

Offers attention, respect

Cathy Mulrenan was working for Xerox in New York City and looking to transfer to Connecticut when the real estate profession first piqued her interest. She had her teaching degree in special education but was unable to find a job, so after selling a first home and buying a second, she thought that real estate was a career that she might enjoy.

After just three years of being a sales associate, in 1981 she was given the opportunity of buying the office where she worked and became a real estate broker in 1985. After owning and managing that office for seven years, she then made the decision to sell to the largest local office chain in the state and continue her career as a sales associate.

Her real estate philosophy hasn't changed much through the years as she aims to treat every client with the same attention and respect.

"A renter could become a buyer and a seller," Mulrenan said.

She has been fortunate to have clients that have become lifetime friends, she said. She is now selling her past clients' children their first homes.

What sets her apart from many in her field is her experience, she said, as she has a large network of personal referrals. She also has exceptional knowledge about the market and the communities where she lists and sells, and solid negotiating skills through years of experience of working with local attorneys, financial lenders and inspectors.

The agent also said she has a proven track record in marketing and selling wa-



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terfront properties and enjoys working with first time homebuyers, as well as empty nesters who are downsizing.

She serves the communities of Fairfield, Southport, Westport, Easton and Black Rock, and personally calls the Southport area home.

In her spare time, she enjoys traveling with family and friends, as well as golf and the challenge of improving her game.

Mulrenan is married to her husband whom she met at Boston College, and they have two sons; one who is married and lives close by and the other lives in Palm Beach, whom they enjoy visiting, especially this time of year.