

Carolyn Fugere Named William Pitt and Julia B. Fee Sotheby's International Realty's Manager of the Year

Julia B. Fee Sotheby's International Realty announced on February 16, that Carolyn Fugere, manager of the firm's Larchmont brokerage, has been named the company's 2017 Manager of the Year. Fugere was chosen from among 16 brokerage managers for the honor, winning the award for the second time in her career with the firm.

"Carolyn continuously proves an amazing asset to our company with her outstanding support and leadership," said Paul Breunich, President and Chief Executive Officer of William Pitt and Julia B. Fee Sotheby's International Realty. "She is resourceful and always finds ways to work through any issue, large or small. Additionally, Carolyn is a superb teacher and role model, especially to new agents. Her phenomenal training and educational programs encourage new agents and give them the ability to confidently work with both buyers and sellers. I am proud to recognize Carolyn as our Manager of the Year."

Under Fugere's leadership, the Larchmont brokerage has for four consecutive years witnessed an increase in the average sale price of transactions in which it has participated. The brokerage has also increased its market share in the Mamaroneck school district each year during Fugere's tenure, outperforming the market by 20 percent in 2017.



Carolyn Fugere

Breunich attributed the accomplishment to Fugere's boutique style of operations and hands-on guidance and support of her sales force. "Carolyn has placed an emphasis on attracting and developing new talent in the industry and providing education in the office on a daily basis," he said. "It is hardly a surprise to see a correlation in increased productivity among new sales associates with the company."

Fugere's commitment to the community extends beyond the Larchmont brokerage. Upon moving into the Larchmont managerial role in 2014, she immediately volunteered to serve on the Larchmont Chamber of Commerce board, where she was appointed to the role of president. Fugere worked to increase their funding by over 400 percent after reviving their membership from a dozen ac-

tive members to well over 100.

"It is an honor to be named Manager of the Year," said Fugere. "The Larchmont brokerage could not have achieved its success without our amazing group of agents, who bring deep knowledge of current real estate conditions and our communities, as well as a dedication to focusing on what is best for our clients and building relationships that will grow for generations. If we believe that everyone deserves the exceptional, then we have to be exceptional, which is why we are focused on consistently improving ourselves and giving our clients the best service possible. In conjunction with our brand's reputation and global reach, I am confident my team will realize continued success in 2018."

Fugere, who has been in the real estate industry for over a decade, initially led William Pitt Sotheby's International Realty's operations in Litchfield County, Conn., and the Berkshires, Mass. During her time in this region, the firm's sales volume grew at a rate that far exceeded the general market growth, leading the company to become the largest brokerage in total dollars and units in Litchfield County. Today in Larchmont, she manages 67 agents serving Larchmont, Mamaroneck, New Rochelle, Rye Neck and other communities throughout Southern Westchester County.