

AGENT PROFILE *Jean O'Neill*

## An extensive local network

Since selling her first property in 2004, local Realtor Jean O'Neill has learned something new from every transaction, she said.

As an agent with William Pitt Sotheby's International Realty since becoming licensed, she has listed and sold homes in all the towns around Candlewood Lake and also worked in neighboring Bethel, Newtown, Norwalk, Ridgefield and Southbury over the years.

"What I've found is that real estate is as much about land and buildings, as it is about the people who are trying to secure or exit them," she said.

The steps between deciding to buy or sell a home and then opening or locking that property's door are fairly easy to lay out and discuss, according to O'Neill.

"What makes this work most interesting for me are the individual buyers or sellers, their situations, stories, hopes and dreams; and managing the process of getting them where they want to go in the midst of the framework of the legal and financial process," she said.

O'Neill, who grew up in nearby Rye, New York, has lived in New Fairfield for 20 years. She knows the Danbury area well and sees friends and family in Westchester regularly. Her three children attended New Fairfield and Abbott Tech schools and have gone on to Western and Central Connecticut State Universities.

"Each town in the greater Danbury area has unique attributes and I am glad to tour around with buyers," she said. "There's so much to see and do in this area and our property values, fair taxes and proximity to New York and transportation, make the greater Danbury area



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

**Lives:** New Fairfield

**Office:** Danbury

**Expertise:** Single-family residences

**Contact:** (203) 300-2332 (cell), jo-neill@wpsir.com

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a logical location for many to consider."

Whether representing a buyer at a bank foreclosure auction or the seller of a multimillion-dollar property, O'Neill's goal is to educate clients about the process and then connect them with industry providers like inspectors, attorneys, mortgage brokers, plumbers, electricians, roofers, and so on. She has been building relationships with these professionals as well as with other Realtors for more than 12 years.

"While lawfully representing my client's best interest is first and foremost, it's my knowledge of the process and positive interaction with all these parties throughout a transaction that gets the job done," O'Neill said.

AGENT PROFILE *Lorraine Amaral*

## On top of latest technology

"Do what you love, love what you do." That's local real estate agent Lorraine Amaral's philosophy for a good life. She immerses herself into everything that she does, from business to personal life.

"I am passionate about real estate and love the feeling that I get when I unite buyers and sellers together," she said, adding that she is all about personal attention creating relationships with her clients that are continuing and long lasting.

With exceptional exposure and marketing techniques which are a cut above the rest, the agents feels she is able to get her clients home sold for the maximum value in the shortest amount of time.

Amaral represents all of her buyers strongly when negotiating for their new homes. Whether working with a first-time home buyer, retired veteran or large family, she is pleased to move them into their next stage of life.

Continually striving for more education and keeping up with all of the newest and latest technological advances allow the Realtor to deliver outstanding service, something she feels all of her clients deserve.

She is married with two sons whom she strives to be the best role model for.

"My knowledge of the local market and surrounding towns and passion for what I do, has differentiated me in the real estate industry," Amaral said. "Treating my clients like family and friends is how I run my business and my life. From the starting process of staging their homes, helping every step of the way, no matter what issue may arise with inspections or appraisals, we get to the closing table together."



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

**Lives:** Danbury

**Office:** Danbury

**Expertise:** Single-family residences

**Contact:** (203) 702-3917, lama-ral@wpsir.com

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She also believes in the saying, "You get what you give," so giving back is important to her and her family. She is actively involved in several organizations including St. Jude's Children's Hospital, Juvenile Diabetes Research Foundation, Dreams Come True and a variety of local charities.

Amaral is also an active volunteer in her local community, even involved in a variety of sport activities, and is a big advocate for the local public school system. She has enjoyed traveling extensively throughout Europe, the Orient and the U.S., which provides her the ability to help her clients move around the corner or around the globe with her Sotheby's connections.