

TOP AGENT MAGAZINE



MATTHEW LESSER

Within the Gramercy Park, Chelsea and Greenwich Village neighborhoods of Manhattan, New York, Matthew Lesser is regarded as the go-to agent for townhomes and small buildings.

Being under 30, Matthew's rise to Vice Presidency at Leslie J. Garfield & Co is impressive without being shocking—after all Matthew embodies the spirit of the boutique firm, which was founded on the values of ethics, professionalism and responsible conduct.

A Manhattan native, Matthew studied business, economics and management at Skidmore College. It was during the summers of his junior and senior years that Matthew got his start in real estate, managing and leasing properties. That first taste of a flexible schedule and promising salary while utilizing his skill set inspired Matthew to pursue real estate as a career following graduation.

In September of 2005, Matthew began his slow but sure rise to the top of the agents specializing in the niches of townhomes and small buildings. Matthew attributes his success to a perseverance ingrained in him through high school and Division III athletics, a determination to get back up when knocked down. "There is a lot of rejection in a sales-based industry but you have to get past it if you are going to be successful," said Matthew.

Matthew's rejection level stays low due to a dogged determination to constantly grow his industry knowledge and a passion to pass that expertise along to current and prospective clients. "Every client's needs are unique. There are clients that understand real estate without understanding the nuances of different real estate climates and there are clients that know very little and rely on me to

explain the process and serve them on the level they want to be served. Regardless of where they fall, I am there to guide them through the process and get their deal closed."

Asked about the merits of purchasing a townhome, Matthew explained that townhouses are different from other real estate options in the city, allowing the owner to occupy more square footage generally at a lower cost without the challenges of boards at similarly priced co-ops or condos. "You get private living in this wonderful city. It's the best of both worlds."

Matthew has handled transactions ranging from \$2.5 million to over \$35 million. Although some might be surprised at all Matthew has been able to accomplish at a relatively young age, he counts his age as a strength. "I am well versed in social media and technology and understand the power of having key information at my fingertips through strategic searches," relayed Matthew. "But best of all I have the energy and the desire to work around the clock to get my deals closed. My X factor is the relentless desire I have to be a force in the industry and I think my peers and clients recognize that in me. I've accomplished and learned a lot so far but I'm just getting started."

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