

Susan Greenfield Biography

Ms. Greenfield is a Vice President and Managing Director, Associate Broker at Brown Harris Stevens. She brings a rich and diverse history of comprehensive real estate brokerage and consulting services of more than 35 years. Her clients range from individuals and small businesses to multi-billion dollar international conglomerates.

She joined Brown Harris Stevens in January 1996 with the merger of Jean-Marc Levet & Partners, the five year old international realty firm of which she was a principal and managing partner.

Her first job in real estate was with a major national real estate franchise in New Jersey, where she was ranked nationally in the top 3%. In 1980, she joined Merrill Lynch Realty as Director of Marketing, later becoming Vice President of International Sales. Working from Stamford, CT, headquarters offices Ms. Greenfield (then known as Ms. Greenfield – Merdinger) helped the firm create an international cross-referral sales network linking the overseas brokerage offices of Merrill Lynch with the domestic offices of Merrill Lynch Realty. She also created and became publisher of Merrill Lynch's Fine Homes Magazine. During her tenure at Merrill Lynch Realty she also was also responsible for the National sales marketing and advertising of the 480 wholly owned and operated residential real estate offices across the United States.

When Merrill Lynch sold its real estate operations to Prudential Real Estate affiliates in 1989, Ms Greenfield organized her own New York City based firm, Savoy International. Within a year, she merged Savoy into the Jean-Marc Levet & Partners, with offices in Paris and New York, serving individual high net-worth clients, residential and commercial owners and investor's needs.

In addition to brokering high-end residential sales, and representing Christies Resort Properties for Brown Harris Stevens, Ms. Greenfield has acted as sales and marketing consultant for the International Residential and Resort developments: "Kensington Green" in London, England; "Sandy Port" in Nassau, Bahamas; "Virgin Grand" in St. Johns, US Virgin Islands and the "Four Seasons" Resort and Hotel in Nevis, WI.

Susan has been an active member of the Real Estate Board of New York (REBNY), and the National Association of Realtors (NAR). In 1996 she became the Chairman of the International Operations Committee of (NAR) and continues to serve (NAR) as the (NAR) President's Liaison to Austria and the Austrian Real Estate Association know as "OVI". Over these years she has also served (NAR) as President's Liaison to Russia, Bulgaria and Italy.

Ms. Greenfield has also been an approved New York State Department of State's Licensing Division instructor and has taught continuing Education courses on International topics for the Real Estate Board of New York, the New York State Association of Realtors and New York University School of Real Estate.

She is also a member of the Faculty of (NAR)'s (CIPS) Certified International Property Specialist designation and has taught this curriculum across the USA and Europe over this last decade.

These numerous activities personal, professional and business have given Susan a well-rounded and broad exposure in International real estate markets.