

AGENT PROFILE *Judy Mitchell*

Treats homes like artwork

A landlord and investor for 20 years prior to becoming a Realtor, Judy Mitchell believes selling a home is similar to selling a piece of art. That is the reason the former museum docent joined William Pitt Sotheby's International Realty and realized it is the perfect fit.

"I could have worked for any brokerage firm, but I picked one affiliated with Sotheby's because of the connection between art and homes," Mitchell said.

The agent specializes in waterfront properties and luxury homes in Stamford, New Canaan, Fairfield and Southport but noted she does not work exclusively with high-end homes.

"So many people are moved by art and the whole principle of Sotheby's and what they do on the art side is find the one person willing to pay top dollar for a piece of art. For me, the same principle applies for a house," she said. "You have to find that one person or family that will value the home so much they will pay top dollar for it."

A Judy Mitchell open house is not your ordinary open house.

"Generally people open the door and let people walk through the house," she said. "I don't do that. I present a house to the open market as an experience. When people come to my open houses, there are gift bags and food and dialogue and information sharing. Any question they want answered, they will get answered. It's just like the experience they will get going to a museum."

Mitchell, who owns a waterfront home in Fairfield herself, said true waterfront people want to live near water regardless of the flood risk.

"For them, they are drawn to a water community. It is stronger than anything else," she said. "For me, personally, it's restorative. Anything can happen to you during the day, but when you come home



Business: William Pitt Sotheby's International Realty

Lives: Fairfield

Works: Stamford and Southport

Experience: Waterfront properties and luxury homes

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and see the water it gives you a sense of calm and peace."

Mitchell said there is a lot to know about selling waterfront homes, and that she's happy to talk with interested parties about flood zones and what they mean. That conversation also entails talking about potential setbacks, she said, as well as coastline and environmental concerns and limitations.

Formerly a marketing executive for major media companies for 25 years, Mitchell is in the process of starting her own real estate team at William Pitt Sotheby's.

"It's called the Fairfield Luxury Group and I am in the process of recruiting agents for that now," she said. "Luxury is not just about luxury homes, but about luxury service."

In her spare time, Mitchell enjoys boating and going to art galleries and museums.
