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Two Long-Time Colleagues Form Trans-Atlantic Real Estate Partnership

Luigi Rosabianca and Angelo Cine

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Long-time colleagues Luigi Rosabianca and Angelo Cine recently teamed up to tackle the trans-Atlantic real estate market. With the help of their teams, they co-founded WIRE: Worldwide Investment in Real Estate Consulting, a company specializing exclusively in services for people seeking to purchase property abroad, particularly in New York City. Subsidiaries of WIRE Consulting include the WIRE network, an international real estate association, and WIRE International Realty.

WIRE network's more than 50 certified members hail from 12 countries and represent various industry segments—residential and commercial sales and rentals, architecture and interior design, finance, law, notary, among others.

WIRE International Realty is a luxury brokerage, with anchor locations in New York City, Miami, London and Venice. The New York City portfolio features new developments, sales and rentals throughout Manhattan and the outer boroughs.

“Five years ago, traveling to Asia and Europe to market New York City properties to overseas buyers was one strategy for moving inventories post the 2008 crash. But times are different now that the dollar is not as compromised. Clients are no longer just looking for resilient markets to invest their hard earned savings. They have understandably, grown increasingly reluctant to buy without representation based in both their primary place of residence and investment. Here at the WIRE Group, we are working to build that

bridge,” explained Rosabianca.

“It has been reported that New York City is surpassing its global rivals, with more dollar volume in real estate investment than any other city in the world. And outlets like The Real Deal have argued that most of that money is coming from foreign nationals. But what we are not reading about enough is the multi-product networks that are making such activity possible. As interest rates continue to rise, overseas buyers will need more of incentive to take the plunge. Providing them with a variety of affiliated partners, near and afar, will help keep up the momentum,” added Cine.

Rosabianca and Cine met while working on a real estate deal a number of years ago. They instantly connected, mutually impressed by each other's no-nonsense and proactive approach to business. Rosabianca and Cine are both of Italian heritage, which culturally unites the two and gives them a mutual understanding. With over 30 years of combined experience, each brings a strategic yet unique method.

The duo often likens their relationship to soccer and the different positions that are required to have a strong team. Cine is a gunner. He excels on the team with his ability to score multiple goals in a short period of time and to change courses quickly. On the contrary, Rosabianca is a finisher. It is his role to perfect the game built from the midfield, providing assists or openings that enable his teammates to be in the perfect positions to finalize an action, or in the case

of real estate, close a deal.

In addition to his work with the WIRE Group, Rosabianca oversees prominent law firm Rosabianca & Associates, PLLC. While real estate deals initially made up the majority of their practice, they are now a full-service firm working in the areas of corporate, private mergers & acquisitions, contract, intellectual property, litigation, and tax-exempt law. He is also Vice President of the Italy-America Chamber of Commerce.

Cine is associated with a handful of other real estate businesses as well—either as founder or consultant—including International Prestige Associates, LLC in Miami; Fenice International Realty, LLC in New York; Professional Team, SRL in Venice; and Properties, SRL, a consulting company in Italy that also works for a few of the country's private banks. ■

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