
AGENT PROFILE *Trey Bickers*

Familiar with the family trade

Although only licensed as a real estate agent for about six months, Trey Bickers has been in the business for 12 years. Eleven of those years were spent as a real estate appraiser, and he is still licensed for that.

In fact, his father has been a real estate appraiser for more than 40 years, so the real estate profession is in his blood and has always intrigued him, he said.

Not just in real estate, but in anything, the agent applies his philosophy that everything you do must be done ethically and with integrity. "It's easy to get caught up in the 'bottom line,' but it's really the client's need that matter and come first," Bickers said.

"Buying or selling homes is the one of the biggest decisions most people make in their lives and they should have someone with their best interest in mind at all times."

What sets him apart from others in this field is obviously his appraising background, not to mention he's been involved in more than 6,000 appraisals. That experience gives him a different perspective on the valuation process of homes. "Whether you're a buyer or seller, you want to make sure that the home is priced right as well as what adds value and what doesn't," Bickers added.

He counts among valuation, home building material/structural knowledge and his ability to properly calculate square footage as his expertise.

The agent serves all of Fairfield County, including Fairfield where he resides. In his



Business: William Pitt Sotheby's International Realty

Lives: Fairfield

Office: Southport

Expertise: Valuation, home building material/structural knowledge

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free time, the self-described fitness enthusiast enjoys going to the gym to lift weights, running, hiking, going to the beach, golfing, going to sporting events (baseball, basketball and football), coaching baseball and anything outdoors with his dog, Maris. He also has a girlfriend, Megan.

He studied business and communications at Lynchburg College.

AGENT PROFILE *Michelle Hennessey*

Agent with relocation experience

Realtor Michelle Hennessey has more the 15 years experience in corporate relocation, assisting executives and their families with finding a new home as quickly and easily as possible.

She is passionate about creating "home sweet home" for her clients and her dedication to providing exceptional customer service has resulted in a track record of highly successful relocations, both in and out of the New York Tri-State area.

The agent is based at the William Pitt Sotheby's International Real Estate office in Southport, where she is able to assist her clients with their real estate needs both locally and internationally.

Through the firm's affiliation with the globally prestigious Sotheby's brand, Hennessey has access to a worldwide referral network consisting of more the 850 offices in 85 countries and territories on six continents.

Her professional and personal relocation experience make her an ideal agent for both buyers moving to the Fairfield area and sellers moving out. The daughter of a Foreign Service office, Hennessey's relocation experience began when she was just four years old with the family's first assignment in Paris, France.

In fact, she has spent a total of 10 years living abroad, including earning a Master's degree in International Relations from the University of Paris and gaining valuable work experience at UNESCO, the International Chamber of Commerce and the international real estate firm, Knight



Business: William Pitt Sotheby's International Realty

Lives: Fairfield

Office: Southport

Expertise: Real estate advisor, relocation specialist

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Frank.

Today, the agent enjoys assisting international clients with moves to both sides of "the pond."

A Manhattanite for eight years, Hennessey has called Fairfield home since 2007. She lives with her husband, her seven year old daughter and her two kitties. She enjoys family time at the beach, travel, cooking and anything French.