

Helping find the right home

Local Realtor Mary Guertin has always loved all aspects of real estate, from the financial and sales aspect to the sociological aspect and how people turn a house into a home. So in 2003, she obtained her real estate license and went into the career field.

She believes everyone should have the opportunity to find the right home that suits their needs and is willing to assist people in finding the right place. Sometimes, she said, there are challenges to overcome in matching the buyer's situation with the market, but she and her clients work together to find an acceptable solution.

Guertin understands the business side of real estate and strives to stay in-tune with changes within the market and the business process by reading, attending seminars, educating myself on integral and related topics, including information technology, trends in home, building and family matters, marketing and sales techniques, among other things. Because of this, she said, she can seamlessly employ the information in a relatable manner to benefit her buyers or sellers.

By carefully listening to and observing them she can offer them information, guidance and advice that can be instrumental in their decision making process.

Aside from seeing happy buyers settle into their new home, or a seller thrilled to be moving on, among Guertin's most rewarding parts of her career is when she is able to "see through the clutter" during an impasse of a transaction to find a solution



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that enables the process to move forward.

While she has lived in and loved Bethel for 30 years, she thoroughly appreciates the entire Greater Danbury area including the communities of Bethel, Brookfield, New Fairfield, New Milford and Newtown, and recognizes each has its own identity and attributes, but essentially are a cohesive area.

In her free time, Guertin loves to cook and garden both flowers and vegetables, and enjoys spending time with family and friends. She also practices yoga and volunteers in her church. She is widowed and has two grown children.
