

New brokerage manager at William Pitt Sotheby's in Southport

Brian A. Clarke Jr. has been named Brokerage Manager for the William Pitt Sotheby's International Realty office in Southport.

Clarke has been a top-producing sales agent for 12 years, most recently based out of the firm's brokerage in Wilton, where for the first six months of 2016 he ranked first in closed units and second in closed dollar volume.



Brian A. Clarke Jr.

A lifelong resident of Fairfield County, Clarke was listed this year among Fairfield County's 40 Under 40 by Fairfield County Business Journal, a recognition the publication grants annually to the top 40 business professionals under the age of 40. Clarke is also the recipient of several Five-Star Realtor Awards from both Connecticut Magazine and Westchester Magazine, and was featured in the May Connecticut issue of Top Agent Magazine.

Prior manager Brad Kimmelman will now serve as brokerage manager for the same company's office in Scarsdale, N.Y., which does business as Julia B. Fee Sotheby's International Realty. Kimmelman became the manager for the Southport brokerage in 2011, and quickly grew his sales team's profits to ultimately achieve a No. 2 market share position, a dramatic increase from when he first assumed leadership.

"I am so excited and honored to transition into a management role with William Pitt Sotheby's International Realty," Clarke said in a press release. "I am confident that in my new position I can continue to provide the Southport sales team with the high level of support to which they are accustomed, both from Brad and from our globally renowned brand. At the same time, my goal is to bolster their productivity by drawing upon my own sales experience and knowledge of our local housing markets."

Prior to entering the real estate industry, Clarke gained skills in business and negotiation by managing two large veterinary practices in Fairfield County. Today, he maintains a heavy level of community involvement including with local chambers of commerce and the Lymphoma and Leukemia Society, as well as with coaching baseball.

"Brian has demonstrated a tremendous passion and enthusiasm for real estate throughout his career as an agent," said Paul Breunich, president and CEO of William Pitt and Julia B. Fee Sotheby's International Realty. "I believe his local expertise and incredible track record in production will prove a great asset to our Southport agents. I look forward to seeing him bring his considerable talents to our leadership team."



William Pitt Sotheby's consolidates local operations Southport office renovations complete

William Pitt Sotheby's International Realty has completed renovation of its Southport on the Harbor brokerage, located at 251 Main St. in Southport. The historic building has long been considered a local landmark, situated on the harbor and once even serving as a film location for a major movie production.

In addition, the company

announced that it will consolidate its local operations in Southport to conduct business out of the newly remodeled space, closing its second Southport location at 250 Pequot Ave.

William Pitt Sotheby's International Realty began operating from the 251 Main Street location in August 2015, when it acquired the assets of the reputable firm Nicholas H. Fingelly Real Estate. Now the company will combine its full local sales force in the harbor-front office to work together under one roof.

"Merging our two Southport locations helps us not only to achieve greater efficiency in leadership and operations, but also provides our agents with a strong team environment that allows for more opportunity to collaborate and draw upon one another's strengths," said Paul Breunich, president and chief executive officer of William Pitt Sotheby's International Realty. "In addition, we have been running our two Southport offices as one, so we feel this consolidation makes perfect business sense."

The building at 251 Main St. has served as a real estate brokerage since it was purchased in the early 1980s

by the founder of Nicholas H. Fingelly Real Estate, who spent 18 months rebuilding and restoring the original façade before opening it for business. The name Fingelly was often associated with the preservation of traditional local architecture as purchasing, renovating while maintaining historic integrity, and then reselling both residential and commercial properties were a significant part of the company's business, according to a release from William Pitt Sotheby's.

Breunich said William Pitt Sotheby's International Realty embarked on the restoration of 251 Main Street to pay tribute to Southport's unique and rich architectural heritage, demonstrating the company's own commitment to historic preservation while ensuring that the building continues to maintain its architectural integrity for years to come.

"Our company has always been both deeply ingrained and deeply involved in the Southport community," Breunich said. "We are proud to maintain our Southport on the Harbor brokerage's premier location in town, a beautiful office space that truly reflects the stature of our luxury brand."

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