

A closeness to her community

When her youngest son started full-time kindergarten, Realtor Lorraine Amaral thought it a perfect time for a career change. After all, she had always been in sales and loved working with people.

One day, after having a discussion with her husband on how they thought she should become a Realtor "someday," she said, he came home with the books to study for her to obtain her license.

"Since I immerse myself into everything I do, I became the rookie of the year my first year in," Amaral said.

Since then, she has been a consistent top producer for her office.

"I am committed to exceeding my buyers' and sellers' highest level of expectations throughout all of their real estate transactions," she said.

This includes using marketing techniques to reach buyers from around the corner or around the world. Amaral has even branded herself with the phrase "your Realtor with passion and performance."

In the current housing market, in order to get the offer accepted, the property must actually look its best, be priced correctly and marketed extensively, according to Amaral.

"I guide my clients from the very beginning staging process all the way through to the closing table. In the process, I work with a large team of mortgage professionals, licensed inspectors and trusted attorneys whom I work hand-in-hand with to make for a smooth and stress-less transaction."

Amaral specializes in working closely within the community she calls home, including the Candlewood lake areas and all Fairfield County. She is with William Pitt Sotheby's International Realty.

In her spare time, Amaral enjoys entertaining and spending time with her family and friends.

"Living in Danbury for almost my entire life has brought me very close to my com-



Business: William Pitt Sotheby's International Realty

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Lives: Danbury

Expertise: Single-family homes, relocation specialist

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munity," she said, adding that she has been a volunteer in the public school system for the past 14 years and is involved in a variety of youth sport activities including managing a premier U17 soccer team last year.

She is also involved with a variety of charities including Juvenile Diabetes Research Foundation, St. Jude's Children's Hospital, Dream Come True and Ann's Place. She enjoys traveling and has traveled extensively throughout Europe and Asia, which provides her with the ability to represent her clients internationally with her Sotheby's global connections.

She has been married for 31 years and the couple has two teenage sons; the eldest graduated from Danbury High School and will be attending Penn State, while their youngest son will be attending Danbury High.

Psychology studies help Realtor

Kellie Martone's plan was to earn a master's degree in psychology, but that changed when she took a year off before applying to graduate schools.

"My father is a builder, and I'd done some work with him over the years," she explained. "Growing up, I was always fascinated by architecture. My love for houses never faded, and I decided to take a few real estate courses."

She ended up earning her Realtor's license in 2001.

"Things fell into place and with great mentors and lots of hard work, I've been successful," Martone said.

Today, she feels her degree in psychology is definitely an advantage.

Buying and/or selling a home can be overwhelming at times, so with a psychology background she is able to manage people's emotions properly and set expectations, she said.

Another key factor is listening.

"I really take the time to listen to my clients' goals, and then I do everything in my power to achieve them," she said.

Martone does this with the help of Joan Gough, a client support assistant since 2004, who handles the details of her business, which allows the Martone to focus on her clients.

The most rewarding part of her career is doing what she can to make people's lives easier throughout the process, and then seeing how happy her clients are after their closing.

Martone works for William Pitt Sotheby's International Real Estate and serves Brookfield, Bethel, Danbury, New Fairfield, Ridgefield, New Milford, Bridge-water, Newtown, Southbury and Woodbury.

She lives with her 8-year-old son in Brookfield where she was born and raised. In her spare time she spends time with family and watches her son play



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sports.

She has a bachelor's degree in psychology from Fairfield University and was named Northern Fairfield County Realtor of the Year in 2012. A member resident of the Greater Fairfield Chapter of the Women's Council of Realtors in 2006 and 2014, she is a four-time Connecticut Magazine Five Star Real Estate Agent Award winner.

She has also earned the following designations: Accredited Buyer's Representative, Certified Residential Specialist, Seller Representative Specialist and member of The Institute for Luxury Home Marketing.

In 2006, the agent established the Kellie Martone Scholarship for Outstanding Leadership, awarded annually to a Brookfield High School senior.