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How Long have you been in the business?

I started in July of 2003

What made you decide to get into real estate?

I was not sure what I wanted to do coming out of college. My father convinced me to take a test that matched your personality with certain professions. I ended up with actor, psychologist and real estate broker. Go figure.

Who inspires you?

I am inspired by other successful brokers who have started at the bottom and worked their way to the top, and I often ask them for advice. I am also inspired by my Grandfather Jack Kornmeier, who was one of the greatest salesmen of his day.

What pushes you to the next level?

I am always eager to learn more and become a better broker. I am constantly trying to change and grow my practice to provide the highest level of service in the industry.

What is the hottest deal you have made to date?

I represented the seller and set a price record of over \$5,300 per square foot price at the Time Warner Center earlier this year.

What is the secret weapon for sealing a deal?

I believe that being straightforward about possible negative aspects of a transaction right from the start allows me to troubleshoot and anticipate the more complex issues that will arise close to contract signing. I almost never have a deal that gets de-railed at the last minute by surprises and requires a 'secret weapon.'

What is the hottest area for deals right now?

I still think the Upper West Side is undervalued, especially for townhouses and small buildings. There is a huge profit margin that can be created in taking a building with tenants or in need of substantial renovation and converting it to a single family. The price differences between the two products are considerable and one can truly add value.

What's the best season for deals?

I do not think there is any one time of year that is consistently better than another. I am busy at various times of the year dependent upon variation in my schedule and when I began working with a client. It always seems to change.

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

Sydney, Australia. What a fabulous city! And great real estate too.

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

I think the most important thing is to learn the business the right way and give yourself the benefit of a really solid knowledge base. So many people try to rush into the field and try to learn on the job with their parent's or best friend's home. I think this might be a successful strategy 10-15% of the time, depending on one's personal connections, but in the long run really puts you at a disadvantage. My advice is to start at the bottom as a secretary or assistant, work your way up, and learn from the best brokers you can find. After three or four years, put your own spin on those practices and go for it!