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Best & Cavallaro real estate agency merges with powerhouse Sotheby's

SALISBURY

By Cynthia Hochswender

All parties involved seem delighted with the recently announced merger of Salisbury real estate agency Best & Cavallaro with the larger William Pitt Sotheby's International Realty (WPSIR).

The merger became official on Monday, Aug. 12, and was announced by WPSIR on Friday, Aug. 9.

According to the press release, WPSIR is "one of the largest Sotheby's International Realty affiliates globally and the 37th-largest real estate company by sales volume in the United States."

The company has moved aggressively into the Northwest Corner real estate business in recent years and has grown by adding in several smaller local agencies, including Kinderhook. The main office for WPSIR in Salisbury now is Kinder-

hook's former Main Street office. The firm formerly had been in the old Borden real estate office on Main Street in Lakeville, across the street from the post office.

Already part of the new WPSIR configuration are nearly two dozen experienced local agents including John Harney, who had his own real estate firm here for many years before joining WPSIR.

Pat Best and Mardee Cavallaro had formerly been agents at John Borden's real estate agent. They and several other members of the Borden staff had left together to form Best & Cavallaro, which has its offices in the quirky old red residential-style building on Main Street and Academy Street in Salisbury, across from Town Hall and en route to LaBonne's grocery store (which celebrates its 30th anniversary this year).

Cavallaro will now retire, after 40 years in real estate. Best and most of her team are still, for now, in the red

building and will be known as the Best & Cavallaro Team at William Pitt Sotheby's International Realty.

The agents who will be on the Best & Cavallaro team are Lori Belter, Laurie Dunham, Dave Mallison, Patricia Thurman, Martha Mullins, Mary Kirby, Kristine Jennings, Christine Bates and Jennifer Luning.

The press release quotes WPSIR Litchfield County Brokerage Manager Kristine Newell, saying, "The addition of this powerhouse team will only strengthen our No. 1 market share in sold dollar volume throughout Litchfield County for 2019.

"We are excited to offer our customers more highly skilled agents to serve their needs anywhere in the county. We know we will greatly benefit from the real estate expertise, talent and rich local knowledge brought by this esteemed team, while they in turn will benefit from the prestigious

and far-reaching platform offered through our international brand."

The press release stresses the high degree of community engagement on the part of the Best & Cavallaro team; many of the agents are active volunteers here.

Pat Best is quoted saying, "This new association brings our clients and agents a level of marketing and networking reach not previously available to them.

"The international exposure with connections to real estate experts all over the world, extraordinary marketing both nationally and globally, cutting-edge technology, preeminent branding and incredible referral opportunities are just a few of the advantages that will now enhance our business."

John Harney said he is pleased with the new partnership. For more on his thoughts, see his weekly ad on Page A9.