

greater hudson valley new york edition

BROKER★AGENT™ magazine

PROOF

Patricia Petrosillo

broker/agent of the month



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by Shannon Odom
photography by Cherfoto Images



**broker/agent
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Truly an expert in Dutchess County real estate, Patricia Petrosillo of Coldwell Banker Currier & Lazier REALTORS® is just hitting her stride. With 35 years in the industry, she believes in great customer service and fairness for all. Let's get to know Patricia and see why she is still at the top of her game.

Patricia has attended many real estate and appraisal courses. Thirty of her 35 years in the business have been spent at the top—she is in the top three percent of her market of Coldwell Banker agents.

As a resident of Dutchess County for over thirty years and in that time, Patricia has become one of the highest producing agents ever in the history of the County. Patricia is a top producer for her office in both listings and sales. "I love the business and am the very best at what I do because I am compassionate to people's needs," Patricia states. Her knowledge and professionalism in the industry is unmatched and her record proves it. She serves as an Associate Broker for the company today and has compiled many designations and awards in her career. She obtained the Corporate Residential Relocation Services (CRRS) and Certified Residential Marketing Specialist (CRMS) through the Coldwell Banker education system. Patricia

is also a Notary, just another service she offers her clients for their convenience. These designations have assisted her in doing the best possible job for her clients. She excels in marketing her listings so that they sell faster and for top dollar. She can also offer clients who are moving to the Dutchess County, mid-Hudson region the best relocation guidance through the knowledge obtained through her CRRS designation. Patricia is a member of the Mid-Hudson Multiple Listing Service, the Ulster County Multiple Listing Service, the Westchester-Putnam Multiple Listing Service, Orange County and the Greater Hudson Valley MLS as well. With access to so many different properties in this ever-growing region of New York, Patricia is able to find her buyers the perfect home no matter what area they desire.

As you might have guessed, Patricia has received numerous awards throughout her 35 year career, certainly too many to list here. But more importantly, she has achieved placement in the top three percent of New York's Coldwell Banker agents. She had the highest market share of all Dutchess County agents in New York in 2004 and was second in 2005. While accomplishing these amazing feats, she truly believes in giving back to her community.


In 2005, she closed over 60 homes and had closed over 40 properties by November first, 2006. The day before interviewing

for the Greater Hudson Valley *BROKER AGENT Magazine* cover, she closed three homes. I think it is safe to say she is busy yet organized, always working yet taking time to give back as well. Patricia is a full service associate broker. She does such an incredible amount of business and has associates Joy Carozza and Jennifer Haindl to assist her in working with buyers and Fran Dunn to handle the piles of paperwork all this business generates, plus Ann Monaco does open houses. Patricia has marketing in place for both buyers and sellers and a great website, PatPRealEstate.com, working for her, helping to generate business. She offers 360 degree virtual tours on all of her

listings, which you will find on her website. She also sponsors the Neighborhood website for The Commons in Fishkill, New York. "I am an expert in all aspects of real estate," she says, "including negotiating, marketing and promotion." Patricia handles new construction properties, and works with clients who are relocating, purchasing vacation or second homes, buying and selling luxury properties as well as retirement homes. She is a top lister in her market as well serving as a buyer's representative.

Patricia is a member of the Coldwell Banker International President's Elite Club, the Coldwell Banker Circle of Excellence, the Circle of Honor for Listings and Sales and Top Agent Gross Commission Income awards recipient. She has also received a Leadership Award for mentoring other agents within the Coldwell Banker organization. Patricia is also a member of the Multi-Million Dollar Club. She has always been a member of the National Association of REALTORS® and has websites on four multiples and an enhanced package where her listings come up as feature homes for anyone searching in Dutchess County. Patricia gets most of her business from past clients and referrals. This is certainly the highest form of flattery for a real estate agent and Patricia is no exception. Her excellence in customer service shines and comes back to her in the form of more business. It's no surprise that she has listed and sold thousands of homes in Dutchess County. She is and continues to be one of the most recognizable faces in Dutchess County real estate and the one many residents turn to as an expert and true real estate professional.

On a personal note, Patricia was born on Saint Patrick's Day and her favorite color is green. She says she loves "swimming, dancing and children." "I absolutely love children," she states, "and they seem to know it because they always remember me." She describes herself as a private person who works "long, hard hours" and has been through a lot but is very successful. "I have rules I live by, such as the golden rule and I thank God everyday for running my life and watching out for me and my son," she says. "I pray for all the people I deal with everyday. I am a pretty simple and uncomplicated person who works hard, has done a tremendous amount of business, advertises my listings all over the world and pays a lot of bills because of it." She knows that real estate is all about the customer and that each consumer has a multitude of choices when choosing a real estate agent, so she always does her best. "I love the real estate business," she says. "It's a service business



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and I realize that.” That might be part of the reason many of her past clients believe she is a “magician” and have said so. When it comes down to it, Patricia knows not only how to get the job done, but does so while making sure the client’s best interests are served. She has and continues to attend numerous real estate and appraisal courses to keep up with market trends and changes in New York’s real estate today. She is especially skilled at working with government and seller-assisted financing, new construction, relocation, first time homebuyers and dealing with buyer’s agency issues. She has handled over eighty transactions in the last twelve months, totaling over twenty-one million dollars in properties. Patricia handles equal amounts of buyers and sellers, serving their needs with as much care as possible. She is herself a property owner in the Hudson Valley and therefore a neighbor and friend to many of her clients. She has been serving the community as a REALTOR® for over thirty years and you can depend on Patricia to handle your transaction professionally and with the utmost care. Whether you are buying, selling or building, Patricia’s energy and enthusiasm will work for you. Her combination of knowledge and insight with the ability to really listen to her clients makes Patricia not only unique but also very successful.

Patricia Petrosillo gets the job done. To put Patricia to task for you, give her a call directly at (845) 705-7130. Also, you may visit Patricia on the web at PatPRealEstate.com and begin your home search there. Patricia is always available, so call her today to schedule a free, no obligation meeting to discuss your real estate needs. No matter what, know Patricia will concentrate on serving your needs and helping you achieve your goals. Her goals are yours and you’re number one with Patricia! ★

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