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Signature Group and M.F. DiScala form strategic alliance

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Commercial real estate firm Signature Group of Darien and real estate investment, development and asset management firm M.F. DiScala & Company, Inc. of Norwalk have entered into a strategic alliance through which Signature Group will be the exclusive broker for DiScala's retail and office properties in Norwalk and surrounding areas. The rollout of the alliance will involve key Norwalk locations including the Marshall's shopping center on Westport Avenue and the two-story retail property at 536 West Ave.

The search for a strategic brokerage partner was motivated by the retirement of Joseph Briault, Sr. who has headed DiScala's Consulting & Brokerage Division since 1980. With Signature Group handling brokerage, DiScala will now focus on its other two core businesses - investment banking/development and real estate asset management, primarily for its extensive portfolio here and across the U.S.

"This is a critical move for the future of our company and we went about it carefully to find a partner that could follow in Joe's footsteps - especially in our home town of Norwalk," said president and CEO Michael DiScala. "We couldn't have found a better partner than Signature Group. They have the experience, credibility and market knowledge required to handle our properties. And more important, they share our business philosophy of quality, service and high ethical standards."

"M.F. DiScala, Inc. is one of the most established real estate developers in our area and we are very pleased to become their brokerage partner," said Signature Group VP Bobby Gillon, who will be leading the effort along with Signature Group principal Nick DeLuca. "Signature Group is well positioned to identify quality tenants for DiScala properties. We look forward to a successful collaboration."

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