



**Q:** The New York real estate market seems stranger than most expected it to be now. What do you think accounts for the city's successful rebound?

**A:** The Manhattan real estate market is unlike any other in the country. There have been dips in sales, but demand for housing always bounces back. With international buyers from all over the world coming to live here and so many New Yorkers on the move, the city comes back every time.

A Case in point is the period following the tragedy of 9/11. After a six-month lull, the demand for housing surged beyond anyone's expectations.

I believe in the city, as do so many others. Again, there is a growing sense of buyers' confidence and sellers' optimism returning to the market place due to what seems to be an improvement in the economy. Also, prices have stabilized, inventory has declined and there appears to be pent-up demand from the first half of 2009.

Currently, my business is flourishing and I feel certain that New York City and its economic future will remain positive.

### Is this a good time to buy? Can you offer any advice to potential buyers?

From what my buyers are telling me, it is a great time to buy. Government incentives have brought first-time buyers in the marketplace. Low interest rates have continued to entice many, and credit has loosened from last year. It's getting easier to get a mortgage again, especially for those with a good track record and sufficient monies. Successful buyers are those who have patience and perseverance.

One of my buyers recently fell in love with a luxury apartment in Greenwich Village, but initially was unsuccessful in having the seller accept her offer as she saw the apartment when it newly came on the market. She loved the apartment, it was exactly what she was looking for. She asked me to keep track of the apartment and keep her updated as to its status. When it felt right, we again placed the same offer on the apartment as our original one, and this time it was accepted. She couldn't be happier. That's why I love this business.

### What's the secret to your success in this business?

I have had great success selling Manhattan luxury real estate for more than 20 years. My clients and I continue to be very loyal to each other as they appreciate my knowledge and perseverance in helping them reach their goals. Luxury real estate sales is what I do, and it's what I love to do in my favorite city in the world.

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