

# Agent excels at negotiating deals

**P**eter W. Cowie enjoys meeting people and completing deals quickly.

A Realtor since 2002, Cowie has a bachelor's degree in psychology from Allegheny College. Among his college memories is the great football team, on which he was the running back.

Prior to launching a career in real estate, Cowie was vice president of the North America division of Arjo-Wiggins, a European paper company based in Paris.

In 2001, after the company was taken over by an Italian company, Cowie moved on to real estate. Friends with Laura Page of Page Taft, Cowie began his real estate career at Page Taft.

His experiences dealing with people with the paper company prepared him for real estate.

"We were a sales organization and we had national exposure," he said.

Cowie was successful at selling waterfront properties, and he was recruited by William Pitt Sotheby's International Realty.

With many connections around the Shoreline, Cowie gets a lot of listings. His best skill is negotiations, which he said was evident by a recent deal he and his team completed quickly.

"We just had a decent deal that took us about a week," he said. "It's just not acrimonious at all; you just want to make the deal work."

Cowie said the best advice he ever got was from a fellow agent who told him to make friends with all the other agents in the area.

It worked, and other listing agents tell him they always show his properties to buyers first.



**Business:** William Pitt Sotheby's International Realty

**Expertise:** First-time home buyers, high-end Shoreline waterfront properties

**Works:** Guilford

**Lives:** Guilford

**Contact:** (203) 500-4422, pcowie@williampitt.com

The best part of the job for Cowie is the people he has met over the years, he said.

"I can't tell you how many people that I've dealt with — the sellers and buyers — that my wife and I are social friends with," he said.

With about \$125 million in Shoreline waterfront property sales behind him, Cowie's specialty is the high-end Shoreline market. He also enjoys helping clients in all price ranges.

Cowie has been married for 40 years. He has two sons and six grandchildren. When he's not busy working, he enjoys playing golf at the Clinton Country Club.