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## **SAGE Investment R.E. Advisors launch new CRE investment brokerage firm**

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Shown are Greg Pine and Steve Tragash.

Morristown, NJ For newly launched SAGE Investment Real Estate Advisors (SAGE), helping clients realize investment goals goes well beyond what has become the industry standard. It is about giving clients what they want and need while guiding them with transparency, front-line market expertise and effective communication.

SAGE's business model has been shaped by client and key-player interviews conducted by co-founders and partners Steve Tragash and Greg Pine. During client meetings, when the two

brokerage veterans were considering the launch of a start-up, the former Gebroe-Hammer Associates brokers gathered feedback from generational and institutional sellers as well as a full range of investors.

“We wanted to get a handle on what today’s sellers and investors really want from their brokerage firm, not what they have had to settle for,” said Pine, who noted SAGE’s launch was timed to coincide with the arrival of 2024. “New year, new brokerage firm offering a ‘fresh take’ on the seller/buyer experience. We strongly believe in and know there is demand for our product. As further proof, thankfully we already have a number of property marketing assignments and closed deals.”

Committed to incorporating flexible thinking into every listing and transaction, SAGE is focused on the New Jersey and Pennsylvania markets. The company is the brainchild of Tragash and Pine, who forged a dynamic partnership spanning over 17 years working side-by-side at the same firm. Combined, they possess 35+ years of industry experience and have been involved in closed transactions totaling several billion dollars.

“We are excited about bringing a new energy to the commercial real estate brokerage sector as a whole, and the multifamily-focused category specifically,” said Tragash, who noted the firm also handles shopping centers, mixed-use developments, industrial assets and land for future development. “We want our focus to constantly be on how can we continue to improve and evolve both in business and as people – taking what we’ve learned from our dealings with current and prospective clients.”

According to Pine, the SAGE team is already building out its platform brokerage business. “In fact, we recently marked the closing of our first two transactions in North Jersey and are excited for many more to come,” he said.

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