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William Pitt Southeby's absorbs Hensal Realty




Dirk Perrefort



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DANBURY -- The owners of Hensal Realty have announced the firm has merged with William Pitt Sotheby's International Realty's Northern Fairfield County office on Federal Road.

Betty Hensal, who has operated Hensal Realty along with her husband, Tom Hensal, for the past decade, said they decided to move forward with the merger because of the professional atmosphere within the William Pitt organization and the host of tools at their agents' disposal.

"We've been looking to do something like this for awhile now and found the perfect fit with William Pitt," Hensal said. "I was really impressed with their marketing abilities, the tools they have available, as well as their global exposure."

Hensal began her real estate career in 1976 with the Brookfield and Danbury offices of Davis and Hoyt, a real estate and insurance company based on West Street. She started her own firm in 1994, when she purchased Davis and Hoyt's Brookfield real estate division. Initially named Davis and Hoyt Hensal Realty, she changed the name in 2010 to Hensal Realty.

"It's the only company I ever worked for," Hensal said.

Adele Unger, the managing broker of William Pitt's regional Danbury office, said it was the reputation built by Hensal and her colleagues that attracted her to the firm.

"They all really have a phenomenal reputation in our area," Unger said. "Not just with clients, but also with other real estate professionals, which can be very important in this business. Hensal's integrity and top-notch service is what made them so successful and what makes them a perfect fit with our office."

Hensal and six other agents will continue working with William Pitt as part of the merger.

The move, Hensal said, allows her to get back to what she loves, training new agents, and will give her more time for her charitable efforts in the community.

"I trained all of our agents over the years and I'll get to do that again," Hensal said. "Consumers today need someone who is not only a strong negotiator, but well versed in the local market. There may be a lot of information out there these days, but the consumer really needs that professional guidance that only a well-trained real estate professional can provide."

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