

AGENT PROFILE *Craig Oshrin*

## Organization key to help clients

After owning his own move management and relocation business for 15 years, Craig Oshrin felt he possessed the skills required to succeed in the real estate brokerage world. So he obtained his license, jumped in and never looked back.

He feels he has the strong ability to communicate effectively with everyone involved in the real estate transaction process and is extremely organized.

"Without that key component, I would not be able to serve my clients the way they deserve to be," Oshrin said.

He also has a deep understanding of how to help people through the process and to help them understand the emotions involved in buying or selling a property.

"People feel safe when they trust me with the sale or purchase of their home. I am a strong negotiator," he said.

Simply put, the most rewarding part of Oshrin's career is that he gets to help clients move from one home to another. It also feels terrific, he said, when they are pleased with his work and express that to him.

Managing his clients' expectations is important, he said. But more important than that is keeping them informed concerning the current market conditions and possible pitfalls that could arise.

When he is dealing with a seller, he is working on his clients' behalf to promote and market their home. When he is working with a buyer, he helps them determine the value of the home they would like to purchase so that the buyers get the best



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possible deal.

The primary markets he serves include Fairfield, Westchester and New Haven counties.

When he's not working, he said he does whatever makes his wife, Rachel, happy. They live in Fairfield with their dog, Bella the buyer.

Oshrin has a bachelor's degree in business administration from Norwalk Community College and is a member of the National Association of Realtors, the Connecticut Association of Realtors and the Greater Fairfield Board of Realtors.

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