

AGENT PROFILE *George Papageorge*

Helping clients learn process

George Papageorge was a property manager for his family for many years where he learned the rental business, then worked for 16 years supplying environmental data to the commercial real estate market. He started as an analyst and worked his way up to vice president overseeing the entire production department. After he left the corporate world, he decided to become a Realtor in 2010 because he enjoys working with people and visiting homes.

Today, before stepping out the door to visit homes or to list a property, the Realtor educates the buyers and sellers about the process so nothing comes as a surprise and to make their transaction as smooth and stress free as possible.

"I also get to know them and their needs so I can fully understand what they are trying to accomplish when buying or selling a home," he said. "I give all my clients the honesty, integrity and expertise they deserve with very good customer service."

He feels what sets him apart is being very organized and energetic. He bases his business on educating the client and providing the best customer service. The largest complaint he hears about Realtors is they are slow at getting back and don't communicate, so every day he reminds himself that clients deserve the best customer service and regular feedback.

Papageorge's best purchasing and selling skills are negotiating.

"People have to understand that when an offer is made, it has to be based on current comparable sales and the condition of the home," he said. "I also give the agents



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on the other end of the transaction courtesy and respect and good customer service to keep the lines of communication open."

As a William Pitt Sotheby's Realtor, he focuses mainly Fairfield and Trumbull, but services all of Fairfield County and Milford.

He personally has lived in Fairfield for 53 years where he enjoys watching football, reading, working in the yard, walking the dog, volunteering and spending time with his fiancé, Cynthia Rose. He has one son, George Jr., a daughter, Athena, and future stepson, David, and step daughter, Lisa.