

AGENT PROFILE *William E. Bodine*

Mastering negotiations

After retiring from a successful career in manufacturing with an engineering background, William E. Bodine decided to become a Realtor five years ago. After all, he always enjoyed his involvement in purchasing and selling real estate.

Among his best buying and selling skills as a real estate agent is his highly honed ability to negotiate on behalf of his clients, having negotiated the sales of multi-million dollar machinery equipment for more 30 years. He also has the ability to bring both parties together for a successful sales transaction.

In the end, the most rewarding part of his career is providing his clients — who are often good friends or personal referrals — with the service, professionalism and results they expect and deserve, Bodine said.

He has expertise in Fairfield/Southport, Westport, Easton, Weston, Black Rock and Lordship, having lived and worked in these areas his entire life. As an agent with William Pitt Sotheby's International Realty, his sales territory extends from Norwalk to Stratford, including Weston and Easton.

Bodine and his wife, fellow real estate agent Victoria Fingelly, live on Fairfield Beach Road in Fairfield. Presently, they are building their own house on the beach, which has provided both with an intimate knowledge of all of the new FEMA regulations and requirements.

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Business: William Pitt/Sotheby's International Realty

Lives: Fairfield

Office: Westport

Expertise: Single-family residences, waterfront properties

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spend their free time traveling, walking the beach with their dog, reading and enjoying the company of their friends and neighbors.

Long before obtaining his real estate agent license, Bodine studied mechanical engineering at Lehigh University in Pennsylvania and spent 30 years as an international sales and marketing executive.