



## Maggie Kent CORE

***How long have you been in the business?***

I've been in the real estate business for 10 years.

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

I grew up in the industry. When it came to New York City real estate, I discovered a true passion for the business and love being challenged by the dynamics of it.

***Who inspires you?***

Oprah Winfrey and Gloria Steinem are some of my true inspirations.

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

My own spirit of living to my highest potential professionally and creatively. Constantly striving to be my best keeps me motivated.

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

I can't say yet because I would like to think I am working on the hottest deal now! But recently, I sold a terrific combination unit based on the drafted floor plans before the prices in Tribeca started to really escalate in the area's new development sector.

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

Observation and tenacity when approaching the negotiating table.

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

Resale listings in areas of the outer boroughs. The Lower East Side is also a hot market.

***What's the best season for deals?***

After Thanksgiving and before January seem to be the best time period for deals.

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

The French Riviera.

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

Plan to work every day and harder than the day before. Also, always remember to enjoy the process.