

# BROWN HARRIS STEVENS

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## AVENUE



ARTIST BROKERS

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Penny Toepfer—an SVP at Brown Harris Stevens—is highly respected by her clients and colleagues for her dedication, discretion and extraordinary attention to detail. On the heels of one of her most successful summers in her twenty-year career, AVENUE had the privilege of speaking with Penny about her business.

#### Is there one transaction in particular that you are most proud of representing?

Truthfully, it is a privilege to represent any owner or purchaser in their real estate transaction. My approach to business is so personal and tailored, that as the deals I work on move forward so do the relationships I form with my buyers and sellers. That said, there are a couple deals that I think you could say nicely illustrate my client focus and determination.

#### Would you share them with us?

Over the past 20 years I have built a career with a great passion and a belief in the Manhattan real estate market, even as others have doubted its strength and value. 13 years ago when others saw Third Avenue as weak, I saw the area and one of its premiere buildings, Trump Palace, as a goldmine. My hunch was right, as I have sold over \$200,000,000 worth of property in this building alone and just last month achieved the highest price for one of its C-line apartments. Another example of my passion and determination is what

I refer to as my “trilogy”: between 2005 and 2009, I sold the 9th floor at 838 Fifth Avenue three different times, topping out at \$22,500,000 just after the collapse of Lehmann Brothers and Bear Stearns.

#### What distinguishes you from others in your field?

I would say my knowledge and professionalism are definitely attributes for which I am known. Also, my brutal honesty and directness paired with my enthusiasm, analytical approach to the market place, and my knowledge of buildings leaves my clients in the greatest of hands.



### Penny Toepfer

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