

AGENT PROFILE *Cathy Carrano*

Finding the perfect home

Prior to becoming a licensed real estate agent 12 years ago, Cathy Carrano was a senior vice president at Bank of America, working in downtown Manhattan. When she and her husband were blessed with three babies in less than a year, Carrano decided to cut out the commute and focus on her burgeoning young family.

“While I always loved the town of Fairfield, now I had a new, first-hand appreciation of the many, many benefits the town offers families,” she said.

She began her real estate career with the desire to help others find their perfect home in the ideal community for them. She takes great pride in helping people make smart real estate decisions. Instead of trying to be everything to everyone, Carrano enjoys working closely and diligently with a few clients at a time, giving them her full attention, she said.

“I enjoy listening carefully to understand a buyer’s unique needs, and helping them find the perfect haven to call home,” she said.

Her 10 years on Wall Street and a master’s in business administration and finance from New York University provide a solid financial background, she added.

Today, her keen negotiation skills — honed over 12 years of selling real estate locally — are vital to every transaction, she said. Additionally, 21 years as a Fairfield homeowner, active volunteer, former commuter and involved parent give her unique insights into the non-financial side of both buying and selling a home.

In her free time, she has enjoyed 13 years as a leader and mentor through Girl Scouts of the USA. She has also served on the board of the Music Parents Association of the Fairfield



Business: William Pitt Sotheby's International Realty

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Expertise: First-time home buyers, estate sales, relocation, waterfront real estate, home staging, luxury properties, condos, short sales, new construction, investment properties

Contact: (203) 257-1935,
CCarrano@WPSIR.com

High Schools for three years, and as an active volunteer in the Fairfield school system including as a PTA board member and representative to the town wide PTA Council.

She met her husband at Fairfield University, and they have been married for 24 years. Their three daughters attended Riverfield Elementary, Roger Ludlowe Middle and Fairfield Ludlowe High schools. She roots for the Villanova Wildcats, the Marist College Red Foxes and her alma mater’s team, the Fairfield Stags.