

Appraiser becomes a Realtor

While he has only been a Realtor for 10 months, Michael Parsell knows the ins and outs because of his 25 years in the real estate appraisal business.

Parsell, who still owns and operates the Monroe-based Dominion Group Real Estate Appraisers, said his background in the business has proven extremely useful as a Realtor.

“My main focus in transitioning to sales is that I have a lot to offer,” said Parsell, who began working for William Pitt Sotheby’s International Realty in August. “I have extensive knowledge of different types of properties and different types of markets. Analyzing trends over the years has been beneficial.”

Because of his background, Parsell said, “I can provide a different way of looking at real estate and I can package the property to get the highest price for it. For an owner, on the buying side, I can provide a good deal to fit someone’s lifestyle.”

Specifically, Parsell added, his experience as a real estate appraiser can “benefit my clients.”

“I know what banks are looking for,” he said. “I know what guidelines and restrictions they have. In a real estate transaction, you will always need an appraisal. I know what is fair market value. I know sales and how you can package things in a way where we can make a house worth something.”

Working for William Pitt, Parsell said, makes his job that much easier.

“We market in an advanced way that no one else can duplicate,” he said. “For example, we can offer them a detailed summary of all the website views or traffic. I can offer them a weekly report and daily report. It’s eye-pop-



Business: William Pitt Sotheby's International Realty

Lives: Monroe

Works: Stamford/Southport

Experience: Buyers and sellers

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ping in that our market tracking system shows how many hits and what areas they are from.”

Parsell said he covers all of Fairfield County, especially between Monroe and Westport. He also covers Stamford.

“The benefit of living in Stamford is that you do not need a car. A lot of housing is accessible to public transportation and work areas,” Parsell said. “There is also shopping and great restaurants. It’s a great place, especially if you are young. The nightlife is vibrant.”

Parsell enjoys spending time with his family, playing golf and reading.
