

AGENT PROFILE *James Millington*

Challenge provides opportunities

Local Realtor James Millington was introduced to real estate by his mother, Dianne Millington, who was a very successful broker in Fairfield for 30 years. The two worked together at William Raveis Real Estate and Nicholas H. Fingelly Real Estate from 1999 until her death in 2012.

In his 17 years as an agent, he has honed his real estate philosophy: If you love what you do, your clients know it and your success will continue to grow. "This is a business with many challenges, and each challenge provides an opportunity to exceed and excel in the art of selling real estate," Millington said, adding that some of his peers are driven to close a deal at any cost. For him, success comes when he gets to really know his client and is able to provide them with the advice and guidance they need to feel secure in their decisions.

Having been in the business for many years, he has learned to see red flags and other issues coming from a mile away. For buyers, he has a depth of regional knowledge in the markets he serves and is able to use that to find a home that fits their specific wants and needs. For sellers, he prides himself on the using all the tools at his disposal to market their properties.

Millington serves the communities of Westport, Norwalk, Easton, Bridgeport, Shelton, Trumbull, Monroe and Fairfield, where he resides. He is also active in his community, serving as the Former RTM (Town Council) Majority Leader in the



Business: William Pitt Sotheby's International Realtor

Lives: Fairfield

Office: Southport

Expertise: Single-family homes, multi-family homes and land

Contact: jmillington@williampitt.com, (203) 258-1049

Town of Fairfield, a Justice of the Peace and the current chairman of the Fairfield Republican Town Committee.

He is married to Kelly Barnes Millington who owns Kelly Millington Travel, a luxury travel company, and also an agent with William Pitt Sotheby's.

Millington is a graduate of Greens Farms Academy. He has a bachelor's degree in business marketing and sociology from Lehigh University, and is a certified notary.
