

# AVENUE

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AVENUE **profile**

## Shaping the Skyline

*Brown Harris Stevens broker Kathy Sloane works to save the city's landmarks and redefine residential living*

### Patience is a virtue

"I really try to give people the time they need to make the proper decisions," says Sloane. "People really appreciate that."

### 823 Park Avenue

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In a city where deals happen in an instant, and a minute can be a lifetime, Brown Harris Stevens Senior Vice President and Managing Director Kathy Sloane is a patient woman. Whether breezily strolling into The Mark for an afternoon meeting or finding clients the homes they've always dreamt of, she exhibits a degree of confidence and patience that immediately puts people at ease. "If I had to name one quality that sets me apart from others, it's patience," Sloane says. "Patience is not a commodity that is common in this city, but I believe that there's no need to pressure anyone into making a decision. I really try to give people the time they need to make the proper decisions, and people really appreciate that."

Perhaps Sloane's patient personality is a product of her background. She comes from a family of trout fishermen and, during the summers, can often be found at her lakeside cabin in Quebec. Her first career choice—working with Larry Rockefeller to conserve New York's Beaverkill Valley—was a product of her love of and respect for nature. The move to become involved in environmental concerns was a natural step for Sloane. "I always had a passion for history and for the preservation of our past," she says.

From the Beaverkill Valley conservation, Sloane's interests took a decidedly urban turn. With an eye toward saving historic buildings, she focused her talents on restoring warehouses for adaptive reuse. "When you talk about Manhattan, the fascinating thing is that there are so many buildings to work to preserve," says Sloane. Her passion for rescuing and converting historic buildings in the city was evident and led her to become one of Brown Harris Stevens' top brokers.

Sloane possesses such a reputation for patience and professionalism that one of the nation's most prominent families turned to her when looking for their home. The Clintons asked her to find them their first post-White House residence. She recalls seeing countless properties all over New York state before finding the perfect home—the 1889 Chappaqua farmhouse in which the Clintons currently reside. In fact, the contract was signed on Air Force One, the only moment all parties could squeeze in time between other meetings.

In addition to having a keen appreciation for country estates and historic landmarks, Sloane also has an eye



on the future. She represents one of the market's hottest new buildings, 823 Park Avenue. The development, designed by architect Barry Rice, is groundbreaking because it offers the benefits of condo living in an intimate prewar building. Sloane points out that 823 Park gives New Yorkers the option of living in a lavish, safe building on the Upper East Side without requiring the hassles of dealing with a co-op board.

More than anything, Sloane is excited about the growth of New York's architecture. She is thrilled that the High Line, which extends 22 blocks from Gansevoort Street to 34th Street, is being redeveloped as a park. "It will bring a whole new energy to the city," says Sloane. The idea of bringing more greenery into such a dense city appeals to the same part of her personality that has her enjoying summers in rural Canada and weekends in the Beaverkill Valley. "The future of real estate in the city is bright in so many ways," she says. "We have seen young families recommit to living in the city. The public schools have improved tremendously and neighborhoods are thriving. It is a great time to be living in New York City!" ♦