

# THE BEST OF WESTCHESTER

BY APRIL WHITE

How do you find a real estate broker with the diverse sophistication to engage all types of high profile clients from hedge fund managers to celebrities? How about the ability to navigate any transaction from contested estates to messy matrimonials? Add to that the investment know-how to properly advise all those in the traditional marketplace, from first time, investment and trade-up buyers to empty nesters trying to maximize the sale of their longtime home. Finish it off with razor sharp analytical skills, shrewd negotiating and a constant pulse on the ever-changing markets.

Who might that person be, if indeed he or she actually exists?

"Louis Katsoris defines the prototype broker who can best serve our level of inventory and clientele. He has it all," says Pati Holmes, Brokerage Manager of Julia B. Fee Sotheby's International Realty's Rye office. "He has polish, tenacity, skill

and most of all, the judgment to properly and effortlessly navigate all the challenges of our industry at every level, from inception to closing."

As a graduate of Fordham Law School, former partner at a top Park Avenue law firm, prior corporate counsel in the investment industry and Westchester resident, property investor and real estate broker for nearly 20 years, Louis certainly does bring to the table an invaluable background not often seen in the industry. Over the years, his experience has naturally served as an impressive platform for unprecedented success in the Westchester marketplace, as Louis has clearly achieved a reputation as "the broker to retain" across the board.

Rightfully so, that title seems here to stay, and it also seems that Louis wears it well. With boundless resources and an expansive network, Louis notably manages the demand without cutting corners or delegating important responsibilities to assistants. "I have

always been conditioned to not only work hard, but also assume primary responsibility for my clients' needs and financial goals throughout my career," he says. "Clients hire me expecting to deal only with me throughout the transaction. Their trust is so appreciated and never underestimated, so the hours are long and the focus is clear to make sure those expectations are met."

Working overtime is not a new concept to Louis. While a practicing attorney, he often logged up to 80 hours per week at his law firm, determined to conquer the partnership track, which he did. Somehow, however, he also found the time to indulge his passion of real estate, using any "free" time to study the local real estate markets, buying trends and property values. Obviously a quick study, Louis then spent years buying and selling multiple properties for himself throughout Westchester turning incredible profits every time.

Now Louis pulls double duty as a consistent top producer in that market -- sought after by high-end

buyers, sellers and investors alike -- as well as Director of Compliance and Business Development, allowing the firm to draw upon his tremendous legal expertise as well as his knowledge of business and real estate ethics. "Louis has significant experience dealing with complex negotiations, which is value added for his clients and our office," says Holmes. "No detail is ever overlooked."

So how does he see the real estate market going forward? "Since our markets are so diverse and specific, that answer changes from area to area, season to season and from entry, middle and high end properties." His concise and targeted analysis of the differing markets is clearly one of his strong suits, as buyers and sellers receive intelligence that applies to them specifically, rather than just inapplicable market generalizations.

One aspect of Westchester that is universal across all markets is a continual buyer demand, according to Louis. "Buyers from all over the world continuously find their way



**Louis Katsoris, Esq.**

Director of Compliance & Business Development; Associate Broker  
Julia B. Fee Sotheby's International Realty

to our area as the offerings are exceptional, the conveniences are unmatched and the lifestyle is amazing," he says.

"With such a combination of attributes, you aren't just buying a home with great inherent value. You are buying a lifestyle, which by some measure is priceless."

To contact Louis Katsoris: call 914.319.3275, email [louis.katsoris@juliabfee.com](mailto:louis.katsoris@juliabfee.com), or visit his website at [www.louisikatsoris.com](http://www.louisikatsoris.com)

## LUXURY ESTATES



1 Shore Road | Rye, NY | \$9,800,000



1367 Flagler Drive | Mamaroneck, NY | \$7,895,000



1 Laurelwood Court | Rye, NY | \$7,295,000



707 Taylors Lane | Mamaroneck, NY | \$6,975,000



32 Beverly Road | Purchase, NY | \$6,750,000

