

INDUSTRY INSIDERS



Leila Yusef, Jane Gardner, Elizabeth Ann Kivlan, Alexis Van Der Mije, Simrall Meem, Cornelia Van Amburg, Amanda Cannon, and Ramses Serrano.

THIS JANUARY Stribling and Associates named Elizabeth Ann Kivlan, daughter of founder Elizabeth Stribling, director of marketing and business development. *Quest* sat down with the dynamic woman to talk about the new face of Stribling, the market, and her talented mother.

You're developing an exciting new face for Stribling. Can you talk a little bit about your new agents and what you hope they will bring to the company?

It is essential that we remain dedicated to our core values of integrity, service, knowledge, and discretion. That being said, our new team members are focusing on expanded locations and a greater diversity of properties. This reflects the expanded parameters of buyers and tenants in New York City.

How are the downtown Manhattan and Brooklyn markets faring these days?
Brooklyn and downtown have become

distinct choices on the part of buyers. They are no longer alternative neighborhoods, but destinations in themselves.

What neighborhoods are performing best right now in Brooklyn and downtown?

In Brooklyn, I would say Brooklyn Heights, Park Slope, and Cobble Hill. Also, Williamsburg has taken the shortest amount of time to achieve its iconic status. Tribeca is back, and prime West and Central Village are mainstays.

Are there any specific properties you are excited about?

I am quite taken with the penthouse at the Devonshire House, located at 28 East 10th Street. It's a conversion of an

Emory Roth Building and has exceptional finishes by Victoria Hagan. And 60 Orchard Street is an amazing project in a highly sought-after neighborhood. In Brooklyn, 114 Westminster, a free-standing house in Prospect Park South



The colonial revival-style home at 114 Westminster Road in Prospect Park South, Brooklyn.