



LESLIE S. MODELL

Sotheby's International Realty
Senior Global Real Estate Advisor, Associate Broker

WHAT EXPERIENCE/EXPERTISE DO YOU BRING TO THE TABLE?

With over 10 years in this business, I have a seasoned knowledge of what needs to happen to make clients happy and make transactions successful. I expertly handle all the details of every deal and navigate the waters for my buyers and sellers in order to inspire the right decisions and facilitate the best outcomes. As a trusted advisor to my clients, I negotiate on their behalf to not only achieve a meeting of the minds among all parties involved, but to ensure a streamlined transaction process that is essential to closing deals.

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WHAT WOULD YOU RECOMMEND TO THOSE TRYING TO SELL THEIR HOME? WHAT LITTLE THINGS REALLY GO A LONG WAY?

The saying that you only have one chance to make a good first impression is true. Creating a neutral, clean palette is extremely important when it comes to showing a property. I often advise my sellers to do little things like neutralizing colors and de-cluttering rooms, so their home is more appealing to prospective buyers. Sellers are often emotional about where and how they live, but they need to remember that buyers who view the home are visualizing themselves in that space, and their taste is often very different.

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WHAT EXCITES YOU MOST ABOUT YOUR JOB?

Selling real estate in the best city in the world excites and motivates me every day. I feel blessed to be in this position, and to work so hard yet still have fun doing something I love so much. I also enjoy the aspect of learning something new, meeting someone interesting and facing different challenges on a daily basis. As with New York City itself, the discoveries and rewards just never end.

WITH ALL THE BIDDING WARS OUT THERE NOW, WHAT CAN PROSPECTIVE BUYERS DO TO BE BEST PREPARED, SO THEY ARE SUCCESSFUL?

I help my buyers prepare by having all their paperwork in place so they can move forward with confidence. If they are financing, I encourage them to work with a mortgage broker and get preapproved by the bank before they start looking. If paying cash, they should have all their funds on hand and ready to go. It's best to also have a good real estate attorney selected, so that when we do make an offer and that offer is accepted, the buyer appears serious and anxious to close, which is exactly what the seller wants.

WHAT PROFESSIONAL ACCOMPLISHMENTS IN YOUR CAREER ARE YOU PROUDEST OF?

I feel privileged to have had an extensive record of sales in luxury New York City real estate during my career. From being named Rookie of the Year my first year in the business at my previous brokerage firm, to becoming associate broker, managing director and now Senior Global Real Estate Advisor / Associate Broker at Sotheby's International Realty, I feel honored that my accomplishments and hard work have been recognized. My commitment to my clients also drives me to always try to push the envelope for them, to achieve better prices for my sellers and better value for my buyers.



JESSICA NASH