



2017 Women in Building Services: Sara Ngan, FXFOWLE

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Name: Sara Ngan

Title: Project Architect, Associate

Company Name: FXFOWLE

Years in real estate: 12

What real estate associations or organizations are you a member of? AIA

How have you navigated obstacles to achieve success in your career?

Early in my career when the projects I was working on were in construction, I pressed to get myself onsite as much as possible. I started noticing more and more that I would be one of just a few women onsite. I knew that if I wanted to be taken seriously, I would have to learn everything that pertained to the construction my project—and as a young, short, minority female wouldn't come easy. But it was all worth it as it gave me that initial footing to complete one of the largest, and most complex projects of my career, The Greenwich Lane.

How do you play your strengths to your advantage in your career?

Whether with clients, consultants, or colleagues at FXFOWLE, I always strive to treat people with the level of respect and courtesy that I would like in return. I think people find that refreshing and it helps them see me as approachable with any variety of issues that may come up. This approach has helped me develop strong relationships with my team during design and construction, and long after a project is complete.

What trends are you seeing so far this year?

I am seeing more cultural and institutional projects and less opportunities in the luxury residential market. The luxury residential market seems to be more cautious at the moment, yet mid-market rate units are doing very well.

What do you do for fun?

I love cooking and baking for family and friends. There's nothing like enjoying a great meal with people you care about.

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