

The Bigger the Better

The KOSL Building Group specializes in building modern mansions in a classic 1920s style for wealthy New Yorkers. BY JEFF BORGARDT

“I treat the house as though I were moving in myself and regard each home as a work of art. Every home is regarded as custom and unique.”

BOBBY BEN-SIMON, OWNER



KOSL Building Group combines traditional early-20th-century designs with modern conveniences.

For more than 25 years, KOSL Building Group has created mansions in Scarsdale, Rye and Larchmont, N.Y.; and Greenwich, Conn.

“These are big, expensive homes,” Owner Bobby Ben-Simon says. “They are the highest quality you can imagine in a single-family residence.”

The homes are designed in vintage styles recalling the early 1900s. “I’m a big fan of 1900s-era construction,” Ben-Simon says. “They are great quality homes and that is the model of my homes. They are very traditional with extensive molding and trim inside and out.”

Although the homes post traditional styles, they nonetheless offer modern features and conveniences such as large kitchens, high ceilings, walk-in closets and large family rooms. The configuration of the space has changed dramatically. Kitchen, family room, master bedroom, closets, are all much larger but the main traditional layout remains the same.

PROFILE

KOSL BUILDING GROUP

www.koslbuildinggroup.com / **Annual revenue:** \$30 million+ / **HQ:** Mamaroneck, N.Y. / **Employees:** 25
Specialty: High-end custom homes



KOSL Building Group has completed more than 100 homes throughout New York's Westchester County area.

ART WORK

KOSL Building Group has completed more than 100 houses. "I often buy the land without a buyer in mind. My architect and I design the house and then produce a very high quality rendering to help potential buyer see what he's buying before the home is completed. Most people love to put their input into the custom finishes," Ben-Simon explains. "I treat the house as though I were moving in myself and regard each home as a work of art. It is something that is going to be there for the next 100 years and something that will always look beautiful and classy. It is not going to run out of fashion 20 to 30 years from now."

The homes typically cost from \$3 million to \$20 million. No two are the same, either. "I never repeat the same house twice. Each has its own signature," Ben-Simon says.

For those prices, the quality of construction needs to be top notch, he says. That was proven in 2012 when KOSL Building Group homes withstood the devastation of Hurricane Sandy.

When Simon received word from homeowners about how well the houses stood up to the storm, "that was the best compliment I can receive," he says.

NICE NEIGHBORHOODS

KOSL Building Group is selective about where to build, focusing on the Westchester County areas of Scarsdale, Rye, Larchmont and Greenwich. Those are well-maintained locales

with exceptional reputation schools and well run communities. Working in this areas brings stability to KOSL Building Group's business.

The phenomenal school districts of the area ensure a stable demand from not just well-to-do New Yorkers but also international business families. Many clients, for example, come from Europe and Asia, and choose to live in the area because of its outstanding schools and proximity to Manhattan via rail or car. "Right now, the economy across the country is not great but in Manhattan and Westchester County it is solid as it can be," Ben-Simon says.

Most of KOSL Building Group's projects are new builds, as well as expansions. For example, one home that was originally built in 1923 was expanded from 5,000-square-foot residence to 18,000 square feet. In this instance, matching of material and style is critical to its success.

KOSL Building Group homes often include high ceilings, multiple fireplaces, showpiece living rooms, large master bedrooms, state-of-the-art kitchens, top-of-the-line appliances and bathrooms with each bedroom.

"We have a very distinct style that is well recognized in the community as KOSL house," Ben-Simon says. "That makes me very proud."

"With over 25 years' experience and leadership, KOSL has built many of Westchester's most successful and prestigious homes," the company says. ■