

# ELIZABETH LEE SAMPLE AND BRENDA S. POWERS

BROWN HARRIS STEVENS

Senior Vice President, Managing Director; Business Partner

REAL ESTATE YEARBOOK



**Is this a good time to buy and can you offer any advice to potential buyers?**

**ELS:** My outlook for purchase of residential or investment properties has always been based on a long-term approach. Historically, Manhattan real estate is a solid investment when it is in the right location. I believe that New York City is the best place to buy real estate. The high-end of the market remains a seller's market, not a buyer's market. What has changed in the market is that there is more flexibility when negotiating for properties less than \$50 million. Additionally, there is a tremendous amount of new development, and some sponsors are willing to make more concessions in pricing and the transfer fees than they were willing to do in the past few years.

**What is your dream project?**

**BP:** My dream project would be to bring together the foremost engineers, architects, interior decorators, hotel operators, developers, public relations firms and marketing firms (Sample-Powers Alliance) to create one super international team. We would take this formula and apply it in Manhattan and elsewhere in the world to create an environmentally friendly structure that would be similar to The Time Warner Center. Of course, this formula would be focused on the constant global evolution of people in the 21st century. We would create a perfect living and working environment for an ideal luxury lifestyle.

**What other projects are you currently working on?**

**BP:** The current project that we are working on is very similar to what I mentioned above. The development will be one of the most avant-garde, iconic and exciting buildings in the city—a 6-star hotel brand that will redefine luxury for the 21st century.

Q

A

## BROWN HARRIS STEVENS

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