

BROWN HARRIS STEVENS Established 1873



JONATHAN GRASSI / Clothing by Joseph Abboud. / Photo taken at the Joseph Abboud Flagship, 424 Madison Avenue, New York City

BURT SAVITSKY

as featured in

AVENUE

APRIL 2016 • THE LEADING MEN OF REAL ESTATE

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WHAT IS YOUR BUSINESS PHILOSOPHY, AND WHAT IS ITS ORIGIN?

“You never get a second chance to make a first impression.” This has always governed how I present myself and how I showcase the properties I represent.

IS THERE A CONNECTION BETWEEN FASHION AND REAL ESTATE?

My grandfather encouraged me to develop my sense of style when I was young. He would buy a new suit to celebrate the new year. When he couldn't afford a suit, he would buy a new necktie—a tradition I carry on in his honor to this day. Style and presentation led me to one of my first jobs at what was one of the finest clothing stores in the country: Louis Boston. There I became friends with a salesman by the name of Joseph Abboud. He taught me about design and style and the importance of service. He went on to become an award-winning menswear designer who continues to excel in the industry. His ability to blend fabric, texture, pattern and color are parallel to the importance of styling and staging a property for sale. We remain close friends to this day. Additionally, my experience in the clothing business has helped me develop the innate ability to look at an apartment and see beyond what is and offer a sense of what it can be. I believe that this skill has helped to separate me from the pack.

WHAT QUALITIES BEST DESCRIBE YOU PROFESSIONALLY?

Professional, creative, empathetic, discreet and respectful. I have an extremely servicing nature, always willing to go above and beyond for my customers and clients.

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