



## JOHN (JACK) COTTON JR.

*Realtor*

*Sotheby's International Realty  
Cape Cod Brokerages*

Growing up on Cape Cod, John (Jack) Cotton Jr. found that the supply of scrap lumber from home construction was perfect for building forts and tree houses. "I would retreat to one of my crudely built homes, either in the woods or up in the trees, and all would become right in my world," Cotton remembers. "I call that the treehouse feeling." In 2005, he purchased a custom treehouse from one of the premier builders in California and arranged for it to be brought across the country, along with a tree trunk. "I have it set up in my front yard," he shares. "It reminds me daily of what drives me in this business and why it is so important to help other people achieve that treehouse feeling."

A Realtor with Sotheby's International Realty Cape Cod Brokerages, Cotton specializes in waterfront estates and village properties. In the business for 48 years, he is known for his integrity and discretion, coupled with a low-key and consultative style. "The question I ask myself many times a day is, 'What is in the best interest of my client?' and I answer that better than anyone else," he explains. "I believe that is the cornerstone of my success."

With a donation creating the Cotton Center for Real Estate Studies at Cape Cod Community College, Cotton is also a certified instructor with the Residential Real Estate Council (CRS organization), certified coach and Amazon bestselling author. "Most people in the real estate business are in it as a means to an end," he observes. "For me, it is the means and the end."

A spouse, father and grandfather, Cotton is an avid cyclist. He also loves boating and can be found exploring the nooks and crannies of Nantucket Sound and neighboring islands throughout the summer.