

MANN REPORT RESIDENTIAL

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Margo Mohr Fox Residential Group

How long have you been in the business?
30 years.

What made you decide to get into real estate?

A lifelong friend suggested that since I was a born and bred New Yorker and knew so many people, buildings, and apartments, it would be a logical career move!

Who inspires you?

My husband and children inspire me daily—they are the best of what people should be in every way. And, of course, the energy of this fabulous city we live in is incredibly inspirational.

What pushes you to the next level?

I love the competitive edge in New York and especially in the residential real estate business. I am pushed to stay informed and on top of what is important and relative in today's market so I can keep my buyers and sellers totally informed, and be the "go to" source for friends when they have real estate needs.

What is the hottest deal you have made to date?

I give my all to every deal I do. One of my favorite sales was an apartment in a newly constructed building in the 70's on the West Side. It was a great apartment with amazing space.

What is your secret weapon for sealing a deal?

I have a great deal of respect for my fellow brokers in the industry and try to maintain a warm and professional relationship with them both in and out of deals. I believe that these relationships go a long way in getting deals done smoothly.

What is the hottest area for deals right now?

Upper East and West Side properties are always "hot" and consistently in demand. Even though younger people have been gravitating downtown, so many of the private schools are uptown and that is a huge draw for a lot of people.

What is the best season for deals?

Historically, the fall and spring seasons are the strongest, but recently winter and summer have been equally strong. People are always looking to move, no matter the season!

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

There is no other city like New York and I love living here! That said, Madrid or Barcelona would be a great place for an extended stay.

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

Stay on top of the market and know more about it than your customers, go to open houses and establish good relationships with your fellow brokers. A good rapport with your colleagues is crucial, you never know who will be on the other side of a deal!