

AGENT PROFILE *Mary Foley*

Three decades of experience

As a Realtor for more than 30 years in the greater Danbury area, William Pitt Sotheby's Mary Foley has come to know the neighborhoods in every area of the towns — from farmland to Candlewood Lake properties to large subdivisions.

At one time, the Realtor even owned her own real estate office and learned what it was like to be an entrepreneur.

Foley took a hiatus from selling homes to assist the mayor at the time. It ended up being an exceptional experience, she said, and added even more to her knowledge of real estate when she ultimately returned to her first love.

She has also worked a few years in education and computer management, thus expanding her horizon and allowing her to relate to different people.

But when it comes to real estate, her knowledge of zoning regulations and building requirements, as well as the lake's special properties is limitless. From contact to closing, Foley is always available to assist clients through every step, issue or problem that might arise whether positive or negative.

Her experience with first-time home buyers, empty nesters, relocation transferees, investors and water lovers has fulfilled every niche.

During her three decade tenure, she finds today Realtors have been doing more and more business from their home base.

"Lingering at the office has become a thing of the past," Foley said. "Most of us have all the necessary accoutrements we need at our home offices to conduct a transaction efficiently and in a timely manner."

Lately, she finds working from home allows for better concentration and focus with-



Business: William Pitt Sotheby's International Realty

Lives: Danbury

Office: Danbury

Expertise: Zoning regulations, building requirements, first-time home buyers, relocation, investors

Contact: (203) 240-5599, mfoley@wpsir.com

out the distractions of loud conversations and other agents interruptions. It also makes it easier to engage in calls that demand confidentiality, she said.

Recently, the real estate firm has initiated a community service where agents contribute food on a weekly basis to a variety of nonprofit organizations.

"Since a lot of our business is local, it is necessary that we give back in some charitable form," Foley said.
