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2018 Ones to Watch: Jack Zalta, Broker at Rosewood Realty Group

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Name: Jack Zalta

Title: Broker

Company: Rosewood Realty Group

Address: 38 East 29th Street New York, NY 10016

Year that you entered your current field? 2014

How did you get your start in your current field?

I was offered a position out of high school to rent out high-end, short-term furnished apartments. The second I rented out a \$15,000/month apartment for the summer season, I was hooked.

What are your professional goals for 2018?

My professional goals for 2018 is to establish a small team of brokers who will work together to gain an advantage on the challenging market ahead of us. I hope to continue my production and growth year over year in multifamily in the Bronx, and Queens as well as emerging markets for experiential retail in NYC and Brooklyn.

Who or what do you attribute to your success?

I attribute my success thus far to my constant fear of failure. That fear is what motivates me to wake up in the morning and take on the challenges thrown at me each day.

How do you manage the work/life balance?

Work and life balance is kind of in the air right now. My wedding is coming up in June, which means I am constantly keeping in touch with clients at any and all hours of the day but at the same time I must be on call for any planning/decisions regarding the big day.