

LEMORE ZAUSNER

Local Zealot & Real Estate Connoisseur

BY LESLEY MARLO | PHOTOS BY MELISSA KORMAN

There is a saying: Busy people get stuff* done. This could easily be Lemoire Zausner's tagline. She's not just a successful realtor. She's an "IT girl" – a local zealot, Delray devotee, and that familiar face who just seems to be everywhere at once – at the grand opening of the newest Delray hotel, the trunk show at Atlantic Avenue's most popular boutique, charity events to feed the animals, support our Veterans, and save the arts.

If it's happening, and it's local, Lemoire is probably there.

Perhaps it's her New York roots showing. She likes to be "in the know" and knows how to be "in" – involved, informed, insightful, and invaluable, especially when it comes to her clients. A 20+ year resident of Delray Beach, Lemoire still possesses an innate New York hustle. This dogged drive has served her and her clients well in the Village By the Sea, while her jovial spirit and can-do attitude have added value to our community for years.

Clients, Tony and his wife Emma, experienced this firsthand when working with Lemoire. As first-time home buyers, they knew how daunting the process could be and that finding the right agent would be integral to bringing their dreams of homeownership to life. They wanted someone sensitive to their needs, who could walk them through the process step by step with patience. Fortunately, a referral to Lemoire quickly put their concerns at ease.

"We could not have asked for a better agent. Lemoire went above and beyond, making sure our needs were met. [She] was responsive to emails, calls, and texts no matter what the time of day." Her professionalism, enhanced by her personable approach, sealed the deal for Tony and Emma. "She is super energetic and sweet," Tony adds. "All these factors eased the buying process tenfold."

While Tony and Emma only viewed three condos before placing an offer on their new digs, some buyers search much longer or feel they need to see everything before they can make their move.

"I work hard to know my clients well," says Lemoire. "Some people need a lot of handholding, and that's ok. I'm ok with that, but I also try to empower them with all the information and insight they need so they don't miss an opportunity... especially in this competitive climate."

Insight is certainly one of the keys that can make or break a buyer's – or seller's – chance at success in this hotter-than-ever South Florida real estate market. And Lemoire credits some of her success to being dedicated to the "back-end" of the business.

Staying on top of industry trends and tuned into local goings-on ensures that her clients always receive the most current information, while her community connections and the comradery that she builds through networking and supporting other locals keeps her on the leading edge of available listings, sometimes even before they hit the MLS.

"The business of residential real estate is the business of people. You need to understand and respect each client's needs and serve as their advocate on all fronts," Lemoire shares as she cruises home from showing property in her street-legal golf cart. The open-air ride is a natural fit to her breezy, yet pragmatic, style. "I like to show buyers around the neighborhood this way whenever possible to give them a true taste of the local lifestyle," she adds with that signature twinkle in her eye.

A resident of Lake Ida herself, Lemoire is undeniably proud to be a Delray local and to support local businesses and charities county-wide. Some of her favorite activities include shopping the Green Market on Saturday mornings, dining on the Ave., hitting the beach with her teenage daughters, and doing good. This includes volunteering for causes she loves, like the upcoming "Pooches & Presents In the Park" at Old School Square on November 7, where she will help attendees get hands-on (and paws-on) while combining her love for animals and passion for creative arts.

Before her move into real estate, Lemoire was an award-winning professional photographer, shooting for big names like Hublot, Harpers Bazaar, and Black/White Magazine. With her artistic flare, she helps buyers envision the potential of each property and helps sellers showcase their homes at their best – a valuable asset few agents possess.

"Often, my clients become my friends. I offer an authentic relationship that builds trust and makes clients want to work with me. I love what I do, and I love connecting people to their future."



Trust was definitely required when Florida newbies Christian and Jennifer bought their home from Lemoire, sight unseen! "We selected Lemoire for her passion and commitment to find us our dream home. She was highly communicative and there with the information before we had the chance to ask!"

They also credit her for finding their home the day it was listed. "Lemoire was really on top of things and went the extra mile when it came to navigating this market and helping us find our home. We were very impressed with her dedication, and we knew we had chosen the right agent to represent us. She treated us like family and catered to our every need," the happy couple adds.

Working with out-of-towners is nothing new for Lemoire. "I have a huge sphere of buyers from New York, and being a local, I really know what's going on. I have watched the development in Delray Beach for the past 32 years. Because the market is so hot right now and inventory is so tight, I have an advantage of being right here in the area for my clients."

Along with her local connections, the firm she works for, Engel & Völkers, is a global real estate company with offices and clients all over the world – and of course, a local shop right in downtown Delray. This gives her a broader, truly global reach.

Reach is also why Lemoire puts such effort into her marketing, from her namesake website LEMORE.COM, Facebook and Instagram pages, and social media hashtags, #livelikealocal and #letsmakeamove, to her consistent advertising and even a line of branded candles with her self-created new-home scent.

"In this business, it's all personal. Your home really is where the heart is – or should be! I will never lose sight of that."

Buying or selling in Palm Beach County? Contact Lemoire here:

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