

AGENT PROFILE *Nishma Nana*

Broker is relocation specialist

Nishma Nana believes her clients deserve only the best customer service. Nana spent more than 12 years as a small business owner, operating a salon and spa, where she became adept at understanding clients' needs and wishes. Her communication skills and negotiation style were developed in the role — experience that's proven invaluable to her work as a real estate agent with William Pitt Sotheby's International Realty.

Nana obtained her real estate license in 2013, and went on to study and become a broker this past spring. She's assisted clients throughout Fairfield County, but tends to most often work with buyers and sellers in Norwalk, Ridgefield and Wilton. She's helped clients procure or sell single-family residences, as well as multi-family structures and condominiums.

"I am also a Relocation Specialist, who works with businesses of all kinds to find new homes for their employees," Nana said. "I've also assisted clients who've relocated to and from other states."

When she's charged with marketing a listing, Nana believes in garnering the broadest amount of exposure possible, and leverages multiple marketing channels to promote the properties, including social media sites and Sotheby's website and international network.

"Sotheby's is a real estate brand that has it all," she said. "We have a referral network that connects buyers and sellers locally and globally. It's particularly beneficial to its agents and clients that it has relationships



Business: William Pitt Sotheby's International Realty
Lives: Wilton
Works: Wilton
Expertise: Advanced broker-level knowledge of the local market and inventory, with relocation experience
Contact: (203) 762-01013, ext. 308 office; (203) 423-9406 cell; nnana@wpsir.com

internationally with websites, magazines and newspapers to showcase our listings."

Nana is best described as organized, tenacious, honest, hardworking and at ease with the technology, which plays an increasingly important role in how properties are bought and sold today. In her spare time, she enjoys traveling, dining out around Fairfield County, and being an active member of the community. She's a member of the Wilton Women's Club, the local Hindu Temple and the Wilton Parent-Teacher Association (PTA).

THE LIST

AGENT PROFILE *Molly O'Brien Watkins*

Eye for design, pro negotiator

Molly O'Brien Watkins is a more than 40-year resident of Fairfield County. She's lived in New Canaan, and for the past 28 years, she's resided with her family in Darien. As a young adult, she studied business and marketing at Skidmore College, and went on to build a stellar career in advertising and media planning — ultimately becoming a senior vice president and group media director for her firm.

"My strong suit was in print media negotiations, a skill that I have parlayed into successful real estate transactions," Watkins said. "After retiring from the ad business to raise my three children, I started an interior decorating business, Hollow Tree Designs, which has given me a keen eye when helping my clients see potential in a home and also with preparing and staging homes for sale."

In 2009, she obtained her real estate license, and today Watkins is a top-producing agent, a Five Star recipient, and Certified Relocation Specialist with William Pitt Sotheby's International Realty. She focuses her business on Darien, Rowayton and all of Norwalk, New Canaan and Westport.

"The Sotheby's brand is one of the most well-recognized names in luxury real estate," she said. "Our worldwide presence and name recognition has served me well, bringing call-ins and walk-ins from across the globe. The marketing tools available through Sotheby's are tremendous and provide our listing clients with national and international reach like no other."

When working with clients who are selling their homes, Watkins adopts a "roll your sleeves up" mentality and makes certain the



Business: William Pitt Sotheby's International Realty
Lives: Darien
Works: Darien
Expertise: Effective negotiation skills, vast local knowledge, and interior-design services
Contact: (203) 536-3889 cell; m-obrien@wpsir.com

home's best assets will be well represented. "For me, it is all about presentation and making a house look appealing to the broadest pool of buyers possible," she said.

Watkins equally enjoys working with home buyers. "There is nothing more personally satisfying than helping a family find their dream home," she said.

In her spare time, Watkins can be found volunteering at local charitable organizations and community events. She enjoys renovation and construction projects, including the home she and her husband are currently building in the Delafield Island section of Darien.