

'Full-speed-ahead work ethic'

Roni Agress' interest and love of real estate began with her move to Connecticut and her own experience in searching for and buying her home in Redding. She thoroughly enjoyed and was fascinated by the home buying process. So, in 2001, the decision to establish a career in real estate was a foregone conclusion, she said.

Today, she believes every client — whether buyer, seller or renter — deserves her uncompromising dedication, care, respect and enthusiasm. The Realtor recognizes every transaction is a process, starting from day one, meeting and managing challenges every step of the way and culminating in the closing of a sale.

"Exceeding clients' expectations and seeing clients thrilled and proud to have accomplished their goal is so rewarding," Agress said. "For me, the measure of success is a happy client — and that is priceless."

Her "full-speed-ahead work ethic" is hard-wired into her DNA. Her enthusiasm, integrity and uncompromising care and dedication to every client in every real estate transaction speaks to who she is and how she approaches her business.

Among her best purchasing and selling skills is a sensitivity to her clients' needs and desires. She also feels she can be a steadying influence in stressful situations.

Agress has listed and sold in towns throughout Fairfield County including Redding, where she has lived since 1988. In her spare time, the self-described "vora-



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Lives: Redding

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Expertise: Residential sales and relocation for buyers, sellers and renters

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cious reader" also loves movies and gardening.

She and her husband, who is a lighting designer, have one child who is currently attending the School of Visual Arts in New York City.

Agress, who has a bachelor's degree in fine arts, has won a number of awards including being named a Five-Star Real Estate Professional in Connecticut Magazine and a Gold Star award-winning producer for William Pitt Sotheby's International Realty.

Former reporter loves variety

Local real estate agent Kristi Vaughan has a long history of working for herself, so she's always organized and not afraid to get her hands dirty. She also has a great curiosity about many subjects and is very good at multi-tasking — something that probably stems from her days as a general assignment newspaper reporter, she said.

"I was always learning something new, (and) real estate is very much about learning, problem solving and listening to what your clients want," Vaughan said.

"It's an always changing job — one day I am helping stage a house, the next I am researching land records, helping a client figure out the best sale price for their house or negotiating an issue that came up in inspections. Real estate is never boring."

Her real estate philosophy centers on making clients first as her tagline is "real estate with your interests in mind."

She takes her clients' needs very seriously and tries very hard to make sure their time together is about them as opposed to her getting a sale, she said.

"It is much more about finding the best way to meet the buyer or seller's goals and that may take some time," she said.

It's no wonder her best purchasing/selling skills are listening, patience, analytics, a professional approach to the sales and purchase process and speed of response.

Vaughan enjoys working with all types of clients, but she finds it especially rewarding to help someone buy their first home and to share in that excitement. As



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an agent with William Pitt Sotheby's International Realty, she serves the communities of Ridgefield, Redding, Wilton and Weston as her primary markets, but since becoming an agent in 2005, she has worked in and is familiar with a wide geographic area that encompasses most of Fairfield County.

In her spare time, this wife and mother enjoys spending time with friends, traveling, extensive gardening, walking and playing with her rescue dog. She has a bachelor's degree from Connecticut College.