



## MICHAEL P. CIGNA

ASSOCIATE DIRECTOR | VALUATION & ADVISORY SERVICES

Mr. Cigna joined Cushman & Wakefield Capital Markets Group as a Senior Appraiser in 2004. Prior to joining C&W, he worked for Smail Associates in Bowie, MD, appraising properties through the Washington, D.C. metropolitan area. Mr. Cigna moved to Pittsburgh in 1995 and joined L.J. Melody & Company, a mortgage banking firm. His clients included large REITs, large private developers and institutional investment advisors.

Mr. Cigna's experience includes appraisal and analytical assignments, including vacant land, office buildings, industrial properties, shopping centers, regional malls, apartment complexes, automobile dealerships, and other commercial, institutional and investment properties principally in Pennsylvania and West Virginia. Mr. Cigna also has appraised properties in Maryland, Virginia and the District of Columbia.

Mr. Cigna received his Bachelor of Science in Real Estate from Pennsylvania State University. He completed his appraisal education through the Appraisal Institute in Chicago and his National 15 Hour USPAP certification with Realtors Educational Institute in Pittsburgh. He is an Associate Member of the Appraisal Institute and is pursuing MAI designation. He is a Certified General Appraiser in both Pennsylvania and West Virginia and serves as Vice Chair for the Urban Land Institute's Pittsburgh District Council.

