

SOTHEBY'S INTERNATIONAL REALTY



KEVIN B. BROWN

Senior Global Real Estate Advisor/ Associate Broker

WHAT IS UNIQUE ABOUT YOU/ YOUR COMPANY?

Sotheby's International Realty is the leader in the sale of premier luxury Manhattan residences. Our global network, as well as our association with our auction house, provides seller's access to a unique and qualified group of buyers. Sotheby's is known worldwide for high-end sales. Quite simply, purchasers expect our listings to be the finest properties on the market.

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J. ROGER ERICKSON

Senior Global Real Estate Advisor/ Associate Broker



HOW AND WHEN DID YOU GET YOUR START IN REAL ESTATE?

I read Robert Allen's book, *Nothing Down*, which was sent to me by a friend, and I said to myself, "That's what I want to do." Of course the advice I got from a colleague, who is now at Stribling, was to become a broker in order to hear about the best opportunities first. But I so enjoyed selling real estate that all the best investments were offered to my customers. And to this day, I continue to offer the very best deals to the customers I work with.

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AUSTIN B. SCHUSTER

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WHAT DISTINGUISHES YOU FROM OTHERS IN YOUR FIELD? WHAT EXPERIENCE/EXPERTISE DO YOU BRING TO THE TABLE?

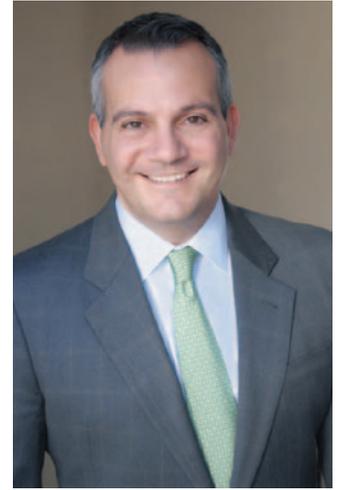
I'm not complicated. I see what needs to be done and I get to work. I manage my deals so they have an incredibly high probability of success. While some deals are challenging, I remain clear about the objectives. My clients rely on me, and they know that I will make things work. I know the people to call. I know the inventory. I know quality. I know how to negotiate different kinds of deals with different personality types. No deal and no client are the same and I am able to adapt. This business is a grind, but I have fun. Having lived in New York City my whole life, I am able to thrive because I know how to navigate my way through it all. My clients also come first, and by sticking to that priority, I close a lot of deals.

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STAN PONTE

Senior Global Real Estate Advisor/ Associate Broker



"WHAT'S THE BEST PART OF YOUR JOB?"

The best part of being a real estate agent in New York is the opportunity to help my clients move on to the next stage in their life. Whether it be a newlywed couple buying their first apartment or a townhouse owner selling the house that that he or she has owned for 50 years: These transactions can be emotional and even a bit overwhelming, and I welcome the chance to be a trusted guide throughout the process.

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