



October/ November 2012

## **Life's Broad Sea: International Aid; New York Real Estate; Professional Women**

Alumni in the Spotlight



Got \$5 million to spend on an Irving Place co-op? New York real-estate broker Mickey Conlon '98 is your man. Conlon, senior vice president of CORE, represents upper-echelon buyers and sellers. He has passed the \$1 billion mark for residential sales and currently is featured on the hit HGTV show *Selling New York*. December's Season Six premiere follows Conlon and his partner, Tom Postilio, as they prepare to put legendary actress Joan Collins' East 57th Street pied-à-terre on the market.

A native New Yorker, Conlon used to tag along with his real-estate agent mother as she worked with buyers and sellers. Even though he earned his real estate license while a freshman at Duke, he didn't pursue it as a full-time career until 2008. "I was working on Broadway as a producer, and when the economic downturn came, people were disinterested in putting money into Broadway shows. It might seem counterintuitive to go into real estate at the start of the worst market in decades, but I knew that slices of Manhattan were an investment that people could embrace knowing that it would retain value over time. Try using that same pitch with a potential Broadway investor!"