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2014 Good Neighbor Edward B. Pompeian

A Haven Built for Healing

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BUYER AGENT ALL-STARS

Meet the 2014 REBAC
Hall of Fame inductees.

Home buyers today face a market full of challenges—limited inventory, financing hurdles, and third-party data problems—and may need you more than ever. The Real Estate Buyer's Agent Council (REBAC) each year inducts a select few of its nearly 30,000 members into its Hall of Fame, honoring those who have helped meet the evolving challenges of today's buyers through their practice or educational services and who've advanced buyer representation within the industry. This year, joining its 42 past inductees, REBAC welcomes two top producers, a real estate instructor, and a REALTOR® association into its Hall of Fame. The inductees are honored at the REALTORS® Conference & Expo in New Orleans, Nov. 7–10. Learn more about this year's honorees and how they're responding to the call of buyer representation.

By Melissa Dittmann Tracey



Lora Cusumano, ABR®, SFR

LI House Hunters & PB House Hunters, Melville, N.Y.

Serve, Don't Sell. Cusumano glided into real estate after 15 years as a professional ice skating coach, following her own competitive figure-skating career. Joining the industry a decade ago, Cusumano quickly rose to success in real estate and is now owner and the director of sales and marketing for LI House Hunters and PB House Hunters, an exclusive buyer agency firm specializing in the \$1 million to \$50 million range in Long Island, N.Y., and Palm Beach, Fla. She works frequently with sports stars and other celebrities and a growing clientele of international buyers. The ABR® course ignited her interest in buyer representation and the desire to meet the underserved needs of buyers. "I don't think of myself as a salesperson. I'm doing a service by helping people find the right property," Cusumano says. "My inventory is everything on the MLS, FSBOs, foreclosures, exclusive listings. I can truly find the right property for my buyer."