

Growing up in real estate

Local agent Ryan Cornell grew up in real estate. In fact, he was renting his family's income properties when he was in high school, meeting prospective tenants after school and before soccer practice. He was also putting together commercial deals on his family's properties before he really even knew what the logistics of leasing

He has done a few other things in his life. Out of college, Cornell worked at a start-up company in the dot.com boom and took a pre-IPO buyout.

"I was the third employee and ended up hiring most of the next 30 employees," he said adding that as just a kid out of college, he didn't know too much back then.

"Luckily, I was too ambitious to know what I didn't know, so I just learned along the way."

Among those skills are creating systems and procedures that set him apart from his peers in the real estate business. He has two full-time assistants and they follow a procedures manual that is almost 500 pages long and part of the system Cornell created for buying and selling houses

"I analyzed every incremental step in the process, from beginning to end, and figured out the optimal process or best practice. Clients like knowing they get the same great service (and results), whether their budget is \$500,000 or \$5 million," Cornell said

"People have a dream in mind (or a vision) of how they would like to live. I help people understand how a house can enable them to live that lifestyle (or that dream)," Cornell said, adding that clients don't care about "hardwood floors" or



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"new windows." Instead, they want to know whether a house is going to let them live that dream life they have in mind.

"Instead of 'selling' I simply 'listen' and then I 'show' people the features of a home that align with their dream lifestyle," he said.

As an agent with William Pitt Sotheby's International Realty, Cornell serves the communities of Wilton, Easton, Westport, Fairfield, Redding, Greenwich and Weston where he currently resides. In fact, his daughters are the sixth generation living in Fairfield County.