

Matchmaker with homes

Local Realtor Laura Freed Acona said she is like a matchmaker.

"I am all about making love connections. I match buyers with the right homes, and I help sellers target buyers who will value their home as much as they do."

She decided to move into the real estate business and obtained her real estate license in 2004 after being a certified public accountant for 17 years. She had her accounting/consulting practice for 12 years. In that role, she was helping a lot of people on the financial side of their home purchase preparation and thought real estate would be a good complement to her business — little did she know it would become her destiny to be in that profession.

But it is her background coupled with her strategic problem solving skills, passion and creativity that Acona feels sets her apart from other Realtors. She cites intuition as her best purchasing and selling skills, not to mention her financial background.

"I love people, and I think I read them well," she said.

The most rewarding part of her career is the people she gets to help. Her clients become her friends, even family, as she recognizes that she is in the middle of a lot of important life events for people. It's something she considers both a privilege and a responsibility.

As an agent with William Pitt Sotheby's International Realty, she serves the communities of mostly Ridgefield and Redding. Acona doesn't have much free time as



Business: William Pitt Sotheby's International Realty

Lives: Ridgefield

Office: Ridgefield

Expertise: Luxury, relocation, short sales

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she wears another hat in a family business. She and her husband own Tusk & Cup in Ridgefield, which is a specialty espresso bar and gelateria. They are getting ready to open their second location in Wilton.

When she can fit it in, she loves to run, bike, travel and spend time with friends. She has three sons, ages 19, 22 and 25.

Acona graduated from SUNY Binghamton with a bachelor's degree in accounting. She is also a Sotheby's Diamond Award-winning agent and was the No. 1 agent this past year in the state for William Pitt Sotheby's International Realty.