

THE FACES BEHIND THE NUMBERS

The Real Estate Industry Consists of 519,000 Total Jobs with an Average Salary of \$61,430

Josefina Calcano, Journey Level Carpenter,
United Brotherhood of Carpenters and Joiners of America, Local 157



Josefina started her career as a tradeswoman in 2007 after graduating from Nontraditional Employment for Women (NEW). In 2011, Josefina helped build Tower 4 at the World Trade Center. “I’m very proud to be a union carpenter working on the World Trade Center giving back to everyone – to my union sisters and brothers, to everyone in the trades, and to New York City and the world.” Josefina is a mother with four daughters. She lives in Manhattan.

John Ho, Licensed Real Estate Salesperson, Coldwell Banker Bellmarc



John came to real estate brokerage from the banking industry where he worked for 20 years. Through his investment experience he recognized the potential of a career in real estate brokerage. John loves the independent initiative that it takes to be a great real estate salesperson. He has owned and managed real estate in Flushing, Queens and works as a broker in Manhattan. John lives in the Upper East Side.

Sam Irlander, Owner, Parker Madison Partners, Inc.



Sam is the owner of Parker Madison Partners, Inc., a seven person New York City based commercial brokerage firm. Sam created the firm in 1996 and went on to be the first director of the Real Estate Board of New York’s Bernard Mendik Institute. He is also an instructor of real estate courses at New York University, Baruch College, and Hunter College. Sam lives in Manhattan with his wife Janet and their two sons, Max and Ian.

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Justine Masters, Licensed Real Estate Salesperson, Douglas Elliman Real Estate



Justine is a native of the Upper West Side and a fourteen-year resident of Harlem. She has spent her personal and professional life steeped in the music, fashion and hospitality industries of New York City. Justine is currently a salesperson with Douglas Elliman Real Estate and has been working in real estate for the last 4 years.

Jason McCalla, Project Manager , Silverstein Properties



Jason began working at Silverstein Properties five years ago when he came on as an energy manager. Since then his responsibilities for the company have expanded to include roles managing wireless communication infrastructure as well as the design and construction for major electrical and other buildings systems projects.

Kasia Myhal, Licensed Real Estate Salesperson, Platinum Properties



Kasia was born in Queens, NY and lived in Poland for 3 years, as a child. She then moved with her family to Woodside, Queens where she still resides. Kasia is trilingual. She speaks Polish, Spanish and English. Because of this she is uniquely equipped to deal with New York City's diverse population. Kasia focuses her business on Midtown and Long Island City, Queens.

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Catherine Nolan, Licensed Real Estate Salesperson, Brick & Mortar



Catherine is new to the Real Estate Industry. She has a wealth of personal experience buying and selling real estate, as well as serving as the President of her Condo Board. She aims use this experience to help her clients navigate transactions in NYC. Catherine lives with her family in Williamsburg, Brooklyn.

Jonathan Olaso, Licensed Real Estate Salesperson, DJK Residential



Jonathan is a native New Yorker who grew up in Elmhurst, Queens where he attended Newtown High School. Starting in 2004 he worked in real estate sales in NJ and recently made the move to be a Salesperson in his beloved home, New York City. He was motivated to work in the city because, "it is more dynamic and economically stable than any other part of the country." Jonathan is in the process of selling his New Jersey home and moving back to NYC.

Dee Rieber, Associate Broker, Halstead



Dee has been named a Halstead "Broker of the Year" for five years in a row in Upper Manhattan. Dee is a long time resident of the Upper West Side. She serves as the president for the West 75th Street Block Association, Board member for the 20th Precinct Community Council, Community Liaison for the Soldier's and Sailor's Memorial Association.

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Raquel Rios, Executive Steward, Intercontinental New York Times Square



Raquel is responsible for the maintenance and cleanliness of hotel food & beverage areas. She is in charge of any and all waste programs that occur at the hotel. Raquel manages a team of 30 people which include one manager, Steward and Cafeteria personnel. She lives in Harlem.

Beth Sergeant, Licensed Real Estate Salesperson, Citi Habitat



Beth has been a Real Estate Salesperson with Citi Habitats for two years. She came to the real estate industry from years of service in the hospitality industry. Beth received the Rookie of the Year 2013 honor in her West Village office and prides herself in superb customer service. Beth is a full service real estate professional and works with sales and rentals.

Abraham Soto, Senior Concierge, The Sierra, Related Companies



Abraham has worked with Related Companies for 13 years. Over that time he has been promoted from Concierge to Senior Concierge. He loves working with people from different walks of life and watching families grow. He shares his love for his career and industry with new employees as a Concierge Mentor. Abraham lives in East Harlem with his wife and two kids.

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Howard Styles, Training Director, Local 94's Training Center,
Local 94 International Union of Operating Engineers



Howard started working as a Building Engineer's assistant and later became an Engineer in the early 1980s. He took the opportunity to train engineers on a part time basis in 1989 because he wanted to share his knowledge. By 1993 he was a full time teacher. Howard has been working as the Training Director for close to 10 years. Howard earns a wealth of joy from helping others grow into their careers. He loves his job and the real estate industry. Howard lives in Staten Island with his wife and daughter.

Elizabeth Taylor, Security Guard, Boston Properties



Liz started with Boston Properties in September 1992 when she also became a member of SEIU 32BJ. While working for Boston Properties she added to her skills as a security guard by earning several certifications in Fire Safety and Emergency Action Planning. Liz currently lives in Brooklyn and is a proud grandmother of four granddaughters and a grandson.