

Confidentiality and Discretion Are Foundation of Trust in Private Residential Brokerage

The Brown Harris Stevens commitment to discretion is absolute and made more essential by the increasing threats to privacy in today's information age. Every client and customer relationship with a Brown Harris Stevens broker is forged in trust and founded in privacy.

"As guardians of our clients' interests, we consider our responsibilities and ethical standards to be the equivalent of those of a private banker," asserts Hall F. Willkie, president of Brown Harris Stevens Residential Sales, "Our senior management and our brokers are governed by the guiding principle that the welfare of the client always outweighs any possible personal advantage that could be gained from the relationship. We must be discreet in all ways."

In addition to this uniformly high level of professionalism, the Brown Harris Stevens team of managers and brokers offers a wealth of experience and knowledge that is incomparable in our field. They average more than 18 years in residential real estate, with the highest rate of success in arranging transactions for their clients and the highest average earnings.

Working with our brokers provides clients with the benefits of their extraordinary qualities not only as professionals but also as people. They are well-educated and well-traveled with broad personal interests and contacts and have had other noteworthy careers. They know the city intimately, have similar lives to their clients in

the same neighborhoods and understand their needs. As a result, we bring a shared vision to the search for or sale of a residence, to the preparation for board meetings and those special issues of sensitivity and discretion. Another key factor of their capability is the wealth and timeliness of the information we can bring to our clients. We draw on a database of more than 10,000 Manhattan apartment listings, with up-to-the-minute availabilities and pricing information. We can perform searches by

street, neighborhood, building and apartment size and by most amenities as well as provide pictures and floor plans on-line. And, because Brown Harris Stevens Residential Management LLC manages more than 175 of Manhattan's finest high-end buildings, we enjoy an unparalleled knowledge of pending and current availabilities and of board requirements and idiosyncrasies.



▲ Front (from left to right): Chris Thomas, Hall Willkie, MaryAnn Albano, Back (from left to right): Kurt Weyrauch, Ruth McCoy, Jim Gricar, Peter Marra