



2019 Ones to Watch: Ari Benyacov, Westbridge Realty Group

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Name: Ari Benyacov

Title: Director

Company Name: Westbridge Realty Group

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

While my biggest deal in the past 12 months was the \$25 million sale of Sheridan Ct. (201 East 164th) in the Bronx, a 130-unit elevator building to the Lightstone Group, I believe my biggest success was the volume of deals I was able to do. In the past 12 months I've brokered over 15 deals and in the current market which many consider dead, I feel is a win.

Who are some leaders that you admire and why?

Steven Westreich, because of his ability to push me when I need to be pushed and make me want to strive towards greatness, and my brother in law Adam Cohen. He was the reason why I got started in this industry and taught me most of the knowledge I have today about real estate and development.

What advice can you offer to someone who is just getting started in your industry?

Do not get discouraged and do not lose confidence. If you are resilient enough, eventually you will become a deal maker. Also, if you're just starting out, listen and learn from everyone around you who are experienced. This will allow you to come off sharper and more confident when pitching/negotiating deals.

Who or what do you attribute to your success?

Steven Westreich, the principle broker at my company is the main person I can attribute to my success. Through his patience and motivation, I was able to easily overcome any obstacles that came about while brokering deals.

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