



**What makes a top broker?**

Experience, experience, experience!

**How do you distinguish yourself?**

I manage and lead a team of top-notch Manhattan residential brokers. With more than 65 years of combined experience between us and the enormous reach of our global brand, we are uniquely qualified to deliver beyond our clients' expectations.

**What do you foresee for the future of New York City real estate?**

Inventory is being absorbed at a faster rate—an absolutely necessary step for both housing and the economy to recover. A sharp uptick in the volume of transactions from the last quarter of 2009 could be spring fever, but we strongly feel that it is a combination of pent-up buyer demand, continued low interest rates, generous financial

sector bonuses and a renewed confidence in the overall economy by New York's affluent and educated buyers and sellers. In addition to the above factors, the weaker dollar is bringing international investors back into the Manhattan market, the momentum of which is only likely to continue.

**Are there any unexplored neighborhoods in New York that you think will experience a residential boom?**

Not a new neighborhood, but rather a return of sales activity to the upper tier market. Recent sales show that the \$10-plus-million arena is back in action. Significant apartments and townhouses are again being sold, as they are now realistically priced and more affordable than previously, luring buyers off the sidelines.

**What was your most successful project this year?**

In the slowest quarter of 2009, we successfully represented and sold a significant Manhattan landmarked carriage house. Our seller received eight solid offers within two weeks of the launch, and the competitive bidding delivered a strong sale and some much needed fuel to the then-languishing townhouse market.

**What was your proudest moment as a broker?**

In 2009, what surely will be known as our most unstable real estate sales period, I ranked in *The Wall Street Journal's* annual Top 100 Agents by Sales Volume in the United States and among the top 10 agents in New York. Guiding my sellers and buyers throughout those four quarters was the most challenging period of my career.