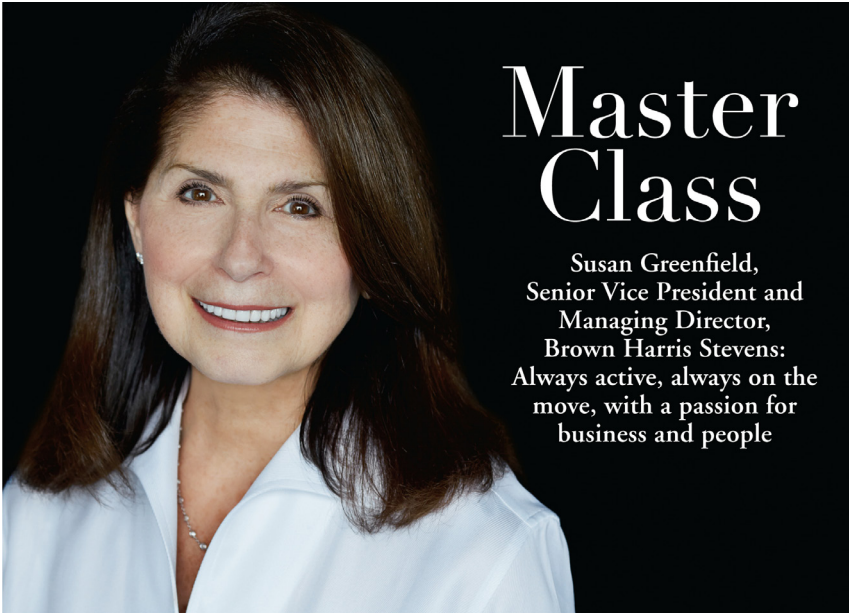


# BROWN HARRIS STEVENS

Established 1873

## AVENUE



Success in the highly competitive world of real estate is dependent on market knowledge, strong relationships, and access to information. Susan Greenfield's decades of real estate experience in Manhattan, across the country and in global markets is a distinguishing attribute in the field of residential real estate.

With a background in sales, marketing and private client services in the international and domestic real estate offices of Merrill Lynch, Susan developed the unique skills that make her an invaluable asset to her clientele.

"In addition to the time I spent at Merrill, I credit the time I owned and operated real estate offices in Paris and Manhattan with helping me identify the unique needs and cultural sensitivities of my global clients," Susan says while multitasking from her office at 445 Park Avenue, Brown Harris Stevens' flagship location.

It is also her commitment to client anonymity and confidentiality that underscores her ability to manage high profile clients. "I understand purchasing and selling real estate is a personal experience that requires discretion. My clients are relying on me to make the process

*(continued on the back)*



### Susan Greenfield

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seamless. Protecting the privacy of my clients is always my first priority. Confidentiality and trust are essential.” Additionally, a positive experience requires that Susan understands the dynamics of international clients’ home markets, is able to accommodate challenging schedules, and can navigate language barriers.

Susan has carved a unique niche in the market for herself. She has not just established a loyal global client base, but is also an authority on the New York market.

“I relish the opportunity to teach and mentor real estate professionals in Manhattan and abroad,” Susan says. As a faculty member of the National Association of Realtors, Susan is one of the core instructors of the Certified International Property Specialist curriculum focused on globalizing real estate business. “While teaching these courses, I’m able to develop relationships, stay aware of global events that effect real estate activity and interest in the Manhattan marketplace, and teach others in the industry how to navigate the intricacies of managing domestic and international clients.”

Susan’s continued success and impressive tenure in a constantly evolving business make her one of today’s most valuable and recognizable real estate professionals.