

## AGENT PROFILE *Erika Portanova Songer*

# Transparent, direct approach

**P**rior to becoming a Realtor a decade and a half ago, Erika Portanova Songer worked in the advertising and marketing industry.

Today, what sets her apart from others in the real estate business is her work ethic; it is unparalleled, she said.

Her transparent, direct approach in communicating with her clients and handling negotiations proves time and time again to be successful and appreciated, by all parties involved.

That is one reason why she counts among her best purchasing and selling skills as finding resolution in all problematic scenarios presented — and she knows based on her experience every real estate transaction poses some kind a challenge.

Portanova Songer keeps in touch with all of her past clients and finds it is such a reward to hear from them from time-to-time as their lives and families grow in and ultimately out of that first house which she helped them purchase.

“Real estate truly is a building block for long-term relationships,” the real estate agent said of the best part of her career.

As a Realtor with William Pitt Sotheby’s International Realty in Southport, she serves all of Fairfield County, including Trumbull where she personally resides.

In addition to being a full-time agent, Portanova Songer serves as a director on



**Business:** William Pitt Sotheby’s International Realty

**Live:** Trumbull

**Office:** Southport

**Expertise:** Residential real estate

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the Greater Fairfield Board of Realtors. She is also an avid runner and loves to compete in races.

She has a Bachelor of Arts degree from Gettysburg College.