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## **Maria Babaev joins 100 top professionals at invitation-only luxury real estate conclave**

### **Leaders in Luxury event draws top luxury real estate professionals to Austin (TX)**

Dallas, TX (October 25, 2010) - From California to New York, and Canada to Florida, 100 of the top real estate professionals working in the upscale residential market converged last week in Austin (TX) at The Institute for Luxury Home Marketing's annual Leaders in Luxury (LIL) conference where they discussed strategies for better serving sellers and buyers in today's luxury home market.

According to Maria Babaev, Managing Director Laffey Fine Homes Luxury Portfolio Division, the exclusive event was an invitation-only educational and networking opportunity for real estate professionals who handle multi-million homes and estates. "This prestigious conference provides cutting-edge information on what's happening in the luxury market segment, offers insights on best practices in the business, and creates valuable networking opportunities," said Babaev.

"*Leaders in Luxury* registration is specific to agents in the luxury home niche," said Laurie Moore-Moore, Founder of The Institute for Luxury Home Marketing. "This gives *LIL* attendees the opportunity to build an exclusive network of contacts focused on the upscale residential industry while sharing with the best in the business. Since competency is the key to working successfully with the luxury seller and buyer," added Moore-Moore, "*LIL* is designed to provide attendees with important knowledge and insights, giving them a competitive edge in meeting the needs of the affluent."

Babaev considers attendance at Leaders in Luxury to be essential for success in today's marketplace. "Attending the Leaders in Luxury event is an investment for my clients," said Babaev. "With the current real estate market, I have to be proactive to stay on top of market conditions. By networking with the best in the business, sharing ideas, and learning about the latest trends and outlooks, I can help my affluent clients find success where others are finding challenges."

Maria Babaev, MBA and financial specialist on Wall Street, is a widely sought after professional. An expert of the North Shore's Luxury Real Estate Market and fluent in Russian, Babaev's impressive network of like-minded individuals has allowed her to develop a highly respected pipeline of foreign investors, buyers of luxury residences for vacation homes and real estate investment purposes. Given her widespread knowledge of the subtleties of the North Shore's most prominent villages, towns and enclaves, she delivers invaluable guidance to this exclusive network of clients and customers.

**About LuxuryLongIsland.com**, the interactive web-based real estate search platform with next generation functionality offers state-of-the-art search capabilities. Search includes local & global properties, area mapping, and recently sold statistics. Users can create free accounts for customized searches, new property listings to market auto-notifications and price change alerts. Additional benefits include the market blogs, targeted Long Island real estate news and an assortment of home owner related tips and resources. What really sets LuxuryLongIsland.com apart from 99% of all real estate websites is its depth of content. At the core of this site is targeted and localized real estate information and a dynamic information platform with current topics and data that matters to the Long Island residential real estate investor.

**About Laffey Fine Homes**

Laffey Fine Homes, with 13 locations, over 500 agents and one billion dollars in annual sales, is now a LeadingRE affiliate joining the world's elite independent real estate brokerages. Leading Real Estate Companies of the World® ([www.LeadingRE.com](http://www.LeadingRE.com)) is a global real estate network comprised of over 600 of the best-known local and regional real estate firms. With nearly 5,000 offices and 150,000 sales associates in the United States and more than 30 countries abroad, LeadingRE affiliates sell \$250 billion in home sales, representing nearly one million transactions annually. The network has the #1 market leader in 41 of the top 90 markets in sales volume, transaction sides or both – nearly double that of the closest competitor.

**About The Institute for Luxury Home Marketing (ILHM)**

The Institute trains real estate professionals who work in the luxury home market internationally and awards the Certified Luxury Home Marketing Specialist designation, which is the official designation for many North American real estate brands. Find training and membership information at [www.luxuryhomemarketing.com](http://www.luxuryhomemarketing.com).