



Andrew B. Zegas, SIOR
Relationship Manager,
Strategist, President & CEO

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“Real estate is merely a catalyst to support our clients’ business objectives, and one which, when deployed intelligently, can drive operational and financial performance, reduce risk, increase flexibility and profits, and enhance stakeholder value!”

Andrew B. Zegas, SIOR, is Relationship Manager, Strategist, President & CEO of Real Estate Strategies Corporation, a New Jersey based corporate real estate advisory and transaction services firm. RealStrat's clients include financial executives and senior management at the US operations of public, private, private-equity, domestic, and global companies, and not-for-profit organizations, in a multitude of industries from over a dozen countries.

As RealStrat's senior strategist, Andrew draws on his almost three decades of experience and expertise in setting strategy, planning, and executing transactions, for the firm's most important clients engaged in office, distribution, manufacturing, technology, life sciences, and other real estate acquisition, disposition, and advisory projects. Andrew leads RealStrat's M&A Real Estate practice, identifying and capturing liquidity and other opportunities, and mitigating risk for companies executing corporate acquisition and exit strategies. Andrew founded RealStrat in 2002.

Andrew is well-known among New Jersey's financial executive and CFO communities as a business and real estate thought-leader, and for his energetic and passionate style as a conference, business, and motivational speaker, having appeared on behalf of many prestigious organizations. He has been appointed, for the third year in a row, to the Signature Speaker Series of the Realtors Commercial Alliance of the National Association of Realtors. Andrew has appeared, in person and online, on behalf of many prestigious organizations in the United States and Canada.

Andrew is founder of CFO Studio, which deploys the best of new and traditional media to promote finance executives in the greater New Jersey area as business and strategy thought leaders. As Host and Moderator, Andrew conducts on-camera interviews with select finance executives where they share their knowledge on current economic, financial, operational, and business issues. Andrew is also the Publisher of CFO Studio Magazine, published quarterly to over 5,500 CFOs in the greater New Jersey area.

Andrew is Chairman of Build with Purpose, formerly known as Real Estate Advisory & Development Services, a not-for-profit organization providing construction and project management services to other not-for-profit organizations. Andrew also leads RealStrat's Pro Bono Real Estate Services initiatives, providing real estate guidance and services to not-for-profit organizations. Andrew was previously an appointed member

Advisors to CFOs. Management, and Corporate Boards

of the Voluntary Advisory Committee of the New Jersey Real Estate Commission. In 2011, Andrew served as President of the New Jersey Chapter of the Society of Industrial and Office Realtors, an ethics based organization founded during World War II and headquartered in Washington, DC. Andrew currently serves on SIOR's educational faculty. Testimonials for both Andrew's corporate real estate advisory services and his conference speaking can be viewed at: www.Linkedin.com/in/AndrewZezas.

Organization Involvement (Past and Present)

- American Hellenic Institute
- Association for Corporate Growth – CFO Forum New Jersey '11 to '12
- CoreNet Global - Faculty '06
- Financial Executives International – Sponsor New Jersey Chapter '07 to '12
- Greek American Chamber of Commerce of NJ - Chairman of the Board '00-01
- Kimisis Tis Theotokou Greek Orthodox Church
- Industrial and Office Real Estate Broker's Association of Greater NY
- International Facility Managers Association
- National Association of Industrial & Office Properties - Membership Chairman '02-04
- New Jersey Technology Council
- NJAR – Member of the Board of Directors '09 to '11
- NJAR – Member of the Legislative Committee '11
- Build with Purpose, a Not-for-Profit - Chairman of the Board '09 to '12
- Society of Industrial and Office Realtors NJ Chapter - President '11
- Society of Industrial and Office Realtors, Washington, DC - Member since '03, Faculty since '09
- St. Athanasios Church - Trustee, Treasurer '97-98
- Tenant Representation Specialty Practice Board - SIOR - Chairman '05-08, Founder

Conference Engagements and Presentations

- American Management Association
- Building Owners and Managers Association
- Charleston Trident Association of Realtors
- Colorado Association of Realtors
- Commercial Alliance of Realtors – Grand Rapids
- Commercial Property News
- Commercial Real Estate Council of Greater Cincinnati
- CoreNet Global
- Financial Executives International
- Greater Hartford Association of Realtors
- Institute of Management Accountants
- Montclair State University
- National Association of Realtors
- New Jersey Economic Development Authority
- Northern Virginia Association of Realtors
- RealComm
- Rockford Association of Realtors
- Society of Industrial and Office Realtors

Advisors to CFOs, Management, and Corporate Boards

- CoStar
- Empowerment Group
- Financial Executive Networking Group
(Various Chapters)
- Strategic Executive Networking Group
- US Postal Service

Awards

- SIOR Largest Cooperating Transaction of the Year '09
- SIOR Largest Deal of the Year '08
- Ernst & Young Entrepreneur of the Year New Jersey Awards Program Finalist '07 & '05
- NJBiz Executive of the Year Finalist '06 & '04
- William Dorsey Client Service Excellence '04
- Advance Realty Group Most Valuable Broker and "A-Team" Hall of Fame '04
- Top 50 Commercial Brokers '05, '04, '02
- Broker of the Year '01, '00, '93
- Creative Deal of the Year '95

Interviews

- GlobeSt.com's Commercial Real Estate Leadership Series
- The Growth Strategist Internet Radio Show, with Aldonna Ambler
- COSMOS – FM Radio – New York City
- CFOstudio.com

Quotes

- Business News New Jersey
- Commercial Property News
- Development Magazine
- New Jersey Tech News
- New York Times
- NJ / PA Real Estate Journal
- Office and Industrial Properties Magazine
- Real Estate Forum
- Real Estate New Jersey
- Real Estate Weekly
- SIOR Professional Report
- The Star Ledger
- The Tri-State Real Estate Journal

Advisors to CFOs. Management, and Corporate Boards

Books and Other Writings

- [The CFO's Guide To Understanding Corporate Real Estate Transactions](#)
- [The CFO's Guide To Hiring The "Right" Real Estate Service Provider](#)
- Over 100 white papers and articles on business, real estate, customer service, finance, careers, and more
- Corporate Advisor real estate blog at www.CorporateAdvisor.wordpress.com
- Finance and business blog at www.CFOstudio.com

Career History

- Real Estate Strategies Corporation
- Insignia/ESG
- Edward S. Gordon Company
- Cross & Brown Company
- MacPherson Agency

Real Estate Broker Licenses

- Connecticut
- Florida
- Massachusetts
- New Jersey
- New York
- Oklahoma
- Pennsylvania

Certified Real Estate Instructor

- Various States