



2020 Ones to Watch: Justin Zeitchik, Bestreich Realty Group, LLC

August 18, 2020 - Spotlights

Name: Justin Zeitchik

Company: Bestreich Realty Group, LLC

Title: Vice President

Education: Arizona State University, B.S Finance

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

526 Union Ave., a 27,000 buildable s/f development site on the Northside of Williamsburg, two blocks south of McCarren Park. Even though this was not the biggest deal of my career, it is one I’m most proud of. The property was on and off the market the years prior. The seller bought the property couple years prior and was in some distress with his lender. We had to hit certain metrics to be able to pay off his lender in a timely manner. I was able to identify the right buyer who could make sense of the deal and close quickly.

How do you contribute to your community or your profession?

I am a member and supporter of CHIP (Community Housing Improvement Program). I started getting more involved after the new rent legislation was passed in June 2019.

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

The political leaders need to figure out how to bring more opportunity to less fortunate enabling minorities to have better education systems. Once the candidate pool becomes more diverse, our country and work environment will be in a better place.

What led you to your current profession?

I’m not scared to admit this, but it was actually rejection. When I graduated in 2013, I initially was looking for jobs in investment banking in New York City. I ended up finding a six-month internship with a boutique firm. After the internship, I went through numerous rounds of interviews with notable investment banks. I never received any offers mainly because I didn’t attend a prestigious university on the east coast. I had a good family friend in real estate and he thought I should try out brokerage specializing in investment sales. I entered the market Q4 of 2013, one of the hottest markets of all time and never looked back. It really made me appreciate our industry. The real estate world is less concerned on what’s on your resume and more concerned on what deal or opportunity you are

bringing today.

What do you like most about your job?

I love that our profession is highly competitive. I'm now mainly focused selling properties in Lower Manhattan, some of the most sought-after real estate in the world. I've always been an extremely competitive person growing up therefore the job definitely suits my personality.

Who or what inspires you?

Being a sports and basketball fanatic, I've always admired Kobe Bryant, especially his "mamba mentality." The man was gifted with superior athletic ability, but still worked harder than anybody else. He truly would do anything to be the best. R.I.P Kobe.

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

Tobey Maguire. I don't necessarily see it but I've been told numerous times with look alike...

What social media platform do you use the most professionally?

Linkedin.

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