

# A great source of knowledge

**A** former longtime vice president of Environmental Data Resources, George Papageorge said he's always had an interest in real estate and kept at it despite a rocky start.

"Real estate started off a little slow because at the time (2009-2010), it was the worst real estate market in history. I had to earn my bones because nothing was given to you," said Papageorge, who began as a Realtor seven years ago, most of that time with William Pitt Sotheby's.

Papageorge, who excels as a people person and will spend the time with clients to make sure they understand the transaction, said he has learned a lot from working for William Pitt Sotheby's and his office manager, Brian Clarke Jr.

"Brian is super knowledgeable, very personable and always willing to help," Papageorge said. "The William Pitt brand is amazing. They give us all of the tools we need and all of the training we need to become the best we can be. They train you in how to market, where to market and in social media."

While Papageorge has added to his skill set via what he learns from Clarke and the company, it's how he personally interacts with clients that gives him an edge.

With first-time home buyers, for example, Papageorge will stay with them from beginning to end.

"People who say working with first-time buyers is like holding hands say that because they do not educate them," he said. "I bring them into the office and we literally go through every single document involved in a transaction. I don't do the attorney stuff and mortgage broker stuff, but I ask that the attorney and the mortgage broker educate them on their



**Business:** William Pitt Sotheby's International Realty

**Lives:** Fairfield

**Works:** Stamford and Southport

**Experience:** First-time home buyers and sellers

**Contact:** (203) 218-9364, gpapageorge@williampitt.com

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end. I like to stay in my area of expertise and not to muddle the process. When I get a deal going, the lawyer, the mortgage broker and the inspector and myself become a team."

Papageorge covers most of Fairfield County, including Stamford, Norwalk and Fairfield.

Stamford, he said, has great proximity to New York City.

"It has some great restaurants, a lot of activities going on and is at the center of everything," he said.