

Helpful with home investments

Local real estate agent Susan Vanech has been buying and selling investment homes for 15 years in the surrounding areas including New York City, Weston, Westport and Fairfield. She earned her real estate license five years ago.

Aside from the romance of falling in love with a home, she knows it is most often the single largest investment a client will make. With that understanding, the Realtor approaches every transaction with weight of that importance.

She is also able to see and share the potential of a home, especially when it is not particularly obvious, and counts among her best purchasing and selling skills as knowing a sound investment and understanding how to best guide and advise both her buyers and sellers through a seamless transition.

It is most rewarding when previous clients continue their relationship with Vanech after the sale.

“They reach out to say hello or call to tap into my extensive data base of resources from my renovation experience,” she said.

Vanech primarily serves Westport, Fairfield and Weston but partners outside her areas and is called on for her one-of-a-kind marketing or her renovation and revisionist skills.

She personally calls Fairfield home where she lives in an historic 1780s home



Business: William Pitt Sotheby's International Realty

Lives: Fairfield

Office: Southport

Expertise: Single-family residences, marketing

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that she completely renovated to retain the original integrity of the home. (Not to mention, she negotiated her heart out and made the purchase almost 30 percent under asking price, she said.)

In her spare time, she demos houses with her sons, ages 12 and 14. She is married and has a master's degree in education.