

Power Broker

With a background in law, Louis Katsoris combines his legal acumen with a vast knowledge of the real estate industry to bring clients the best of what Westchester County has to offer

As a graduate of Fordham Law School, a former partner at a top Park Avenue law firm, prior legal counsel in venture capital and the son of a distinguished 50-year tenured law professor, Louis Katsoris can safely say that the law is in his blood. But following an incredible legal career, Katsoris switched gears five years ago toward his real passion, real estate, and is today one of the most successful brokers in Westchester County.

With a respected position at a top real estate company in the area and recent sales totaling over \$56 million Katsoris has led more than a few to wonder how a lawyer could have achieved such quick success as a real estate broker in one of the most challenging markets in history.

"After my college graduation, my father advised me to go to law school first and then do what I really wanted to do, which was not necessarily being a lawyer," Katsoris recalls, noting that he still treasures his father's words and the foundation his own legal background provides him.

While a practicing attorney, he says, he knew he loved real estate, but he was

determined to conquer the partnership track. So, he spent years logging up to 80 hours per week at the firm. Somehow, however, he also found the time to groom himself for his next career. Any free time was spent studying the local real estate markets, buying trends and property values. He then tested that knowledge by buying and selling multiple properties of his own throughout Westchester, flipping all for incredible profits.

After reaching the top of the legal field, Louis knew that it was time to finally consider the second part of his father's advice: do what you really want to do. "Having realized some sizable investments, learned the markets intricately and started to transition away from a big-time law firm to corporate law, I knew the time was right," Katsoris says.

The year was 2008, and the time seemed right, for the market was robust. However, only nine months later came the downturn. "Buyers were few, sellers were nervous and homes were so encumbered it became impossible for most brokers to put any deal together," Katsoris remembers. Yet, drawing upon his die-hard work ethic, negotiating skills, professionalism and nerves of steel, the long-



time lawyer "flipped" the landscape, positioning himself in a way few other brokers ever had—and seeing success and a heavy client demand follow.

"Louis quickly distinguished himself in the most challenging market in recent memory," says Pati Holmes, brokerage manager for Julia B. Fee Sotheby's International Realty's Rye office. "He rose to the top of his ranks, and today he is sought by high-end buyers, sellers and investors alike, locally, nationally and internationally."

Today, Katsoris represents some of the most notable clients and prestigious homes in Westchester County. From direct Rye waterfronts with views of the New York City skyline, to premier residences on the Westchester Country Club grounds, to sophisticated estates on Lincoln Lane in Purchase, Katsoris just keeps going, without bumping up against any boundary.

"I never celebrate a sale or take a break. I just keep moving," Katsoris says. "For me, momentum and reputation are everything, and if you have both, that can be a winning combination in any field." ♦



His current property offerings include this incredible Westchester estate located at 32 Lincoln Lane in Purchase, New York -- a sophisticated buyer's dream of sleek, luxuriously appointed living space, 5+ private acres in prime estate area and amenities resembling a high end resort.

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

O: 914.921.9250
C: 914.319.3275 (cell)
Louis.Katsoris@juliabfee.com
LouisKatsoris.com