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## Julia B. Fee Sotheby's Set to Open in Irvington

Written by River Journal Tarrytown  
 Friday, 24 April 2015



Julia B. Fee Sotheby's International Realty announced that Beth Hargraves, Maria Carlino and Bernadette Haley have joined the firm from Houlihan Lawrence, and will work together collectively as the HCH team. The agent team will be the first to operate out of the company's new Irvington, NY brokerage, which is projected to open in late April or early May. It will primarily serve Westchester County's Rivertowns including Ardsley, Briarcliff Manor, Cortlandt, Croton-on-Hudson, Dobbs Ferry, Hastings-on-Hudson, Irvington, Ossining, Peekskill, Sleepy Hollow and Tarrytown. In the intervening period, the HCH team will work out of the company's Bronxville, NY brokerage.



"The diverse strengths and styles that each of these sales professionals brings to the table makes for a winning combination," said Virginia Doetsch, co-manager of Julia B. Fee Sotheby's International Realty's Irvington brokerage. "Beth's extremely approachable demeanor makes clients feel instantly comfortable, Maria's buyers and sellers benefit from her highly supportive approach as well as her strong background in negotiations, and Bernadette's eye for detail and powerful analytical skills always set her clients at ease that their business is in the right hands."

Jason Wilson, co-manager of the Irvington brokerage alongside Doetsch, agreed. "Working together, these three agents will be an unbeatable force in Westchester County's Rivertowns markets, an area that is sought after more and more for its relaxed lifestyle, supportive community atmosphere and incredibly convenient commute to New York City."

Beth Hargraves has consistently ranked as Houlihan Lawrence's number-one agent in single-family home sales in the Rivertowns, and has achieved more than \$130 million in sales volume since joining that firm in 2005. Her success has been recognized with numerous awards over the years including the Westchester County Board of Realtors' Rookie of the Year award in 2005 as well as her former firm's Diamond, Platinum, Gold and Emerald Awards. A Westchester County native and Irvington resident for 25 years, Hargraves attributes her achievements to the personal touch she brings to all of her client relationships as well as the loyalty and commitment she offers from the initial search to the closing table.

Also an Irvington resident, Maria Carlino has been a consistent top producer and brings several years of market knowledge and real estate expertise in the Rivertowns area. Prior to her real estate career, Carlino owned her own information technology consulting firm, where she acquired skills in negotiating contracts that still serve her well with clients today. Carlino's philosophy is that the most important part of the sale is the relationship that develops with it, and therefore she focuses on being personable, attentive, patient and understanding, taking an informative yet low pressure approach.


Bernadette Haley's results-driven energy and analytical slant originate from her previous 30-year career in magazine publishing, in which she served as the first-ever female publisher of America's largest monthly magazine, Reader's Digest, as well as launch publisher of Rodale's Organic Style and Hearst Magazines Quick & Simple. Her unique background translates into an ability to be meticulous and detail-oriented in every transaction. She also offers strategic expert advice in addition to a high level of personal attention and understanding of her clients' needs. Haley has lived in Westchester County for over 25 years, and with her husband raised her daughter in Irvington.

Though the three agents are joining together as a team for the first time, all three have worked together closely over the years, with Haley even having done her first deal ever with Hargraves. The HCH team stated that it came to Julia B. Fee Sotheby's International Realty to take advantage of the brand's global network and worldwide marketing reach, as well as for the opportunity to become pioneering representatives of the brand in the Rivertowns.

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