



## **Eli Yusupov, Alpha Realty Investment Sales**

May 24, 2022 - Spotlights



Name: Eli Yusupov

Title: Investment Sales Associate

Company Name: Alpha Realty Investment Sales

List 2-3 real estate associations or organizations that you are currently a member of:

NYREB

YJP

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

This is a tough one since I work alongside a great mentor like my boss Lev Mavashev, But I think the accolade goes to my father. He came to this country with close to nothing like many other immigrants in hopes of achieving the American dream. Working countless hours day in and day out he always wanted to provide the best future for his kids. Coming from a place where opportunities are not imminent he always taught my siblings and I to take advantage of the chances that are presented to us.

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

My biggest accomplishment so far was 1079 Fulton. The sale of this trophy asset played a crucial role in upgrading Clinton Hill, a sub-sector of Downtown Brooklyn. The former homeless shelter was in need of a major upgrade and we were able to identify the ideal buyer.

When the real estate market in NYC showed no signs of a resurgence the buyer was able to see past the dark days of NY and reap the benefits in the long term of these soon to be high end luxury rentals, on the other hand the seller was able to liquidate and move on to other opportunities. This transaction was an ideal scenario of a Win-Win situation for both parties.

Favorite quote:

“Every morning you have two choices: Continue to sleep with your dreams or wake up and chase them.”

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