

AGENT PROFILE *Coree LaManna*

Helps find dream homes

Coree LaManna's stepmother is a Realtor in Richmond, Va., where she would have LaManna decorate and stage all of her big listings.

"She and her clients kept telling me that I would love selling and decorating homes, so I finally took the leap," LaManna said.

It was a natural progression to go into real estate after having owned her own interior design business and working for Sotheby's auction house in New York City, she added.

Today, with her business partner, Paul Gervasi, she is able to assist her clients with not only buying and selling their homes, but decorating them too. Their real estate philosophy is plain and simple: Listen, be attentive and help guide their clients through the ins and outs of the buying and selling process.

LaManna and Gervasi recognize that selling a home can be an emotional process. As agents, they are not only sensitive to clients' views on pricing of their home, but also their views on staging it, LaManna said. They are also able to listen to their clients, pick up on cues and guide them to find their dream homes, she added.

"When it comes to purchasing a home, we will tirelessly work with our clients to weed through homes and find them the home and location that best meets their needs," she said.

The team prides themselves in providing sellers with consistent feedback on the status of their sale. As agents, they said, it is not simply their goal to get a listing but to ensure that once they have the listing that the client is kept abreast of the market and the activities surrounding the sale of their home.

LaManna lives in Ridgefield, but also has a summer home on Candlewood Lake in New Fairfield. She has two daughters: Liza, who is a senior at Ridgefield High School, and Sophie, who is starting eighth grade at



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East Ridge Middle School. She and her husband, Fred, will be celebrating their 20th anniversary in May.

When she's not driving her daughters to their all-star cheerleading events, LaManna likes to spend time at her lake house. She also loves going to flea markets and thrift stores to find unusual pieces that can be used or repurposed for their clients homes.

She has a bachelor's degree from Mary Baldwin College with an art and interior design emphasis.