

AGENT PROFILE *Barbara Cleland*

Real estate feels rewarding

When Barbara Cleland was younger, she always wanted to sell houses but she thought she lacked the confidence. She went into the corporate world instead working at Este Lauder cosmetics, BIC USA and Warnerco — the latter in marketing and brand management. She has a master's of business administration with an emphasis in marketing from Western Michigan University and bachelor's degree in communications from Michigan State University.

Fourteen years ago, she followed her dream of selling houses and has found it provides many rewards.

"Every day is different," Cleland said, adding that of No. 1 importance is "interacting with people and helping them to achieve their goals in homeownership or in moving on to the next phase of their lives. I'm rewarded in seeing the results of what I do."

Cleland is one of the top producers in the market. She covers all of Fairfield county, particularly Darien, Rowayton, Norwalk, New Canaan, Stamford, Westport and Wilton. Her business is generated from past and current client referrals and repeat sales and purchases from satisfied clients.

Having lived in New York City, Cleland said she has the ability to help people making the transition, as she did, from Manhattan to Fairfield county.

"I know what they're going through and can help someone relocate," she said.

She offers the most up-to-date methods and information in real estate, uses cutting edge technology and communication, shares the "ins and outs" about the towns of lower Fairfield county with her clients and is a skilled negotiator. Cleland has Graduate Realtor Institute (GRI) designation and she is a provisional real estate appraiser. Her community involvement includes



Business: William Pitt Sotheby's International Realty

Works: Darien

Lives: Darien

Expertise: Residential buyers and sellers, certified relocation specialist, customized marketing plans, Accredited Buyers Representative, new homes and land specialist, provisional real estate appraiser

Contact: (203) 246-4156, bcleland@williamspitt.com

Sound Cyclists of Darien, New Canaan Presbyterian Church, the World Affairs Forum of Stamford and Bruce Museum in Greenwich.

Among Cleland's hobbies are flower gardening, landscape architecture and design and updating and renovating houses. She also enjoys sailing and has completed three half-ironman competitions (which entails a 1.2-mile swim, a bicycle ride of 56 miles and running 13.1 miles) each in less than 7.5 hours, and she applies that same determination and drive to her work as a Realtor. She is also actively involved in local yoga classes and enjoys trekking in remote areas of the world.