



Photographed on location at 55 North Moore Street, Apartment 6, a TOWN Residential exclusive property.

Claudia Saez-Fromm, *Senior Vice President*, TOWN Residential

What are some of your career highlights with respect to being an industry pioneer?

Building a company from the ground up is definitely a highlight for me. Mark and I started Mark David & Company ten years ago with some contacts and experience, but also a lot of faith and hard work. The opportunities I've had to shape so many lives is something I also consider a highlight; not just training agents but working with such awesome people to discover who they are and how they should approach their confidence, their careers and their clients. Their victories are my victories, too!

What distinguishes you from others in your field?

As an agent and as an entrepreneur, I see success in real estate come to those who are able to focus on their niche, and who are able to understand how people in New York live and why they live here. When people move into the city, they have a choice of the lifestyle they want to live. That's why I started "The {New York} Life," my lifestyle blog, to explore all of the different ways to experience New York. I love that people are excited to read about my take on the New York lifestyle: my career, mommyhood, fitness—all those things that

make up my days, just like so many other New York women!

Which of your professional accomplishment(s) are you most proud of?

Leaving the comfort of a corporate job to start my career in New York City real estate. My faith gave me the confidence to build Mark David & Company over the past decade, and again this year to elevate our businesses with TOWN Residential. I'm delighted to see what this new chapter will bring. Change takes a lot of courage!

In your opinion, what is it that makes women so successful in real estate?

There's so much power in being a woman! Women are natural-born nurturers. We are great listeners and really do care about people and their decision-making processes. These inclinations prime us especially well for successful careers in real estate.

Any exciting news to share?

Joining TOWN Residential! I look forward to exploring greater opportunities here, especially capitalizing on my existing relationships through TOWN's unique combination of training, marketing tools and customer service.

Tell us something about you that most people don't know.

I'm shy! Clients don't see that side of me often but at the end of the day, it's there!

How do you spend your free time?

When I am not in the office or with clients, I am spending time with my kids, Tyler and Sofia. Also, I'm a huge fitness fiend—I love to dance. I dabble in photography (I just got a new camera!), and contribute as a class parent at my son's school. I write about all of my hobbies and experiences on "The {New York} Life." Creating this blog and getting to know my readers has been an awesome way to celebrate and share the things I love most.

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