



# Proving That Age Is Nothing But A Number

“New York is constantly changing... I’m not caught up on where things were, but where they are going”

**David Kornmeier**



David Kornmeier has never been one to make a decision without careful research. After graduating from college with a degree in psychology, he was considering further education, but took a career aptitude test at the urging of his father. Real Estate Broker came back as a strong match. Kornmeier considered his options and decided to move to New York from Minnesota. “[New York City] has some of the most expensive real estate in the most compact area,” he reasons, “so it was the most efficient place for me to go from a business standpoint.” Indeed it did. Kornmeier started out in an assistant position at Brown Harris Stevens, working his way up to Vice President/Director over the next six years. At 27, he is the youngest person at the firm to have held this title.

When asked if age in the real estate industry is just a number, Kornmeier openly shares his initial worries. “When I started I was very self-conscious of how young I am and how young I look,” he admits. “At first I thought it was an impediment and that people might be thinking, ‘Who is this kid?’ But now I use it to my advantage. I’m not jaded about the market and I’m able to completely dedicate myself to my work.” Clients appreciate his data-driven advice and open discussions, two customer service trademarks that transcend any concerns about age and experience.

Specializing in town homes and other luxury properties, Kornmeier has set several neighborhood price records in Greenwich Village, Harlem, and on the Upper West Side.

One Time Warner Center multi-million dollar exclusive recently sold for over \$5,300 per square foot. A particularly memorable achievement was selling a property for \$8 million when colleagues assured him it wouldn’t command more than \$5 million due to its location and history. “New York is constantly changing,” Kornmeier says. “I’m not caught up on where things were, but on where they are now.”

He also has a pretty good idea of where they’re going. Kornmeier devoted his early years as an assistant, a period he considers a sort of graduate school to learning the ins and outs of New York City real estate. He delved into the studies of zoning regulations, landmark policy, landlord/tenant laws, estate matters, and renovation/layout choices to name a few. “I learned a lot,” Kornmeier recalls. “I wasn’t comfortable jumping in without knowing what I was doing. The clients I work for are some of the smartest and most important people in their industries. To work with them and meet their needs, I not only have to deliver the highest level of service and availability, but I must understand all issues pertaining to the sale while consistently adding to my knowledge base.”

Kornmeier cites flexible scheduling and independence when listing off the best facets of his job, the very one that matched him to his career in the first place. The process—and rewards of—best serving clients is another. His comprehensive knowledge of the industry and value-added approach to property search help Kornmeier achieve that goal. “In real estate, your efforts have a direct impact on your business,” he says.

“If you work hard and in the right way, you get the results you do not see in many other fields”

A large part of Kornmeier’s success has been his dedication to doing his real estate homework by attending seminars and voracious reading about the real estate industry. He also has much to glean from his colleagues at Brown Harris Stevens. “I truly believe that I work with the most prestigious company in New York with the best brokers in the industry,” explains Kornmeier. “I strive to learn as much as possible about this business and am always examining other top brokers, trying to learn and understand why they make the decisions they do and how they approach matters in various situations.”

Kornmeier is a quick study with many achievements, both behind and before him. When he thinks back on what led him to real estate, he has to admit the personality-career match was a remarkable fit. “Real estate turned out to be a great match for my personality and work style. I was surprised that a business typically defined as being based on social interaction, benefited so strongly from careful research and a more intellectual business structure.” It was the most important test he ever aced.

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David Kornmeier  
Brown Harris Stevens  
1926 Broadway  
New York, NY 10023  
Tel: 212-588-5642  
Fax: 212-418-9758  
dkornmeier@bhsusa.com

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