

BROWN HARRIS STEVENS

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A-LIST BROKERS

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What is the current state of the Manhattan residential market, and what is your prediction for the future?

Inventory remains very tight, with just a 3.9-month supply of apartments for sale. This has brought prices to record levels. Demand remains strong for properly priced properties, due to a booming local economy and the global appeal of Manhattan real estate. I don't see much changing over the next several months, as there are not enough apartments coming on the market to satisfy demand despite the pickup in new development.

Give some examples of the way you've gone over and beyond the call of duty to make the sale.

In a very competitive situation I went to meet a customer who was taking care of her child in the middle of Central Park, to pick up the contract. Then, due to a light rain and traffic, I hitchhiked an empty tour bus to drive me to Midtown, where I delivered the contract to the seller's attorney, who was shopping at Saks for his wife's birthday. The deadline of 5 pm was met, and the deal was made.

Tell us something new and exciting you're currently representing.

I am currently standing in this magnificent flat that I just listed, in the iconic Trump Tower. Once the home of Mr. Donald Trump's parents, this luxurious apartment, in triple mint condition, has breathtaking views that include the George Washington Bridge, Central Park and Freedom Tower. It is an astounding property with an exceptional layout. Attention has been given to every detail throughout the home. Such beautiful trophy properties are always very exciting to represent.

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