

GOTHAM

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Broker Beat: Estate of Mind

ESTATE OF MIND BROKER BEAT



JASON WALKER

*Executive vice president,
Walker Group, Prudential
Douglas Elliman*

Which Manhattan neighborhoods have changed the most since you began working in real estate? The most apparent are some of the downtown neighborhoods such as West Chelsea, West Soho, North Tribeca and the area around the Bowery. However, if I had to pick just one, I would say the Financial District.



Private patio at
7 Wooster St,
one of Walker's
listings.

How many apartments should a buyer visit before sealing the deal? It is different for every buyer [and depends on] their personality, situation and immediate goal. I have had customers that have purchased the first day out, and I have had customers that looked for weeks and months before making an offer.



Interior at 7 Wooster St.

What makes a Manhattan neighborhood thrive in terms of real estate? There has to be an underlying excitement about the area. I often find that neighborhoods that are still a bit mysterious and not fully understood will thrive as people want to learn more.

In what area do you predict real estate prices will skyrocket this year? Without a doubt, Lower Manhattan. When the World Trade Center and the new transportation hub are operational, there will be a tremendous spike in downtown activity. The city has spent the past few years improving much of the infrastructure. Once everything comes together, the force will become palpable.

90 Hudson St., 212-965-6090; elliman.com