

· 15 ·
WOMEN TO WATCH
IN
REAL ESTATE
2015



ESTHER MULLER
Esther Muller
Consulting

“I began selling properties and felt that I was making a difference in people’s lives.”

Esther Muller’s real estate career began while she was teaching in Ridgefield, Connecticut, where she was approached by a developer who needed help educating his tenants on the advantages of home ownership. She was a natural, helping people empower themselves through ownership. “So, I began selling properties and felt that I was making a difference in people’s lives,” she says. As the daughter of Holocaust survivors, Muller has always strived to make the world a better place to live.

Soon she was working with major developers in Connecticut and had started her own firm to facilitate the conversion and sales of rental units to co-ops and condos. In 1980, looking at New York, she saw a vast untapped market for conversions, and expanded her operations to Manhattan. Muller became known as the “queen of sponsor apartments” because she was involved in converting dozens of buildings with thousands of units throughout the city. Included were such residential landmarks as the Ansonia, Leonori and Parc Vendome condominium.

Esther has been a top broker at Douglas Elliman, the largest real estate company in New York City. Central to her success is Muller’s keen sense of location, understanding the financials of a building, and her negotiating skills.

As co-founder of the Academy for Continuing Education and master coach, Esther Muller has been educating real estate professionals for over twenty years. Her incisive thoughts and perceptive ideas have distinguished her as an authority and often quoted spokesperson on industry issues. Ms. Muller is a graduate of Brooklyn College, and has held the position of Professor and Director at the Graduate School of Business at Touro College.

In addition to her expertise in the real estate market, she is an acclaimed lecturer on entrepreneurship, real estate investing and is a fierce advocate of quality education.

She also just co-authored her second book *Success is the Destination*. Her first book, *Tips from the Tops* went over the top and is available through Amazon.com