



2020 Ones to Watch: Zach Redding, B6 Real Estate Advisors

August 18, 2020 - Spotlights

Name: Zach Redding

Company: B6 Real Estate Advisors

Title: Director

Education: West Virginia University, Bachelor's

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

4 Bryant Park was a very significant transaction for me and our whole team. Our client was a large institution (JPMorgan) and we had several institutional level bidders which ultimately contributed to us selling for 20% over our asking price. It was a middle market transaction and was very significant for my reputation and learning.

How do you contribute to your community or your profession?

I serve on the Advisory Board of Projected Destined, as well as New Destiny Housing. Both are incredible organizations that allow me to use my real estate knowledge and network for the betterment of others. Project Destined is an education platform whose goal is to teach and transform minority youth into owners and stakeholders in the communities that they live, work and play in. New Destiny Housing provides housing and services to one of the city's most vulnerable homeless populations—victims of domestic violence and their children.

What led you to your current profession?

A combination of luck and great parents. I did not study real estate at university, but ultimately my parents thought I would excel in the industry. I took their advice, applied to dozens of companies and ultimately landed my first real estate job at Massey Knakal.

What do you like most about your job?

The people I get to interact with on a day to day basis. The industry is accountable for trillions of dollars nationally, but it feels like a small world. It's full of amazing people of all ages and backgrounds. I have been fortunate to receive mentorship from many experienced individuals, while at the same time forming lifelong friendships with others. I don't know many other industries where you are able to form these bonds at such a deep level.

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

My opinion is that it falls on the private sector rather than the public sector. I believe that many companies realize the importance of having a diverse workplace and that efforts are being made. Of course, we can always do better, but we must continue these efforts and strengthen them. Any good leader understands that it is crucial to have a diverse group to perform at the highest level, learn from each other's professional and personal experiences to understand market landscape in totality.

Who or what inspires you?

I come from a small town and a blue-collar family. They instilled a very strong work ethic in me at a young age that I carry every day. I am inspired by my family and the ability to change the world for the better.

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

Early 2000's Jude law... before the hairline started receding.

What social media platform do you use the most professionally?

LinkedIn.

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