

Pat Vagonis
Commercial Investment Sales and Leasing
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Pat graduated with a B.S. in Computer Science from University of Maryland and after having spent much of her professional career providing consulting expertise for large DC Corporations while simultaneously investing in and managing personally owned commercial office and retail real estate she decided to follow her passion and pursue real estate full time.

She worked with Sandmar Properties and became responsible for all aspects of leasing, property management and lease administration for 15 shopping centers totaling 1.4 million SF of primarily grocery anchored shopping centers. Her principal focus was to increase property cash flow by minimizing vacancy, looking for new acquisitions, and reducing property operating costs.

Pat oversaw 3rd party leasing brokers for various geographic regions in the Mid-Atlantic and Southeast Region and negotiated leases and lease amendments for three centers personally. She reviewed and approved all capital projects, major repairs and tenant improvements, as well as prepared quarterly executive summaries, annual property and CapX budgets, capital improvement programs. Furthermore, she generated special analytical reports, offering memorandums and proformas for managing partners and investors.

For the past 4 years Pat has worked with Thur Associates from the Landlord Representation angle and as a 'Thur'ally, Pat enjoys the energy that Shary brings to the table.

Pat is an experienced commercial real estate management professional who has a great eye for tenant mix; can create and execute portfolio value enhancement strategies; long-term rent; can make lemonade out the sourest of centers; maximize tenant retention and create a stronger ownership position. She also excels in tenant representation, because she knows how to look at a shopping center's requirements inside and out. She comes to Thur Retail with an entrepreneurial spirit and feeds on a dynamic environment.