



Wesley Stanton Century 21 NY Metro

How long have you been in the business?

4 Years

What made you decide to get into real estate?

Family members.

Who inspires you?

Anyone who puts it all out on the line.

What pushes you to the next level?

I like being at the top of everything I do. If I don't see myself as the top, I cannot stand it. I am extremely competitive.

What is the hottest deal you have made to date?

I got a deal shown, negotiated the price, and got contracts signed, all in under 24 hours, having to travel between two states and find the buyer a mortgage as well as a lawyer.

What is your secret weapon for sealing a deal?

Honesty and aggressiveness.

What is the hottest area for deals right now?

SoHo and TriBeCa.

What's the best season for deals?

First quarter, usually, for sales and Summer for rentals.

If you had to live/work in any other city than New York, what would it be?

Los Angeles and Montreal.

What's the best piece of advice you would give to someone starting the business?

Work hard and find a great mentor.

