

BROKER MASTERS THE ART OF BUYING, SELLING

By Debra A. Aleksinas

Clients from across the globe seek out Louis Katsoris. And for good reason. The top-producing Westchester real estate broker, who is also an attorney, has earned a reputation as “the best in Westchester” High profile clients, from celebrities to hedge fund managers, recognize his ability to navigate the diverse legal challenges that often accompany real estate deals. First-time, investment and trade-up buyers, as well as empty nesters looking to maximize the sale of their longtime home, recognize the value of his keen analytical and negotiating skills and vast knowledge of the constantly evolving markets.

“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 property resident, investor and real estate broker for nearly 20 years, Louis certainly does bring an invaluable and varied background not often seen in the industry.

“As a senior attorney who used to represent Fortune 50 clients, Louis delivers a level of service, attention and professionalism that very few agents can match,” said one client. “Like any far-sighted businessman, he understands his long term success depends on creating satisfied clients as opposed to logging a series of transactions, and everything he does reflects that principal.”

Over the years, Louis’s experience has naturally served as an impressive platform and brought unprecedented success in the Westchester marketplace, as he has clearly achieved a reputation as “the agent to retain” across the board.

Rightfully so, that title seems here to stay, and it also seems that Louis manages it flawlessly. 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 to assume primary responsibility for my clients’ needs and financial goals throughout my career,” he

says. “Clients hire me expecting to deal 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. As a practicing attorney, he often logged up to 80 hours per week at his firm, determined to conquer the partnership track, which he did. Somehow, however, he



His current property offerings include this incredible Westchester estate located at 707 Taylors Lane, New York -- a sophisticated buyer's dream of sleek, luxuriously appointed living space, 4+ private acres in prime estate area and amenities resembling a high end resort.

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. He tested that knowledge by buying and selling multiple properties of his own throughout Westchester, flipping all for incredible profits.

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, which allows 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 a value add 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 low and middle to high end properties.” Louis’s concise and targeted analysis and view of the differing markets is

clearly one of his strong suits, as buyers and sellers receive intelligence that applies to them specifically, rather than inapplicable market generalizations.

One aspect of Westchester that is universal across all markets is a consistent demand for homes, according to Louis. “Clearly, buyers from all over the world continuously find their way to our area as the offerings are exceptional, the conveniences are unmatched and the lifestyle is amazing,” he says. “Even in uncertain financial or political times, buyers from all over the world With such a combination of attributes, you aren’t just buying a home with great inherent value. You are buying a lifestyle, which is priceless.”



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