

AGENT PROFILE *Kristi Vaughan*

Agent loves learning, listening

In her previous career as a journalist, local real estate agent Kristi Vaughan was always learning something new. She finds real estate is about not only learning, but problem solving and listening to what your clients want.

Like journalism, it's an always changing job — one day she is helping stage a house, the next she is researching land records, helping a client figure out the best sale price for their house or negotiating an issue that came up in inspections.

She also has a great curiosity about many subjects and is very good at multi-tasking; something that probably stems from her days as a general assignment newspaper reporter, she said.

Vaughan, who has a long history of working for herself, said she's not afraid to get her hands dirty and is organized when it comes to running her business.

She takes her client's needs seriously and stresses that their time together is about them — as opposed to her getting a sale, she said.

It's no wonder her best purchasing/selling skills are listening, patience, analytics, a professional approach to the sales and purchase process and speed of response.

Vaughan enjoys working with all types of clients, but finds it especially rewarding to help someone buy their first home and to share in that excitement.

As an agent with William Pitt Sotheby's International Realty, she primarily



Business: William Pitt Sotheby's International Realty

Lives: Ridgefield

Office: Ridgefield

Expertise: Relocation, rentals, first-time home-buyers, sellers downsizing, growing families

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serves the communities of Ridgefield, Redding, Wilton and Weston. Since becoming an agent in 2005, she has worked in and is familiar with a wide geographic area that encompasses most of Fairfield County.