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Brown Harris Stevens Father Daughter Duo

Burt and Jessica Savitsky

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Burt Savitsky, Senior Vice President/Managing Director of Brown Harris Stevens in Manhattan, has a sterling sales history and 27 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. Together at Brown Harris Stevens, 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 began as an assistant in the mailroom and the following summer as a receptionist," she explained. "After applying and being accepted into the company's 'show-er' training 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 one-third of all the deals done in Manhattan above five million dollars," he said. In addition, the firm is the only one that Christie's International Real Estate works with in New York City, 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 property and represent clients on behalf of Brown Harris Stevens. Our colleagues are the most professional brokers in the business."

In this unique market, Burt and Jessica have focused their attention on high-end luxury homes. One such property type in particular are cooperatives. "Co-ops are a very different kind of property, that require an exorbitant amount of disclosure from the buyer," Burt explained. "Buyers are 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 added. 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 said. "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 young professionals," she said. "I enjoy assisting them in 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 said, "I'm really a designer at heart and love to sell a property and then revisit it to see what the new owners 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 said, "there's always something 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 are able to pick up where the other one left off," Jessica said. "It's great coming to the office everyday and getting the opportunity to work so closely with my daughter," Burt added. With such complementary personalities and philosophies, they are looking forward to a bright future working side by side. ■

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