

AGENT PROFILE *Lisa Solheim DeVellis*

## Giving guidance through deals

Strengths from her professional work history and family backgrounds have assisted local Realtor Lisa Solheim DeVellis greatly in aiding her clients with their home buying or selling requirements.

Her extensive experience is regularly applied to the construction of new homes, the renovation of existing homes, the restoration of antique homes, the marketing of unique properties and the utilization of human resources, both corporate and individual.

In what may be a first time experience for a client, DeVellis provides guidance every step of the way from the first hello to the closing table in order to ensure a smooth and efficient transaction. When the process becomes extremely emotional for sellers involved in a short sale, foreclosure or a divorce scenario, for example, she uses her strong interpersonal skills to diffuse a potentially stressful and difficult situation.

DeVellis, who has been licensed since 2003 and with William Pitt Sotheby's since 2007, leverages the extensive resources available through the global reach of Sotheby's network to have all properties beautifully represented both online as well as in print advertising utilizing professional photography to appeal to buyers and enhance exposure domestically and internationally, she said.

Among her best purchasing and selling skills are educating clients on market conditions and industry movement to ensure their ability to make informed decisions.

She feels ongoing communication through the process of the transaction is



**Business:** William Pitt Sotheby's International Realty

**Lives:** Newtown

**Office:** Danbury

**Expertise:** Corporate relocation, first-time homebuyers, second home, 55+ active adult, home building and design, foreclosures and short sales

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paramount.

As part of a team with fellow Realtor Tina Ross Wirthhoff since 2009, they serve Northern Fairfield, Southern Litchfield and Western New Haven counties.

DeVellis, who is married with three adult children and one grandchild, has a bachelor's degree in human resources management/marketing from Quinnipiac University, Hamden. Her hometown is Norwalk.