

# STEVE HESS

*“ When selling or buying your most valuable asset, you need the knowledge and experience of a successful broker who can help you negotiate the best possible terms as well as navigate today’s challenging market.”*

Trusted to represent attorneys, judges, dignitaries, large corporate clients, developers and fellow Realtors, **Steve for the past 17 years has received the “Diamond Award” from the Westchester County Board of Realtors ; their highest designation for Excellence in Sales.** Steve has also been recognized as the **#1 Residential Selling Agent for Closed Transactions** in the county of Westchester by the Westchester County Board of Realtors. **Closing in excess of \$150 Million dollars in transactions**, selling everything from co-ops to castles.

Steve’s passion for his profession is evident in his every conversation. He has been quoted, and is the subject of many articles and publications including: **The New York Times, The Journal News, WAG Magazine, Real Estate In Depth and Westchester Magazine.**

Steve prides himself in his personalized service and commitment to excellence. His technical, trouble-shooting and problem solving skills along with his creative negotiating experience assure that you get the best possible result no matter which side of the transaction he is representing. **His combination of knowledge and experience, puts him at the top of his field.**

Steve has studied under the top professionals in the industry at the **NYU Schack Institute of Real Estate** studying: Marketing of Real Estate, Internet Marketing, Negotiation, Mortgages, Finance, Foreclosures, Investment, Coop/Condo Conversions, Development, Tax Strategies, Construction, and Property Exchanges **accruing nearly 2,000 hours of continuing education & professional designation courses.**

Steve has lived in Westchester since 1977, where his wife Maria & his children Christina, Amanda & Jonathan are always a part of his life.

An astute investor, he has bought, sold and held numerous properties.

## Professional Affiliations:

- The National Association of Realtors®
- NYS Association of Realtors®
- Westchester County Board of Realtors®: holding positions on the Board of Directors of MLS, Rules, Internet & MLS committees
- The Fleetwood Neighborhood Association
  - Chamber of Commerce
  - Board of Directors - Mt. Vernon Police Foundation
- Member Elks Foundation

## Active Member of the Community:

- Board of Directors - Sacred Heart Soup Kitchen serving over 72,000 meals a year to those in need
- The American Cancer Society
- Memorial Sloan-Kettering
- Saint Jude’s Children’s Hospital
- The Salvation Army
- Knights of Columbus
- United Cerebral Palsy
- Various scholarship funds



**STEVE HESS**  
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