

MANN REPORT

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| CORE NYC |



Tom Postilio and Mickey Conlon stand out even among the exclusive coterie of New York's "Super brokers". As the breakout stars of HGTV's hit reality series, *Selling New York*, which airs in 65 countries and 99 million American homes, Tom and Mickey have been hailed as the show's "Dream Team," with a track record to support the title. Responsible for more than \$1.5 billion in residential sales, the duo are internationally renowned for their unique command of the luxury market, repeatedly shattering price records at many of Manhattan's most desirable addresses. Last year they were named CORE's top-producing agents, helping Shaun Osher and Jack Cayre's firm to seize the coveted ranking of #1 Midsize Brokerage for the third consecutive year.

As recognizable to fans as their celebrity clientele, the pair has been famously linked to a wildly diverse personal and professional constellation, which in recent months has included Lady Gaga, Daniel Radcliffe, Bono, Meg Ryan, Jim Carrey, Barry Manilow, Joan Collins, Liza Minnelli, Michael Feinstein and David Sanborn, for whom they recently broke a neighborhood price record with the \$11 million sale of his Upper West Side townhouse. Tom and Mickey have used their notoriety to elevate the stature of the industry, frequently lecturing on the topics of ethics, historic preservation and sustainability and serve as jurors for Architizer's A+ Awards, the world's largest architectural awards program. They have also tirelessly devoted themselves to charitable causes as hosts of

New York's Super Brokers

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recent gala events for Habitat for Humanity, March of Dimes and Bailey House.

As pioneers of sweeping change in the perception of the real estate industry, Tom and Mickey are also helping to shape New York's skyline. They have become the go-to brokers for developers looking to predict upcoming trends in the marketplace, serving as consultants even before a building site has been purchased. Their innovation has also served to transform entire neighborhoods. The \$200 million sellout of Robert A. M. Stern's One Museum Mile at 1280 Fifth Avenue twice broke pricing records for the neighborhood, which has resulted in a wave of newly minted interest in developing the surrounding area. Most recently, Tom and Mickey have been connected to the development of a site on East 22nd Street in Gramercy Park — a project that some industry experts believe could spark a building boom in the neighborhood.

Both Tom and Mickey trace their professional roots to show business. Prior to beginning his career in real estate as a Founding Member of CORE, Tom performed extensively as a professional singer of the Great American Songbook, traveling all over the world and appearing in venues such as the Hollywood Bowl and New York's legendary Rainbow Room. Hailed by Peter Duchin as "the heir-apparent to Frank Sinatra," Tom catapulted to fame bolstered by rave reviews from *The New York Times*, *Regis Philbin*, *NBC-TV* and *BBC News*. Determined to permanently plant roots in New York, he elegantly

shifted careers on a high-note, following his acclaimed 18-month run in the hit Off-Broadway musical, *Our Sinatra*.

Mickey first enjoyed notoriety from the other side of the stage as a Broadway producer before making the transition into real estate. His star-studded productions earned many of the Great White Way's highest accolades, including multiple Tony Award nominations. His most recent production heralded Michael Feinstein's return to Broadway with legendary Australian sensation, Dame Edna, in *All About Me*.

Tom and Mickey live life the way they run their business — with a touch of old New York glamour. They inhabit an increasingly rarefied Manhattan that recalls the urbane wit and sophistication of Cole Porter and Noel Coward; a world they've shared with viewers on *Selling New York*. Their unique brand of sartorial splendor is in perfect harmony with the swank nightclubs and glittering galas they frequent. As occupants of a rare niche between high-finance and high-luxury, Tom and Mickey have emerged as tastemakers among New York's elite and have become as comfortable on the red carpet as they are at the closing table. ■

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