

# TOP AGENT MAGAZINE



## Burt Savitsky & Jessica Savitsky

Burt Savitsky, Senior Vice President/Managing Director of Brown Harris Stevens in Manhattan, has a sterling sales history and twenty-five years of experience in real estate. An expert in condominiums, cooperatives and estate sales he has earned a number of industry distinctions and is consistently a top producer. Now he's sharing his experience and knowledge with his daughter Jessica, a newly minted agent with Brown Harris Stevens. Together they are taking their careers to the next level.

Burt's success certainly had a hand in inspiring Jessica to choose a career in real estate, but Jessica has earned her place among her colleagues having worked her way up like any other new agent. "I worked in the mailroom, then as a summer receptionist," she explains. "As a trainee in the company's "show-er" program I worked much like a broker's assistant, meeting with customers, showing potential buyers homes and answering their questions." Jessica learned the inner workings of this complex business from the inside of one of the oldest, most respected firms in the city.

The reputation of the firm was what drew Burt to Brown Harris Stevens. Nothing is more important to him than professionalism, and with the Brown Harris Stevens brand behind him he provides efficient, knowledgeable service to his clients. "There are over 20,000 brokers in Manhattan, yet we at this firm are responsible for approximately 1/3 of the deals done in Manhattan above \$5 million," he says. In addition, the firm is the only one that Christie's International Real Estate works with in Manhattan, a distinction that offers them access to Christie's worldwide network of clients and buyers. Brown Harris Stevens' and Christie's long history and impeccable service record are a perfect match for Burt and Jessica. "In many ways Manhattan is the capital of the world. I'm so thankful to be able to sell here. It's an incredible place that will always have value."

In this unique market, Burt and Jessica have focused their attention on co-ops, a type of property particular to New York. "Co-ops are a very different kind of property, that require an intense amount of disclosure from the buyer,"

explains Burt. "Buyers are often required to reveal their finances and their personal lives to the building's board, much more so than when purchasing a condo. A knowledgeable broker is crucial to navigating these kinds of deals, especially when the client feels vulnerable," he adds. For Burt, guiding his clients with an expert eye is what brings him the most satisfaction. "I would rather be known as the most professional agent, than the number one agent," he says. "I want to know that I've done the best job for my clients."

While Burt brings decades of experience and confidence to his clients, Jessica brings a fresh perspective and a new kind of client to the table. "I have my own network of new graduates and young professionals," she says. "I enjoy helping them with their first real estate purchase and growing with them as their needs change."

Both father and daughter share an innate passion for the job. "I love meeting new people," Burt says. "I'm really a designer at heart and love to sell a property and then revisit it to see what the new clients have done with it." This same gregarious, inquisitive attitude has clearly transferred to Jessica as well. "I love being social and making new connections," she says. "There's always something new to learn and every deal is completely different."

As Jessica continues to gain more experience, they are hoping to build on this symbiotic relationship and develop it further into a bona fide partnership. With a familial team, clients receive cohesive service from a seamless team and for Burt and Jessica; they have the opportunity to work in an environment based on trust. "We practically speak our own language," says Jessica. "It's great coming to the office everyday and getting the opportunity to work so closely with my daughter," adds Burt. With such complementary personalities and philosophies, they are looking forward to a bright future working side by side.

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