



David Kornmeier

Vice President, Director

Brown Harris Stevens

How Long have you been in the business?

I started in July of 2003

What made you decide to get into real estate?

I was not sure what I wanted to do coming out of college. My father convinced me to take a test that matched your personality with certain professions. I ended up with actor, psychologist and real estate broker. Go figure.

Who inspires you?

I am inspired by other successful brokers who have started at the bottom and worked their way to the top, and I often ask them for advice. I am also inspired by my Grandfather Jack Kornmeier, who was one of the greatest salesmen of his day.

What pushes you to the next level?

I am always eager to learn more and become a better broker. I am constantly trying to change and grow my practice to provide the highest level of service in the industry.

What is the hottest deal you have made to date?

I represented the seller and set a price record of over \$5,300 per square foot price at the Time Warner Center earlier this year.

What is the secret weapon for sealing a deal?

I believe that being straightforward about possible negative aspects of a transaction right from the start allows me to troubleshoot and anticipate the more complex issues that will arise close to contract signing. I almost never have a deal that gets de-railed at the last minute by surprises and requires a 'secret weapon.'

What is the hottest area for deals