorite Places?

Paris and Hawaii

Favorite Products?

Elle Décor magazine and shoes!

Current Passions?

My dog, my family, my home, pre-war architectural details, Words with Friends, dance classes, watermelon

