

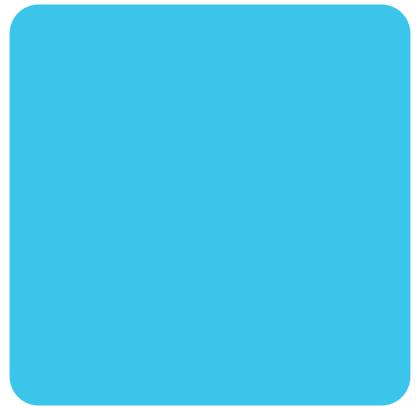
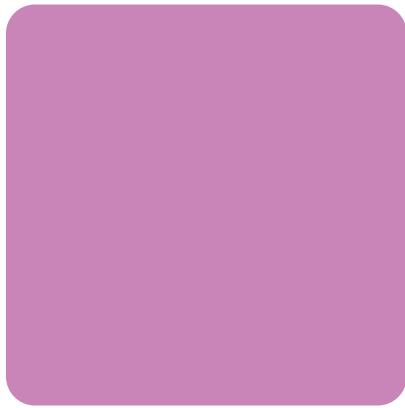
AVENUE J

JUNE 2010

MORNING
JOE'S
MIKA
BRZEZINSKI
TALKS WITH THE
DAILY BEAST'S
TINA
BROWN

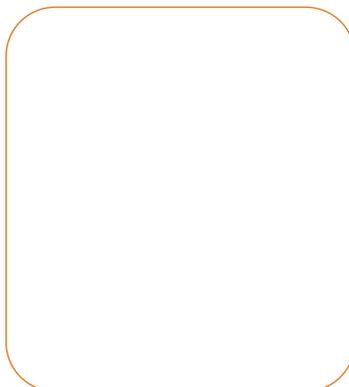
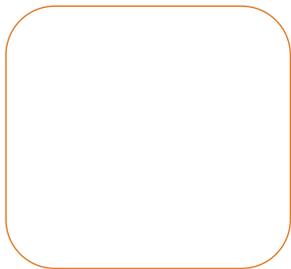
*Morning Joe co-host
Mika Brzezinski*

D.C. INSIDER
JACQUELYN FAIN DUBERSTEIN
REPORTS ON THIS YEAR'S WHITE HOUSE
CORRESPONDENTS' DINNER



BLUEPRINT FOR SUCCESS

THE TALENT BEHIND SOME OF THE MOST IMPRESSIVE HOMES
IN NEW YORK AND BEYOND





SOTHEBY'S INTERNATIONAL REALTY

CHRISTINA M. GALESİ, VICE PRESIDENT



Watermill, asking price \$5,395,000



East Hampton, asking price \$3,395,000

SOTHEBY'S INTERNATIONAL REALTY

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What makes a top broker?

Experience, relationships, market knowledge, a 24-7 work ethic and a great attitude!

How do you distinguish yourself?

I specialize in matching buyers and sellers with high-end properties and have established my career with a history of negotiating record-breaking waterfront sales in the Hamptons, ranging from \$7.5 million to \$29.9 million. My clients often say that, in addition to my understanding of this market and my relentless attention to hour-to-hour market activity on a daily basis, they know that I am always working on their behalf. Whether it's developing a cutting-edge marketing campaign for a seller, or reaching out through my relationships to identify properties that are not even formally on the market—it's this kind of outside-the-box thinking that they really appreciate. I have been a native of Manhattan and the Hamptons for more than 40 years, and the extensive relationships I have nurtured over this time often prove crucial when it suddenly becomes necessary to "move mountains" for a client.

I love what I do, and my clients say that I am always positive and fun to work with. But more than anything else, they value my honesty. I always tell them what they need to hear, not necessarily what they want me to say. I'm in this business for the long haul, so I pride myself not on my yearly income, but on my reputation. My clients will tell you that I have found houses for them well below their original budgets. I really care about my clients. I listen to them and help them learn about the market and make wise financial choices.

What was your most successful deal this year?

In the first quarter of this year, I was successful in bringing to contract the pre-finish purchase of a stunning, brand new house in Sagaponack that was on the market for nearly \$15 million. It was conceived and built by one of the best developers out here. It's normally very difficult to sell a house under construction, but given the developer's stellar track record of building a first-class product and the market-savvy buyer's vision, it was a win-win situation.

What was your proudest moment as a broker?

When the president and C.E.O. of NRT, Sotheby's parent company, informed me that I was ranked among the top 2 percent of NRT's entire 46,000-member sales force, which includes every sales associate from Sotheby's International Realty, Corcoran and Coldwell Banker, among other international agencies.

What is the most exciting part of your job?

After the job is done, seeing how happy my clients are. That always reminds me that this is what I was meant to do.