



2019 Ones to Watch: Matthew Peters, Marcus & Millichap

November 05, 2019 - Spotlights

Name: Matthew Peters

Title: Investment Sales Senior Associate

Company: Marcus & Millichap

Address: 1 Metrotech Center Suite 2001 Brooklyn, NY 11201

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

The most important piece of advice that I can offer someone entering the world of real estate is to learn how to handle rejection. This industry is solely a numbers game, and hearing the word “no” is far more likely than hearing the word “yes.” Anyone entering this career path needs to focus on their goals, keep their head down, and not put so much pressure on themselves due to rejection.

How have your life experiences impacted who you are professionally?

The greatest experience that has impacted me professionally is being an athlete. I won a Wrestling State Championship and had the opportunity to compete at the Division 1 level under a top 10 program. This experience has given me the competitive nature needed for this profession and taught me how to give my absolute all in everything I do, set goals, be extremely disciplined and overcome adversity. Through it all, I have learned that nothing comes easy, especially success, but if you work hard toward your goals, you will eventually achieve what you strive for.

If you have a mentor, who is it and how has this relationship influenced your professional growth?

My mentor is John Horowitz, who holds the title of Regional Manager in our office. John has greatly impacted my business through his vigorous training and extensive knowledge in the real estate industry. He, along with our company, Marcus & Millichap, have given me all the tools necessary to excel in this business.

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

My greatest professional accomplishment in the past 12 months would be seeing my sales volume increase by more than double the amount from the previous year. Seeing the blood, sweat, and tears I put into my work over the past four years pay off has been exceptionally gratifying.