

LUXURY REAL ESTATE & DESIGN SUMMIT 2026

OCT. 14-15, 2026 11 Madison Avenue, New York, NY 10010 LuxuryRoundtable.com

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Sponsor UBS Gramercy Wealth Management Group

DAY 1

OCT. 14: 8 A.M. **Registration and Breakfast**

8:15 a.m. – 8:30 a.m.

Welcome Address

Mickey ALAM KHAN, CEO, Luxury Roundtable and Luxury Marketer
Seth Rutman, senior vice president, Gramercy Wealth Management,
UBS Financial Services

Jared Antin, executive director, Brown Harris Stevens Residential Sales
Lauren Henss, chief marketing and strategy officer, FirstTeam

8:30 a.m. – 9 a.m.

Global State of Luxury Real Estate and Design

Mickey ALAM KHAN, CEO, Luxury Roundtable and Luxury Marketer

9 a.m. – 9:45 a.m.

The Emerging Buyer and Seller Profile in Key Markets – and What it Means for Luxury Professionals

Bess Freedman, CEO, Brown Harris Stevens
Lauren Henss, chief marketing and strategy officer, FirstTeam
Jonathan J. Miller, director of markets, Streetmatrix
In Conversation with Mickey ALAM KHAN, CEO, Luxury Roundtable & Luxury Marketer

9:45 a.m. – 10:25 a.m.

Art of Persuasion: Marketing that Resonates with Buyers & Sellers

Alex Wolkomir, partner, McKinsey & Company
Samantha Sax, managing director, Samantha Sax Advisory
Michael Reisor, licensed real estate salesperson, Compass
In Conversation with Matthew Leone, chief marketing officer, Brown Harris Stevens

10:25 a.m. – 10:50 a.m. **Networking Break**

10:50 a.m. – 11:20 a.m.

Evolution of Luxury: Inside New York's Newest Developments

Lisa K. Lippman, licensed associate real estate broker, Brown Harris Stevens
Residential Sales
Josh Young, founder, Young New Development Group, Brown Harris Stevens
Mike Lubin, licensed associate real estate broker, Brown Harris Stevens
Residential Sales
In Conversation with Bess Freedman, CEO, Brown Harris Stevens

11:20 a.m. – 11:40 p.m.

Creativity in Design: Thinking Next Generation

Shanna Gatanis, CEO and design principal, Shanna Gatanis Design Studio
Cheryl Fenelle Dixon, CEO, Perfectly Clear Communications Advisory

A LUXURY ROUNDTABLE PRESENTATION

11:40 a.m. – 12:10 p.m.

Future of Design, Landscaping, Architecture and Amenities

Andrew Sidford, principal, Andrew Sidford Architects
Anant Sharma, CEO, Matter of Form
Lynne Tocchet, senior director – enterprise sales, Vesta
Nick Schiffer, founder, NS Builders

12:10 p.m. – 12:20 p.m.

Opportunities in the Current Real Estate Market for Family Offices

Parker Lucas, regional director – Northeast (wealth management), Ares Management

12:20 p.m. – 1:05 p.m. **Networking Lunch**

1:05 p.m. – 1:30 p.m.

UBS: Overview of Real Estate

Jonathan Woloshin, real estate and lodging analyst, UBS Wealth Management
Chief Investment Office, UBS Financial Services

1:30 p.m. – 1:55 p.m.

Brand Spotlight: Viceroy Hotels & Resorts: Where Home Meets Hotel

Mark Keiser, president – development, Viceroy Hotels & Resorts
In Conversation with Yariv Ben-Ari, partner and co-chair of real estate hospitality, Herrick

1:55 p.m. – 2:20 p.m.

95 Madison: Setting the Template for a Landmark Restoration

Vicki Zhi Saali, president, Global Real Estate Venture Group
Steve Saali, managing partner, NuVerse Advisors
Dan Kaplan, senior partner, FXCollaborative
Mitch Korbey, partner and chair, land use and zoning group, Herrick

2:20 p.m. – 2:30 p.m.

Consumer Marketing Mindset Has Evolved: How to Differentiate Your Luxury Brand and Remain Top of Mind

Debbie Williams, senior vice president of marketing, Smartify
Audrey Whittington, executive vice president, Local Logic
In Conversation with Lauren Henss, chief marketing and strategy officer, FirstTeam

2:30 p.m. – 2:50 p.m. **Networking Break**

2:50 p.m. – 3:15 p.m.

AI: How to Harness for Productivity, Analytics, Marketing and Customer Acquisition

Chris Hedges, head of real estate, Canva
Dan Foody, cofounder/CEO, Cloze
Tim Quirk, chief revenue officer, Purlin
In Conversation with Matthew Leone, chief marketing officer, Brown Harris Stevens

3:15 p.m. – 3:35 p.m.

Why Service is Becoming the Defining Differentiator in Branded Residences

Silvia Nauta, vice president – service and quality, Forbes Travel Guide

3:35 p.m. – 3:55 p.m.

Rise of Private Clubs: Exclusive Experiences with Tribal Belonging

Megan St. Denis, design director, Pembroke & Ives

3:55 p.m. – 4:20 p.m.

The Collector Mindset: Embellishing the Home

Takako Nagasawa, deputy chairwoman and senior international specialist – Modern & Contemporary Art Department – New York, and strategy advisor – Asia, Phillips
Paul Boutros, deputy chairman and head of watches for the Americas, Phillips

4:20 p.m. – 4:40 p.m.

Retail as Destination: Creating Experiences that Drive Luxury Value

Logan Powell, vice president, Odyssey Retail Advisors

4:40 p.m. – 5 p.m.

Power of Brand in Luxury Real Estate

Anant Sharma, CEO, Matter of Form

5 p.m. – 5:30 p.m.

Generational Wealth and Family Dynamics: Bridging the Buyer Markets

Paula Aragone, founder/CEO, Aragone & Associates, FirstTeam
Alison (Ali) Graham, managing director, Barnes New York and CEO, Six and Twenty Property Group
Philip Gaskin, principal, Philip Gaskin Executive Advisory
In Conversation with Mickey ALAM KHAN, CEO, Luxury Roundtable and Luxury Marketer

5:30 p.m. – 5:35 p.m.

Closing Remarks for Day 1

Seth Rutman, vice president, Gramercy Wealth Management Group, UBS Financial Services
Jared Antin, executive director, Brown Harris Stevens Residential Sales
Lauren Henss, chief marketing and strategy officer, FirstTeam
Mickey ALAM KHAN, CEO, Luxury Roundtable and Luxury Marketer

DAY 2 | OCT. 15

8 a.m. **Breakfast**

8:15 a.m. – 8:30 a.m.

Welcome Address

Mickey ALAM KHAN, CEO, Luxury Roundtable and Luxury Marketer
Cristina DeBrito, associate director and financial advisor, Gramercy Wealth Management Group, UBS Financial Services
Jared Antin, executive director, Brown Harris Stevens Residential Sales
Lauren Henss, chief marketing and strategy officer, FirstTeam

8:30 a.m. – 9 a.m.

The New Luxury Consumer

Paula Aragone, founder/CEO, Aragone & Associates, FirstTeam
Louise Phillips Forbes, licensed associate real estate broker, Brown Harris Stevens
Mickey ALAM KHAN, CEO, Luxury Roundtable and Luxury Marketer
In Conversation with Daniella G. Schlisser, licensed associate real estate broker, Brown Harris Stevens

9 a.m. – 9:30 a.m.

The Future of Luxury Real Estate

John Walkup, cofounder, UrbanDigs Analytics
Greg Heym, chief economist, Brown Harris Stevens
Kael Goodman, CEO, Marketproof
In Conversation with Jared Antin, executive director, Brown Harris Stevens Residential Sales

9:30 a.m. – 10 a.m. **Networking Break**

10 a.m. – 10:30 a.m.

The Luxury Advisor: How to Earn that Label

Denice Nagel, real estate consultant, FirstTeam
Matthew Hughes, licensed associate real estate broker, Brown Harris Stevens
Janelle Flaherty, global real estate advisor, FirstTeam
In Conversation with Dylan Pichulik, CEO, XL Real Property Management

10:30 a.m. – 11 a.m.

Best-Practice Tips for Luxury Marketing and Branding

Lauren Henss, chief marketing and strategy officer, FirstTeam
Matthew Leone, chief marketing officer, Brown Harris Stevens
In Conversation with Ashley Brennan, senior vice president of communications, Brown Harris Stevens

11 a.m. – 11:30 a.m. **Networking Break**

11:30 a.m. – Noon

East Meets West: Comparing Buyer Preferences Across Markets

Tina Llamas, branch manager, FirstTeam
Lisa K. Lippman, licensed associate real estate broker, Brown Harris Stevens
In Conversation with Sara Rotter, senior executive vice president and managing director of sales, Brown Harris Stevens

Noon – 12:30 p.m.

The Business of Luxury

Paul Boutros, deputy chairman and head of watches for the Americas, Phillips
Jonathan Helfer, partner, Romer Debbas
Mickey ALAM KHAN, CEO, Luxury Roundtable and Luxury Marketer
In Conversation with Vince Rocco, host, Talking New York Real Estate podcast, and licensed associate real estate broker, Brown Harris Stevens

12:30 p.m. – 12:35 p.m.

Closing Remarks: Looking Ahead

Mickey ALAM KHAN, CEO, Luxury Roundtable and Luxury Marketer
Cristina DeBrito, associate director and financial advisor, Gramercy Wealth Management Group, UBS Financial Services
Jared Antin, executive director, Brown Harris Stevens Residential Sales
Lauren Henss, chief marketing and strategy officer, FirstTeam

Thank you for joining us this week. Please stay in touch with your fellow delegates, supporting partners and speakers.
See you Jan. 13-14 at the Luxury Outlook Summit 2027 and AI in Luxury Summit in New York. Details soon on LuxuryRoundtable.com.