

AGENT PROFILE *Chris Titus*

Integrity, professionalism, honesty

After a long run in the restaurant business in New York City where he opened both Carmine's restaurants and was the first general manager of the Times Square location, Chris Titus decided to move out to Connecticut. Real estate seemed like the perfect fit for him as it requires great people skills and understanding of people's needs and expectations, he said.

"I've also relocated all over the country and know what people go through when they have to transition to a completely different area."

After 12 years as a Realtor, he's learned this business is all about integrity, professionalism and honesty. Anyone can take the training to become a Realtor, but it is not everyone who succeeds in this business, he said.

What sets Titus apart is his communication skills, honesty, taking the time to really understand what his client's needs are and doing whatever it takes to get the best deal for them.

For his buyers, the agent spends a lot of time going to preview homes that he thinks would work for them rather than hauling them all over the place looking at homes that are not even close to what they are looking for. That just wastes everyone's time and shows that you are not really paying attention to their needs, he said.

For his sellers, Titus is very honest and realistic about pricing their homes. He ensures they thoroughly understand the market and explains to them the importance of pricing their home based on cur-



Business: TSS Realty Group-William Pitt Sotheby's International Realty

Lives: Norwalk

Office: Southport

Expertise: First-time buyers, relocation clients, luxury and waterfront properties, new construction

Contact: (203) 247-0063

rent sales rather than their emotional attachment to their home.

He serves the communities of Fairfield/Southport, Westport, Wilton, Easton, Weston and Norwalk where he has personally lived for 17 years.

A self-proclaimed foodie, Titus loves eating out and trying any new restaurants. He also loves to cook and entertain. With a music and theatre background, he said he does whatever he can to stay in touch with the latest theatrical and musical events. He is married with a 14-year-old Basenji mix.