

THE REAL DEAL

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IN THE NEWS

Fox Residential expands international services

Fox Residential Group is expanding its international division, Fox International Services, to meet the demands of foreign buyers of Manhattan residences, the firm announced today. The firm had always had an international division, but with the market downturn, it “went dormant” for the last 18 months, according to Barbara Fox, the firm’s president.



From left: Barbara Fox, Marzia Kennedy and Marcia Donen

Fox said that during the last three month’s she’s noticed a spike in interest in Manhattan properties from international buyers in Europe, Asia and South America, and wants to service that market. She’s tapped directors Marzia Kennedy, a native Italian who is also fluent in Spanish, and experienced international broker Marcia Donen Roma to head the operation out of its New York offices. Fox said she’s increasing advertising in the foreign markets, and hopes to hire two to three more agents to grow the international service.

“The market has definitely started to rebound,” Fox said, “and we want to be prepared to handle the increased interest that comes along with the summer season when Europeans vacation out of their home countries.”

Fox Residential, whose lone offices are at 1015 Madison Avenue, was listed as the fourth largest boutique firm in Manhattan in the May issue of *The Real Deal. TRD*

