

Executive of the Month: Pezenik, VP and principal broker at DJK Residential: To stay the best in the industry; Extensive knowledge and skill set cover all aspects of real estate



Phyllis Pezenik, DJK Residential

New York City, NY With more than three decades of experience in the New York real estate industry, Phyllis Pezenik is a recognized force thanks to her exceptional knowledge, integrity, professionalism and commitment to excellence. All are key factors in driving her successful career as vice president and principal broker at DJK Residential, a leading full-service real estate brokerage and relocation firm with multiple offices in Manhattan and New Jersey. DJK Residential is a division of its parent company SIRVA Worldwide, Inc., one of the leading global providers of relocation and moving solutions.

According to Pezenik, "The best real estate agents in the industry know product. They get out there, they know developers, new construction, and know buildings inside and out."

Her extensive knowledge and skill set cover all aspects of real estate, spanning from mansions to studios to commercial properties, working with both buyers, sellers, landlords and renters. Pezenik is a tireless advocate for her brokerage staff and clients. Her noted accomplishments include the sale of an \$8 million mansion located in Manhattan's quintessential Upper East Side neighborhood at 18 East 68th St. It was later re-listed for \$60 million.

"I did this deal when I first started as a new agent, and was able to because of my work ethic. I try to tell my agents, if I could do it, they certainly can. That is what makes a great manager, understanding what they are going through, having been there myself. It is helpful because they see someone who started out where they are starting," said Pezenik.

Pezenik joined DJK Residential in June 2006 and immediately implemented new ideas and strategies within the firm. With a strong background in both architectural engineering and design, she initiated and took control over the renovation of DJK Residential's Fifth Ave. headquarters. She also developed new programs and systems as an incentive for the agents to help them function better in their role as a real estate agent. She assisted with their marketing programs and encouraged public relation strategies in order to increase their name recognition and promote their successes.

Responsible for all brokerage activities, Pezenik oversees all sales and rentals in the residential department. Moreover, she is in charge of all commercial leasing and sales deals under DJK Commercial Realty, a division of DJK Residential, which she started two years ago. Pezenik saw the importance of having a separate arm for the firm in this sector.

"I have a background in commercial realty. My late husband and I designed and built commercial buildings for many years. I have a very good understanding of the profitability of this side of the industry," she said.

Founded in 1987, DJK Residential's offerings have evolved. Agents sell and rent apartments, condos, co-ops, townhouses and single-family homes, and they lease and sell commercial real estate and handle corporate relocation. Committed to impeccable service and delivering results, DJK Residential agents have helped thousands of people successfully buy, sell and lease properties in the New York metropolitan and tri-state areas. Its highly experienced experts are all members of the Real Estate Board of New York (REBNY) and the Manhattan Association of Realtors (MANAR), the most influential and exclusive



Phyllis Pezenik attending the 6th Annual NYC Professional Trade Organization.

"DJK is a very hands-on company. We provide the resources and training needed to help agents grow and be successful in this industry. And unlike other brokerage firms, we do this at no additional cost to the agents. They're truly given the opportunity to flourish with unlimited support," said Pezenik.

A native New Yorker, Pezenik began her real estate career in collaboration with her late husband Richard as co-founder of their architectural engineering firm. Soon after, she entered the world of New York City brokerage and eventually became a top-producing sales agent at Citi Habitats, where she began as an agent and climbed the ladder to management.

Pezenik is past chairman of the Old Westbury Board of Appeals, a committee that votes on variances/zoning for approval. In 2011, she proudly led MANAR as its president, the same year she was recognized as the organization's "Realtor of the Year." In addition to being a member of MANAR, she is also a member of REBNY, the New York State Association of Realtors, the National Association of Realtors, the

Employee Relocation Council and is a featured lecturer at The Real Estate Academy of New York.

Pezenik tirelessly continues to expand upon her real estate skills and certifications. She also continues to grow and expand upon DJK Residential's services, including adding a property management division and a new office in Connecticut.

"My goal has always been to stay the best in this industry. At DJK, we are always in growth mode and want to continue to grow our divisions. We keep moving forward and see year to year growth," said Pezenik.

Fore more information about DJK Residential visit www.djkresidential.com.



DJK Residential agents Alex Gross, Zachary Elias, James Pecora, Fiorino, Berkise with their leader, Phyllis Pezenik.