

Andrew Zezas, Real Estate Strategies Corporation

Andrew Zezas is the David of the Goliath commercial real estate industry

Andrew Zezas founded Real Estate Strategies Corporation in January of 2002. Since then he has received numerous awards for excellence in customer service and outstanding achievement. He is a recognized public speaker on business and commercial real estate topics, and has been quoted in a variety of publications for his expertise. From humble beginnings to accomplishing business and personal success, Andrew is an example of the American dream becoming a reality. No wonder he has been dubbed the David of the Goliath commercial real estate industry. . . .



Andrew Zezas

Business Brokerage, and then residential/commercial real estate.

Why/How did you get into the industry?

A close friend's father, who ran a real estate company, said he saw talent in me and offered to take me under his wing.

Describe your current job and what you like most about it.

As President of Real Estate Strategies Corporation, there is a very short distance between me and our clients, so we're able to deliver executive level personal service faster and more creatively than those who call themselves our competitors. I get a real kick out of demonstrating to accom-

pany colleagues in the morning and implementing it in the afternoon.

What was the biggest challenge you had to overcome in the industry?

Being a kid from a working-class family at the Jersey shore with no contacts and no family business relationships on which to build.

Describe your most interesting/challenging deal or project?

I find that the most challenging projects are usually the most interesting. We try to have fun with all of our engagements. The most interesting recent project was one where we were engaged by the Cali-

fornia-based chairman and the Princeton, NJ based CFO of a technology company, who laid out specific business objectives that were required in order to

What do you enjoy doing when you are not working?

Letting my children make me laugh so hard I could bust, singing, off-road 4 wheeling, hiking, watching the sunset on the beach, great restaurants.

Memberships/organizations (in and outside of profession):

Present Memberships and Organizations: NJ Technology Council, NAIOP, IFMA, IOREBA, CoreNet, Association for Corporate Growth
Recent Past Memberships: chairman of the board of the

trustee and treasurer. Greek American Chamber of Commerce, Saint Athanasios Greek Orthodox Church

Honors/Awards:

Recent acceptance into SIOR, 1995 NAIOP Creative Deal of the Year co-recipient (the first-ever awarded in NJ), Broker of the Year from Sammis Company and from The Gale Company in 2000 and again in 2001.

Who is the person you most admire?

My father, for being my best friend, for struggling, for teaching me about life, and for never leaving my side no matter what.

What is the key to your success?

Enjoying people, a belief in success (not if, but when?), dedication to accomplishing what I promise, hard work, a strong desire to live a long life.

If you had to choose another vocation, what would it be?

There is no other vocation!



NJPA Real Estate Journal's Q&A with Andrew Zezas:

What was your first job outside of real estate?

While in college I was one of the lead singers and saxophone player for a rock & roll

"Last year I had the sincere pleasure to meet Andrew Zezas, who represents our vendor Real Estate Strategies Corporation, as a part of our corporate headquarters relocation. This being our fourth move in the past nine years of both supernormal growth and recession. Being that commercial real estate is not our core competency, I have had varied levels of both success and failures in our corporate relocations and offices in the past. I had never met or heard of Andy or this company prior to our engagement. I was literally floored when I heard of the proposition and business service model of Mr. Zezas and Real Estate Strategies Corporation. Better yet, Andy and the company were the most important component of our move from picking out the right property, at the best location with by far the greatest savings . . . A dedicated customer? I think so! Inevitably, we will constantly be looking for real estate with our growth predictions well into the next decade. Who do you think we will choose as our real estate advisor?"

— John Haines is CEO of ThinkCentric/Direct Source.

band named Front Page, after which I became a DJ and bouncer.

What was your first job in real estate or allied field?

lished and intelligent business people how they can improve their company's operating performance and profits by employing a carefully planned

and implementing it in the afternoon.

Andrew Zezas

NAME: Andrew B. Zezas, SIOR

TITLE: Relationship Manager, Strategist, President

COMPANY: Real Estate Strategies Corporation

LOCATION: 1700 Galloping Hill Road, Kenilworth, NJ 07033

COLLEGE: Montclair State University, Montclair, NJ

FAMILY: A beautiful wife, two smiley children, and one happy Yellow Lab

KEY TO SUCCESS: Enjoying people, a belief in success (not if, but when?), dedication to accomplishing what I promise, hard work, a strong desire to live a long life.