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MANNREPORT

RES ROUNDUP



JASON BAUER

DJK Residential
917-684-4802



How long have you been in the business?

I've been in the business since the beginning of 2017.

What made you decide to get into real estate?

Prior to joining the real estate industry, I pursued an interest in the arts as an industrial and graphic designer, where I created thoughtful design solutions for manufacturing, marketing, and arts for several design firms. After co-founding and running a marketing communication and design firm for many years, I reached a point where I decided it was time to do something different in my life. From an early age, I've always been interested in architecture and design. I realized that my passion lies in project management, architecture, design, and real estate, along with collaborating with people and running my own business. So real estate seemed like a natural next step.

Who inspires you?

I get inspired by those around me including my managers, principals, parents, and colleagues. I grew up watching Larry Bird play basketball for the Boston Celtics. He was a person with incredible focus and discipline—practicing and improving throughout his career. He was a big inspiration to me while I was growing up.

What pushes you to the next level?

Failure. I am afraid of failing so I work hard every day to be the best I can be and succeed. I'm OK making mistakes, as you learn from them. If I did not make a mistake, I would not grow. It is also exciting to see colleagues who have been in the industry for a long time and are very successful.

What is the hottest deal you have made to date?

Looking back on this past year, I've had a lot of great moments, but if I could pick one deal and moment, I'd have to say my first deal was the hottest deal for me. Closing on my first apartment rental was exciting. It was not a huge deal nor a lot of money, but I worked very hard and provided the best customer ser-

vice I could for my clients. It was a great feeling when the deal closed.

What is your secret weapon for sealing a deal?

A friendly nature, being kind, and down-to-earth goes a long way. This is a service industry, so I try to get back to people as quickly as you can. Doing so shows interest, loyalty, and professionalism. If people like you and trust you, they will feel comfortable buying, selling, and/or renting from you. Oh, and a nice smile goes a long way too.

What is the hottest area for deals right now?

I just rented an apartment in Rego Park that went very quickly. The value there is better than anywhere else I've seen lately. Upper Manhattan and Mott Haven also have excellent values.

What is the best season for deals?

The summer is the busiest season, but the best deals seem to come in the slower winter months where you have more negotiating power. Apartments seem to sit longer during these months. This is specifically true for the buying/selling market.

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

I have always loved Denver, CO. It has mountains and is great for outdoor activities and I do love to hike, bike, and ski. The only downside to this beautiful area of the county is there is no ocean, which is kind of a big thing for me as I grew up in New England and sailing in Narragansett Bay. Denver's real estate market is hot right now, but I would miss the ocean too much.

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

Give it a try and an honest effort if you're interested. Put your nose down, build relationships, and work hard. To be successful, this is a full-time job. Slow and steady. Every day is new, different, and exciting. There is so much to learn. You must believe in yourself. Be patient and you will succeed.