



Elias Marte

DJK Residential

How long have you been in the business?

Two years.

What made you decide to get into real estate?

I have always loved looking at buildings, especially from an architectural perspective. As a kid, I actually wanted to become an architect. Today, I believe the sky is the limit in real estate. It is an incredible feeling to find the ideal apartment for a client.

Who inspires you?

My mom and my aunts are my main inspirations. They have a great work ethic, and I want to make them proud. My colleagues at the office are also an inspiration. They are always helpful and I try to absorb as much information from them as I can. Phyllis J. Pezenik and Zachary Elias are especially supportive.

What pushes you to the next level?

Creating a legacy is extremely important to me. Coming from humble beginnings, I learned to work hard. I have a never-ending hunger. I aspire to someday become a landlord.

What is the hottest deal you have made to date?

I rented a carriage house in Murray Hill. The client inquired about the apartment when she was overseas and I kept in contact with her until she came to the U.S. Carriage houses do not show up very often on the market, and it turned out it was exactly what she was looking for. It took three months to close and my client was ecstatic when she signed the lease.

What is your secret weapon for sealing a deal?

For me, there is no secret weapon, just a great work ethic. I am always available for my clients. I always respond to phone calls and I like working seven days a week—traits that clients appreciate. I am also very persistent, patient and honest.

What is the hottest area for deals right now?

Neighborhoods along the 7 train line (Sunnyside, Woodside and Jackson Heights) are hot areas. Most of the buildings are pre- or postwar with spacious layouts. It is common to find a laundry room and elevator in these buildings. Additionally, this area is only 25–35 minutes from Manhattan via the subway.

What is the best piece of advice you would give to someone starting out in the business?

Get out there and preview every day. Learn the neighborhoods and inventory. Be patient and resilient. Ask questions. And, most importantly, treat others how you would like to be treated. ■

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