

Linda Filby

By Carrie McGranahan



Photo by Zoran Prodanovic

Linda Filby's path to ranking in the top one percent of real estate agents in all of Westchester County since 2018 is in part thanks to her mom. When Linda was first looking for homes in Larchmont 23 years ago, her mom, who was along for the house hunt, could see immediately how much Linda loved the process and said, "You should get your real estate license, you may be very good at this!" Linda took her mom's advice and hasn't looked back.

She's traded the early real estate days of five-pound cell phones for the most sophisticated technology platforms available today and has also embraced the team approach to buying and selling, enabling her to provide the highest level of service possible to her clients. Her inspiration and motivation in the business is to provide a level of service that is "bar none the highest," she says. "Anything that we can do to make the process more seamless for our clients, we're doing and we're trying," she continued.

A graduate of the University of Maryland, Filby began her professional career in sales and marketing in the luxury goods world in Manhattan, working for companies including Bergdorf Goodman and exclusive shoe designer to the stars—think Jackie O—Susan Bennis/Warren Edwards.

The powerhouse that is the Linda Filby Team (LFT), consists of Linda, Jenny Milward Liang, Kirsty Kirk, Lexi Brine, Cassandra Merolla and team manager, Sarah Haq. "We really are a very powerful group of women," remarked Linda. "It's not just me, the team members are all in their own right very successful, smart, strong women who all care about the client first, and everyone comes from a background that helps to facilitate that," she continued.

How did this dynamic force come about? Linda originally created her team at another local brokerage in 2017, making the move to Compass one year ago. "I believed that 'WE'

could provide a higher level of service than 'I' could," she explains. "After mentoring and partnering with Jenny Liang, and realizing then that teams were trending, I knew I wanted to create an actual team to provide an elevated level of service for my clients. I hired a full-time assistant, partnered with more people, and that's how the team began. It was very organic."

"Compass is set up and really embraces the team concept which was a big part of the reason I made the move," Linda continues. "The marketing and technology platforms, as well as the reach into New York City and throughout the United States as a non-franchised brand made me realize I was going to be able to increase the level of service for buyers and sellers if I made the move. It's been a year and business is up over last year by almost 50 percent," she remarked.

Linda loves meeting clients' desires and expectations. One of her and her clients' favorite features is the Compass Collection, a portal where Linda and her clients communicate and view properties. Inside the portal, clients can favorite, comment on and even delete properties, with Linda seeing notifications immediately, saving everyone, including the buyers, valuable time.

Linda is oftentimes helping young buyers who are just starting families and putting down roots. "It's very rewarding to be a part of the process at this exciting stage of their lives," she says. Both of Linda's daughters went through the Mamaroneck school system, including Chatsworth, Hommocks and the Mamaroneck High School, or "Better Better Best!" as she describes the different schools. "Our school system is terrific, and I can speak firsthand to buyers about it, starting with preschool and all the way through high school, as well as extracurriculars, recreational leagues and clubs. I love to share my own personal

experience about how great it is to raise a family here. Living in the Larchmont/Mamaroneck area is an easy place to raise a family and an easy place to be a parent," she remarks. "The community is very nurturing, as I found firsthand being a single mom. We didn't fit the mold exactly, but that was okay, and the community embraced us regardless."

For sellers, Linda's sharp negotiating skills are front and center. "It's very rewarding to be able to achieve the highest possible price and maximize on what is often a client's largest investment," Linda says.

Linda also recalls fond memories of her favorite childhood pastime, playing house. She loved to play with her doll house and organize the rooms, as well as pouring through home catalogues and selecting just the right pieces for each area of the "home." Those days have come full circle with Linda's luxury value-add for her clients, the LFT Staging Warehouse, offering everything from couches, chairs, stools, books and all accessories needed for successfully merchandising a home. "I love creating and making things look beautiful," says Linda. "We often help clients mitigate staging costs by offering our staging services and items from our staging warehouse. Almost every client, even if someone has a stager, almost all reach into my warehouse for additional props, reducing their overall staging costs."

The LFT serves buyers and sellers in Larchmont, Mamaroneck, Rye, Harrison, New Rochelle, White Plains and Pelham, and they have transacted in all of those communities this year.

Linda founded Working Women in Larchmont and Mamaroneck (WWILMA), a professional women's group. Open to all working women living in Larchmont and Mamaroneck, the group currently has 40 members. Like so many other things, WWILMA was put on hold during the pandemic, however Linda plans to resurrect it. Also, this month, the LFT will be working with the Larchmont Mamaroneck Hunger Task Force helping students in need get ready for school. They will be donating money, as well as preparing goodie bags with snacks and school supplies.

She lives in Mamaroneck and has two adult daughters, Brianna and Karina and a Maltipoo named Charlie. Both daughters are taking after mom, with one living and working in Manhattan in luxury goods and the other studying at the University of Maryland.