



## **2021 Ones to Watch: Gabriel Kates, Bestreich Realty Group**

April 20, 2021 - Spotlights

Name: Gabriel Kates

Title: Real Estate Broker

Company Name: Bestreich Realty Group

What recent project, transaction or accomplishment are you most proud of?

I sold a stalled development site in Brooklyn last year where it took seven months to convert the accepted offer into a hard contract and, during that timeframe, we navigated through a 20% re-trade on the price, rapidly changing market conditions as a result of COVID and a language barrier between the buyer and seller. After all the effort, it was very gratifying to get the deal to the finish line.

Who was/is your mentor and how did s/he influence/help you in your career?

The four partners/owners of BRG. Each one of them has invested significant time to make me the best real estate broker possible. Whether it's teaching the patience and salesmanship skills to get hired by clients or the real estate know-how to help navigate the deals I'm hired to sell (and everything in between), they've shown me the way. I also have tremendous respect for their hustle and faith in their own vision to bring BRG from where it was (less than 13 brokers in a converted yoga studio in Crown Heights selling 20 or so deals per year) to where it is now (one of the top brokerages in Brooklyn in terms of transaction volume and selling over 60 buildings per year).

How do you keep your team motivated despite conflicts and obstacles?

It's important to have faith in yourself and to focus on the things you can control. It's easy to get discouraged in our line of work where so much is out of your hands, but if you maintain a strong work ethic and focus on your goals then you will get the results you want.

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