

M
MAGRINO

Susan Magrino Agency
352 Park Avenue South, 13 FL
New York, NY 10010
212.957.3005
www.smapr.com



MARCH 2016

AVENUE

THE *fashion* ISSUE

Beyond The Byline
AMY FINE COLLINS
How She Became the Arbiter of Style

INSIDE: Resort Royalty Ala Isham and The Annual Best Dressed List

Susan Magrino Agency
352 Park Avenue South, 13 FL
New York, NY 10010
212.957.3005
www.smapr.com

THE LEADING WOMEN OF REAL ESTATE

Douglas Elliman Real Estate

GAIL SANKARSINGH

Licensed Associate Real Estate Broker

WHAT ARE THE QUALITIES YOU POSSESS THAT CONTRIBUTE TO YOUR SUCCESS IN THE REAL ESTATE INDUSTRY?

Market knowledge, drive, candor, tenacity, patience, understanding, empathy, work ethic—all qualities that serve me well, whether I am working on the multiple new development projects I have commanded or on resales properties I have represented.

WHAT WORD OR A FEW WORDS, BEST DESCRIBE YOU?

Energetic, positive, grateful, determined, conscientious.

WHAT IS THE MOST EXCITING PART OF YOUR JOB? WHAT KEEPS YOU GOING EVERY DAY?

The people I encounter—customers and brokers alike. I can learn something from all of them. I enjoy the interaction of meeting, sharing, and helping. I find it exciting—like a new adventure each time. I anticipate the challenge and I am the eternal optimist. I am intrigued daily by the art of the deal and the process from inception to closing.

TELL US ABOUT A SHINING MOMENT IN YOUR PROFESSIONAL CAREER.

I feel honored to have always been at the top of my field, consistently receiving annual awards amongst the highest achievements within my company—the esteemed Pinnacle Club Award, Highest Sales Volume, Most Signed Contracts, etc.



"I am intrigued daily by the art of the deal and the process from inception to closing."

HOW DO YOU SPEND YOUR FREE TIME?

With family and friends, my son, reading, traveling (I've visited over 70 countries), spending time at the beach, and skiing. I love running and have done the New York, Boston and London marathons!

DETAIL FOR US SOME NEW AND EXCITING LISTINGS/ PROJECTS YOU'RE CURRENTLY REPRESENTING.

Baccarat Hotel and Residences—a carefully curated collection of ultra deluxe pied-a-terres to palaces in the sky.
45th floor: \$22M
4545SF: 4BD/4.5BA
Duplex PH: \$60M
Approx. 8000SF: 5BD/5.5BA

ANYTHING NEWSWORTHY TO SHARE WITH US?

At Baccarat Hotel and Residences where I am currently sales director, we recently sold two apartments to ring in 2016 including a full-floor residence listed at \$19,750M. I also closed four deals at 400 Fifth and a couple at 101 Leonard. While predominantly active in new development onsite sales, I also handle resales. I am pleased to have a stellar record at all the projects I have taken on which includes: Manhattan House-200 E 66th St., The Apothorp-390 WEA, 400 Fifth Avenue, 101 Leonard, The Beekman Residences, and so on.

DOUGLAS ELLIMAN REAL ESTATE

575 Madison Avenue
New York, NY 10022

C: 646.592.3431

O: 212.891.7626

E: gsankarsingh@elliman.com

W: elliman.com

Susan Magrino Agency
352 Park Avenue South, 13 FL
New York, NY 10010
212.957.3005
www.smapr.com

ON THE AVENUE



BIRTHDAY GIRL

A toast to Douglas Elliman's Lauren Muss

Notable New Yorkers gathered at Baccarat Hotel & Residences to celebrate the birthday of **Lauren Muss**, super broker at Douglas Elliman. Guests including family, friends, and real estate titans, sipped cocktails and enjoyed a delectable chocolate cake while mingling throughout the evening.

1. Mark Ehret and Jennifer Miller 2. Dr. Laura Berman and Jennifer Gilbert 3. Nazila Jarrahan, Kim Sapperstein and Maria Elena Scotto 4. David Shorr 5. Lauren Muss and Howard Lorber 6. Alex Malin 7. Joey May and Jill Heller 8. Marcy and Michael Warren 9. Sara and Ken Pilot