

# MANN REPORT RESIDENTIAL

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## RESIDENTIAL ROUND-UP



### Stephanie Kanner Fox Residential

**How long have you been in the business?**  
Almost 33 years.

**What made you decide to get into real estate?**

I grew up in Manhattan and part of my family was involved in the real estate business. At a young age, I was exposed to the “rush” that comes when doing deals in the City. It was ultimately an easy decision to make real estate my career later on, and I still find it very exciting.

**Who inspires you?**

I have two adult children (and an adorable granddaughter—if I do say so myself), who inspire me to do my best work, expand my horizons, and learn something new and different every day. After so many years in this business, I still learn something from every deal in which I’m involved.

**What pushes you to the next level?**

Two things: 1) My customers, who always keep me on my toes, and 2) My own desire to be successful and make money.

**What is the hottest deal you have made to date?**

I have some really good ones, but a broker shouldn’t kiss and tell.

**What is your secret weapon for sealing a deal?**

A key to being successful in the brokerage business is understanding what your buyer or seller really wants and needs. We can’t stop at just what they are saying, and follow it to the letter. Instead, we need to wrap our minds around what they aren’t saying, and then think outside the box to find the answers.

**What is the hottest area for deals right now?**

All of New York City and particularly Manhattan is “hot”! Downtown is traditionally the highest priced area (also in great demand) along with the Upper East Side “gold coast.” But all areas of the City—including areas in boroughs other than Manhattan—have become hot.

**What’s the best season for deals?**

Last year, the spring (always our most active season) was very hot for sales. The fall, also usually very busy, wasn’t as active in 2011—though lots of deals were done during that time. However, a busy broker is always busy and working, no matter what the perception of the market may be. I have made some of my best deals in what some brokers say are the slowest periods in real estate.

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

Anywhere in Italy—but I don’t think I’d get much work done!

**What’s the best piece of advice you would give to someone starting in the business?**

Listen, listen, listen—and stop talking. Silence is golden—and also the only time you can learn from others.

