



## **Julia B. Fee Sotheby's welcomes Cindy Goodstein-Frazier**

Julia B. Fee Sotheby's International Realty today announced that Cindy Goodstein-Frazier, a sales agent from New York City with a former career on Wall Street, has joined the company and will be based in the firm's Larchmont brokerage.

Goodstein has been a real estate agent since 2012, previously working for Corcoran Group Real Estate in Manhattan. She has been involved in various deals ranging from new construction and older houses to apartments and townhouses, specializing in the markets of Larchmont, Mamaroneck, Rye and New Rochelle, as well as Manhattan.

Prior to her career in real estate, Goodstein worked on Wall Street in the financial services industry for nearly two decades. During most of her tenure there, Goodstein was a bond trader, though she also sold financial products, marketing and providing advice for several hedge funds. She has worked at firms including JP Morgan, Goldman Sachs, Deutsche Bank, Cantor Fitzgerald, Millennium Global and Decagon Advisors. In part because of this background, Goodstein brings significant experience in relationship management, investing, marketing, strategy development and negotiating to her real estate practice.

"Cindy continually makes sure to cater to her clients' needs and requests," said Carolyn Fugere, manager of Julia B. Fee Sotheby's International Realty's Larchmont brokerage. "She knows that finding a home can be a complicated process, and uses her demonstrated work ethic, patience and personal life experiences to successfully offer the smoothest transactions possible. I'm excited to welcome Cindy to the team, and know that the firm will greatly benefit from her many areas of expertise."

"Helping my clients to achieve their dream home is my ultimate goal," Goodstein said. "Having experience in finance on Wall Street, I know the importance of relative value and effective negotiation. Now fully invested in my real estate career, I try to leverage the skills from my business past to greatly benefit all future homeowners who come my way."

Goodstein has an MBA from the Wharton School of the University of Pennsylvania, and a B.A. in urban studies from Brown University. She currently resides in the Orienta area of Mamaroneck with her husband and three children. In her spare time, Goodstein can often be found running through neighborhoods of Larchmont, Mamaroneck and Rye and visiting local parks and recreation areas with her children.

Sotheby's International Realty's worldwide network includes more than 16,570 sales associates located in 760 offices throughout 60 countries and territories. To contact the Larchmont Julia B. Fee Sotheby's International Realty brokerage, call Carolyn Fugere at 327-1522 or email [Carolyn.Fugere@juliabfee.com](mailto:Carolyn.Fugere@juliabfee.com).