



2020 Ones to Watch: Justin Myers, Lee & Associates NYC

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Name: Justin Myers

Company: Lee & Associates NYC

Title: Senior Managing Director and Principal

Education: University of California Berkeley

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

In 2014, I was appointed the lead broker for ClassPass—the world’s largest multi-studio fitness membership—which has rapidly expanded within the last five-plus years. Starting out as a broker and closing four deals for a tremendously fast-growing company, taught me at an early age how to navigate the complex New York real estate market. As a result, I learned quickly how to protect clients with expanding businesses by negotiating flexible expansion rights and exit strategies.

How do you contribute to your community or your profession?

I’m a highly active member of SuitUp, a non-profit aimed at increasing college and career awareness and preparedness for students in underserved communities through innovative business competitions. Through this organization, I take part in organizing a multitude of these competitions for middle and high school students throughout the year, in which we strive to solve real problems for companies. Most recently, we helped design a new shoe for Nike. As a former professional soccer player, I also coach several community soccer leagues. From a professional standpoint, I’m a member of the Real Estate Board of New York’s Midtown South Committee.

What led you to your current profession?

My family owns a commercial real estate business on the West coast so growing up, real estate was always a regular dinner table discussion. The concept of carving out a real estate career of my own was simultaneously comfortable and alluring. When both of my brothers moved to Manhattan for lacrosse, this motivated me to make the move. The energy of the city presented a much faster-paced real estate market than the West Coast. The unlimited and unparalleled opportunity in the real estate office market drew me in, and the rest is history.

What do you like most about your job?

Lee & Associates NYC is one of the fastest growing real estate companies in New York City. We have grown from a small brokerage in 2011 to a 73-person brokerage today. It's incredibly rewarding to be a part of such a powerful team that is changing the New York City real estate landscape. A core component that drives our continued success is our office's entrepreneurial and professional atmosphere. Our spirit capitalizes on the competitive and dynamic local real estate market. As a fully broker-owned company, Lee & Associates NYC's brokers are able to own equity. This in turn creates a direct correlation between our brokers and their clients. It incentivizes each of us to remain deeply invested and connected to our clients and the company as a whole.

What can our political leaders do to increase equality in the workplace?

In order for society to continue to combat inequality in the workplace, it is crucial that equal rights be implemented and exercised in all professional areas across the board. This includes exercising equal pay regardless of sex, gender or personal identification.

Who or what inspires you?

My inspiration lies in the spirit of New York City. Our community has amazing character and drive to innovate, compete, and pursue excellence on a daily basis. I am extremely thankful to be a part of this fast-paced and hardworking city.

If your life were made into a movie, what actor would you want to portray you?

Rod Tidwell from Jerry Maguire

What social media platform do you use the most professionally?

LinkedIn has always been a core tool for maintaining and building my network. Recently, Instagram has grown increasingly more popular within the New York real estate industry.

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