



Negotiating New York: Life, Love, and the Pursuit of Real Estate (Paperback)

By Joanne R. Douglas, Alfred Renna

Beyond Words Publishing, United States, 2017. Paperback. Condition: New. 2nd Revised edition. Language: English . Brand New Book. Ever dreamed of your own beach bungalow in the Hamptons or swanky Manhattan penthouse? Or maybe you've dreamed of the dough you could earn from selling one? Get an exclusive view of what it's like to work in one of the world's most competitive real estate markets and the secrets to coming out on top! With more than thirty years experience in New York real estate, Joanne Douglas dishes on how she navigates a dynamic market with her quick wits and the support of her tight-knit team. Douglas and her brother Alfred Renna share the euphoria of landing deals worth millions, the agony of tough losses, and the quirky characters encountered along the way. From pioneering real estate sales in the digital age, orchestrating stealthy midnight renovation projects inside exclusive apartment buildings, and high stakes conference calls pitting agent against agent, there's never a dull moment.



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