

## AGENT PROFILE *Milana Gates*

# Helps clients see new angles

**A**fter years of being a real estate investor, Milana Gates decided to become a real estate agent. That was six years ago.

She had always enjoyed the process and satisfaction of buying and selling homes, so becoming a Realtor was a natural step since she already had years of personal experience.

She has also been a teacher and consultant, experiences that made her a great listener and gave her the ability pay attention to her clients' needs.

"The same skills that I needed to be an asset to my consulting customers are the same skills that are an asset to my real estate clients: Identify the goals and objectives and meet those goals and objectives in as timely and seamless a manner as possible," Gates said.

She currently works for William Pitt Sotheby's International Realty in Southport.

Gates strives to create an atmosphere of mutual trust and respect and is diligent in presenting her clients with the information necessary to make the decision that will best suit their goals.

"I take the responsibility of customer satisfaction very seriously," Gates said, adding that she has a thorough understanding of the real estate market and local and national trends given her previous experience.

The most rewarding part of her career is making her customers happy and helping them achieve their goals. She serves all of Fairfield County.

"I am enthusiastic and determined that a real estate transaction will be as smooth as



**Business:** William Pitt Sotheby's International Realty

**Office:** Southport

**Lives:** Fairfield

**Expertise:** Relocation, first time home buyers, investment properties and buying, selling or renting homes

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possible for buyers and sellers. My commitment and the relationship I develop with customers are of utmost importance to me," she said.

Gates' bachelor's degree in art history and her love of art helps her help clients see outside the box or recognize a diamond in the rough, she said.

In her spare time, the agent enjoys traveling, gardening, playing golf, cooking and spending time with her family. She is married and has a 14-year-old son.