

## Lady of *The Lakes*



Kathy Balistreri

Kathy Balistreri brings a local's savvy and an insider's deep knowledge to the game of Toxaway-Sapphire Real Estate. call her at (828) 883-4848 or visit [laketoxawayliving.com](http://laketoxawayliving.com).

**K**athy Balistreri of Balistreri Realty knows the local real estate market inside and out. As a long-time resident with years of experience, she's got the knowledge you need to find just the home or property you're looking for and can walk you through the entire process seamlessly.

Whether listing or selling, Kathy will partner with you to see your transaction through from start to finish.

She has lived full-time on Lake Toxaway since 1994. Before that, it was her vacation home.

While growing up in South Florida,

Kathy earned her Real Estate license at the age of 18. (Her father started Balistreri Realty in 1964). Kathy's passion for the real estate business grew when she attended Florida State University.

"I took every Real Estate Law and Marketing course I could find at FSU. Housing and Interior Design was my major. For 14 years I ran my own design firm in Boca Raton. Having both my Real Estate Broker and Interior Designer licenses greatly broadened my scope of business."

Her clients can hardly believe their luck

finding a broker who can not only help with the real estate end of things but also utilize her design skills to help create their dream home. This is also beneficial to those wishing to sell a property. Kathy can stage a home before listing it, since she knows what potential buyers are looking for, thereby maximizing the saleability.

"When my children went off to college at Chapel Hill, I opened my own Real Estate office," she says.

Personal referrals from friends and clients (along with challenging work), catapulted Kathy into a busy and

Broker Associate Melisa Collins,  
and Kathy Balistreri



extremely rewarding career in Western North Carolina.

Kathy has lived on the lake for 30 years, and she can often be seen showing houses on her tritoon, *The Lady of the Lake*. It has proven to be a great sales tool. Friends and neighbors started calling Kathy “The Lady of the Lake” as they often see her cruising Lake Toxaway in her boat or kayak. Her enthusiasm for finding people homes in this area has blossomed into many friendships with clients and neighbors. Her clients know that Kathy goes way beyond the call of duty to make their buying or selling experience pleasurable and positive.

“From my real estate experience in Broward and Palm Beach counties, I

know that I am selling a lifestyle, not just real property,” Kathy says. “Living on “The Plateau” in these mountains is a most sought-after lifestyle for discerning clientele. And, having designed and built three custom homes for myself, I know what goes into buying a homesite or remodeling an older home.

And I know what goes into selecting a site, planning and executing a home construction project in the mountains.”

Kathy’s interior design expertise is key in helping to prepare her new listings for marketing. She understands staging, feng shui, and other subtle designer’s marketing strategies.

“Most buyers welcome the guidance of an interior designer when they are

looking at existing homes,” she says. “I can instantly help them visualize how a home can be modified to accommodate their needs and desires.”

Interior changes need not be extravagant or extremely costly. A good designer can make suggestions that are cost-effective and beautiful.

And over the years, Kathy has found talented and honest contractors to recommend to her clients. “When my clients are happy, I am happy!”

*by Mary Jane McCall  
photos by Mary Gillan*