

AGENT PROFILE *Lucy Blessey*

Dedication, experience

Thirty-eight years ago, Lucy Blessey got into the real estate profession by taking the real estate course at Western Connecticut State College. She was already attending the college and thought it would be a great course to take.

"I loved it, and the rest is history," she said, adding that at the time the course was quite difficult and was in two parts. Part two was all math.

Today, her real estate philosophy is quite simple. In most cases, she recognizes real estate is one of the biggest investments of a person's life, but she still treats everyone equally, striving to be as helpful and diligent with low-end buyers or sellers as she is with her higher-end clients.

What sets Blessey apart is the respect she receives from fellow Realtors because of her ability to work well with them without pulling rank or attitude, just communicating and getting the job done.

"It's been nice to hear from my peers what a pleasure it is to work with them," she said.

She counts among her best skills the ability to let the buyers buy the house, not her. However, when a buyer loves a home and Blessey knows its downfalls, she does let them know the negatives of the property, always giving a positive corrective measure.

The most rewarding part of her career has been the wonderful people she has met and the friends she has made over the years. When asked about her areas of expertise, Blessey said that after all these years, she feels she has an expertise in everything.

As an agent with William Pitt Sotheby's International Realty, she serves Danbury, Bethel, Newtown, New Milford, New Fairfield, Bridgewater and Brookfield, where she has lived for more than 48 years —



Business: William Pitt Sotheby's International Realty

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Expertise: Single-family residences

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though she still considers herself a Danbury native.

Blessey enjoys traveling, shopping, bowling and going out to dinner. She has been married to the same man for 47 years, has two sons who are both married and four grandchildren.

She is presently on the Northern Fairfield County Association of Realtors Board of Directors and has also served as Director for the Connecticut Association, on behalf of NFCAR. Blessey was awarded the 2008 Realtor of the Year.