

AGENT PROFILE *Terence P. Beaty*

Pride in helping builders

Terence P. Beaty's father got him into time share sales in Newport, R.I., when the selling property bug bit.

Then, Beaty moved to New York City and later Stamford as a real estate agent. He has been with William Pitt Sotheby's International Realty for 23 years, but he's been in the business for 27 years.

His real estate philosophy is based on the home seller. If he or she doesn't move their price after the first 60 to 90 days of the listing period, he said, they're not really an active seller and buyers sense that.

What sets him apart from others in this business is his new home and land sales experience.

He prides himself in helping builders develop sales and marketing campaigns to get their homes sold on time.

Beaty also specializes in high-end luxury homes. Among his best real estate skills are providing accurate information and sound strategic thinking.

The most rewarding part of his career is the number of area agents he knows personally from over his nearly three decades in the business.

Beaty serves the communities of Fairfield, Westport, Southport and some shoreline towns.

He is also familiar with Stamford and Southern Westchester, and is licensed in both Connecticut and New York.

In his spare time, the real estate agent likes to ski, golf and head to the beach. He is married with two daughters.



Business: William Pitt Sotheby's International Realty

Office: Southport

Lives: Fairfield

Expertise: Luxury and New Homes

Contact: tbeaty@williampitt.com, (203) 913-3535 (cell)

Beaty has a degree from the Rhode Island School of Design, is the co-founder of the New Home Marketing Group of America and is a board member of the Build Hope Foundation.