

News

William Pitt Sotheby's acquires Fingelly Real Estate

Published: Thursday, August 06, 2015



William Pitt Sotheby's International Realty announced last week that the company has acquired the assets of Nicholas H. Fingelly Real Estate in Southport and Westport. Nicholas H. Fingelly Real Estate will now operate as William Pitt Sotheby's International Realty.



From left, Vicky, Cathy and Ginny Fingelly; Paul Breunich.
(Contributed photo)

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Terms of the transaction were not disclosed.

William Pitt Sotheby's International Realty stated that it will now maintain two brokerage locations in each of the towns, keeping open Fingelly's offices at 251 Main Street in Southport and 1265 Post Road East in Westport, as well as its own at 250 Pequot Avenue in Southport and 199 Post Road East in Westport. Fingelly's 67 expert sales associates will still be based out of their existing offices, including principals Cathy, Ginny and Vicky Fingelly, who will also continue with the firm as sales associates.

William Pitt Sotheby's International Realty expressed that Fingelly was an ideal fit for its firm based on its heritage, community involvement and reputation for exceptional service in the real estate industry. At the same time, Fingelly indicated excitement about its agents being provided with access to all of the exclusive advantages available through the Sotheby's International Realty(R) brand, as well as its strong regional presence throughout Connecticut and in Westchester County.

"This new association brings our clients and agents a level of reach that was not previously available to them," said Cathy, Ginny and Vicky Fingelly in a statement. "The international exposure with connections to real estate experts all over the world, extraordinary marketing both nationally and globally,

cutting-edge technology, preeminent branding and incredible referral opportunities are just a few of the extraordinary benefits that will now enhance our business.”

Nicholas H. Fingelly Real Estate was founded by Nicholas Fingelly in 1948 with his first office opening in Fairfield. During the years he led the firm, the name Fingelly became associated with the preservation of traditional local architecture as purchasing, renovating while maintaining historic integrity, and then reselling both residential and commercial properties became a significant part of the company’s business. The Southport office falls into this category, as Fingelly purchased the historic building in the late 1980s and spent 18 months rebuilding it and restoring its original façade before opening it as a brokerage. Over the course of his career, Fingelly also worked with the Chamber of Commerce to honor both beautiful renovations and new constructions by establishing the Visual Improvements awards program, which was later named the Nicholas H. Fingelly awards.

After his passing in 1992, three of his daughters, Cathy, Ginny and Vicky Fingelly, took over the firm’s leadership. The company joined the Sotheby’s International Realty network as an affiliate representing Southport, Fairfield, Westport, Weston and Easton, and remained an affiliate until 2005. During those years, Fingelly became known for client service for properties at all price points, and accomplished an exemplary reputation in the luxury market, where it achieved a number of record sales. The company was responsible for the highest sale in Fairfield at \$24,450,000 in 2001, the highest in Southport at \$16,250,000 in 2003, and the highest in Westport at \$25,000,000 in 2006.

“Joining forces with Nicholas H. Fingelly Real Estate is a move that makes perfect sense for our company, as we seek to expand our business in these sought-after markets with the addition of the best possible agents,” said Paul Breunich, President and Chief Executive Officer of William Pitt Sotheby’s International Realty. “Fingelly has played a significant part in shaping the local market as we know it today, and we will greatly benefit from the real estate expertise, talent and rich local knowledge brought by its sales force. In turn, we will increase their business through the prestigious and far-reaching platform offered through our international brand.”