

## Book of Lists Newsmaker – Real Estate: Austin Lavin

By: Autumn C. Giusti, Contributing Writer | September 9, 2022 | 0

To Austin Lavin, commercial real estate is an essential component of economic development. That's why he considers his work helping investors, developers and owners buy and sell properties so important.

"To build a region's economy, you need businesses. To build business, you need people and space to work," said Lavin.

As sales and leasing agent for Corporate Realty, Lavin has helped grow New Orleans on both fronts while getting the opportunity to meet new people and explore new places.

He has secured Class A office space in downtown high-rise buildings, along with smaller buildings for growing companies and nonprofits. He's helped retailers find new storefronts across the region. And he has represented landlords bringing new retail tenants to their projects and continues to market opportunities in shopping centers across the region.

"There is no better way to understand the region and how it operates than by bringing people together for real estate transactions and partnerships," Lavin said. "I really enjoy continuously learning about the area and being a part of the constant movement."

Earlier in his career, Lavin started and sold a tech company and was one of the initial team members of Federated Sample, the company now known as Lucid, the New Orleans tech firm that recently sold for over \$100 million.

In the community, Lavin created WorkNOLA, a nonprofit serving locals and individuals looking to move to New Orleans by helping them explore and apply for local job opportunities.

While finding office space for Lucid, Lavin learned about opportunities in commercial real estate and met Corporate Realty president Mike Siegel. He joined the firm in 2011.

"Working at Corporate Realty provided the chance to share what I learned about the office market with other growing companies like Lucid," he said.

More recently, Lavin sold a former furniture warehouse in the Bywater to Krewe of Red Beans, which is transforming the space into a clubhouse called Beanlandia. He also represented NOLA PB LLC in purchasing two Garden District warehouses the organization is developing into a stand-alone, pickleball-themed entertainment complex known as The Exchange.

And he has helped clients navigate the commercial real estate landscape during difficult times, including the COVID-19 pandemic and major natural disasters.

"Hurricane Ida and COVID have made the last year challenging for many people in our region," he said. "I am grateful to have the skills to help many of them, but it has been difficult."

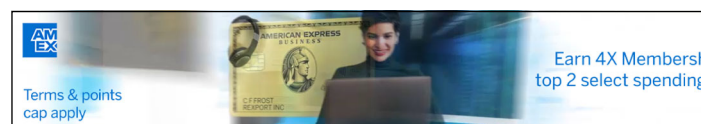
Lavin is keeping an eye on several projects under development that could have a significant impact on the growth of New Orleans, especially following Corporate Realty's recent acquisition by Benson Capital, owned by New Orleans Saints and Pelicans owner Gayle Benson.

"I am proud that Corporate Realty is involved in shaping many of them, and under the new iteration of our company as part of the Benson organization," he said. "I am confident that we will continue to be involved with many more."

*Editor's Note: This is one of 12 profiles of industry professionals published in the 2022-23 Book of Lists.*



Lavin



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