



2019 Ones to Watch: Miguel Jauregui, Greysteel

April 16, 2019 - Spotlights

Name: Miguel Jauregui

Title: Director, NY Investment Sales

Company Name: Greysteel

Year that you entered your current field? 2014

List up to three CRE organizations that you are currently a member of: ULI, REBNY

What do you consider to be your greatest professional accomplishment in the past 12 months?

The past 12 months have been a whirlwind of change for me as a new father and by joining a new firm. I feel most accomplished by the opportunity that was presented to me as the co-lead of Greysteel's NYC office, working directly under the guidance of Greysteel's DC-based President and CEO, Ari Firoozabadi. It has given me the opportunity to lead a team and grow it, plus have the support of a national firm to develop my strategies and implement them in the real estate capital of the world, New York City.

Who or what do you attribute to your success?

Simply, my father. I've had the honor of spending a lot of time as a kid and teen in his office, which set a great example of what a hard work ethic really means. Plus, he's always drilled into my brain that everything in life is sales and negotiation. As a 13-year-old, he would put me on the phones to sell and when possible, sneak me into his trade shows and put me on the floor to sell (they were 18+). His mantra was that if you don't want to be broke, then learn how to sell.

What advice can you offer to someone who is interested in a career in your industry?

If you're not passionate about it, don't get into it because this is by no means a 9 to 5. Without passion for the business, it'll be tough to have a solid work ethic, focus, integrity, consistent positive thinking, and a goal to always be improving. As a broker, when you're making the equivalent of some people's annual salary in one deal, things can get nerve-racking very quickly, and when it falls apart (because some will), you need the focus to either put it back together or positive thinking to set a new goal and move on to the next one.

What was your favorite thing to do as a kid?

As funny as it may sound, I really enjoyed attending open houses and building Legos, which probably explains why I always knew that I wanted to be in real estate. I'm one of the few people fortunate enough to have known my passion for as long as I can remember, and although I've had a variety of experiences within the real estate field, from residential agent to working for Wells Fargo in their CRE lending arm, I've always had the same goal in mind and have always loved what I do! There's a reason that Mondays are my favorite day of the week.

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