

RES ROUND-UP



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How long have you been in the business?
Almost two years.

What made you decide to get into real estate?

I had been a musical theatre and contemporary ballet performer for ten years. I decided I was ready for a change. I've always been fascinated by NYC real estate and knew I would really enjoy working in this field!

Who inspires you?

My Mom is my greatest inspiration. She is super smart. The hardest working person I know and can multi-task like no one's business. She has also worked in pharmaceutical sales for most of my life and has been extremely successful in her field.

What pushes you to the next level?

I like a challenge and really enjoy working hard. I never have liked a stagnant lifestyle. Real estate allows for a new challenge and learning curve every day. The ever-changing marketplace helps to keep me on my toes.

What is the hottest deal you have made to date?

I helped a buyer find a super unique triplex in Brooklyn. The property was even featured in a movie a while back! It's located in a quaint neighborhood called Windsor Terrace, just blocks away from Prospect Park. We beat out nine other offers and closed pretty quickly!

What is your secret weapon for sealing a deal?

Market knowledge and personal attention helps me to create a high level of trust between my clients and myself. If you're forthcoming and trustworthy there is no way you can go wrong.

What is the hottest area for deals right now?

Washington Heights and East Harlem.

What is the best season for deals?

The winter months. Not a ton hits the market then, but the cold definitely helps with negotiations.

If you had to live/work in any city other than New York, where would it be?

Paris! Bien sur.

What is the best piece of advice you would give to someone starting in the business?

Find a brokerage where you feel super comfortable and that has a quality or an asset that makes it stand out from everywhere else. ■