

February 2008

Living Up to Their Premises

At a time when the subprime mortgage crisis has left some real-estate grandes dames brown-bagging it, *these ladies*—with 81 years of combined experience—are launching new property ventures untouched by belly-up loans.—K.W.

ROYCE
PINKWATER



Gig: Senior vice president, Sotheby's International Realty

Current projects: Centurion Condominium

Known for: Getting it done. *The Wall Street Journal* ranked her in the top percentile of highest-producing agents in America.

Hint, hint: "Luxury properties are so rare that they always continue to increase in value," Pinkwater says. So you may see "a beautiful high-floor, 14-room prewar co-op in mint condition in a prestigious Park Avenue building this February."

BARRIE
MANDEL



Gig: Senior vice president and director of sales, Corcoran

Current projects: Artisan Lofts, Zinc Building, South Star, Blue

Known for: Taking a chance on Tribeca—before it was cool.

What she does: Blaze trails. "For every 'classic six' on the Upper East Side, there's a home in a not-quite-there neighborhood waiting for someone to unearth its possibilities."

What she doesn't do: Reveal her age: "When I tell my kids how old I am, I'll tell you."

NATALIE
RAKOWSKI



Gig: Managing director, Core Group Marketing

Current projects: 246 West 17th Street, Number 5 Condominiums, Loft 4

Known for: Helping Holocaust survivors reclaim their German homes in the 1990s.

Proof of dedication: She closed a deal while in labor. "I'd been putting this agreement together for months, so I called from the delivery room and got the sale. Aside from the obvious satisfaction of closing, it took my mind—however slightly—off my contractions."

KATHY
SLOANE



Gig: Senior vice president and managing director, Brown Harris Stevens

Current Projects: Penthouses at 8 Union Square South, the redesign of the 502 Park Avenue penthouse, and 823 Park Avenue

What she does: Turn lemons into lemonade. Got a back-of-the-building apartment? Buy the front unit, combine the two, and sell it. Then gain the business of the front unit's tenants.

People who trust her: The Stewarts (Martha and Alexis) and the Clintons (Bill and Hillary)

Copyright © 2007 Niche Media LLC. All rights reserved.