

AGENT PROFILE *Patty McManus*

Striving to meet client's needs

Realtor and associate broker Patty McManus strives for achieving the best result for each and every client that she serves.

"My first priority is customer satisfaction and my work ethic is second to none. I am extremely sensitive and responsive to all of my client's needs," she said, adding that the most rewarding moments for her are seeing the look on a new homeowner's face and feeling their excitement and exhilaration in having their dreams realized.

"I am so lucky to be a part of one of the most important life decisions people make," she said.

McManus, a licensed salesperson since 2003 and licensed broker since 2005, has earned many top production awards, including the "Gold" Award for the past five years. She has also been recognized as a Connecticut Magazine Five Star Professional for the past seven years.

She is currently serving as the 2017 President of the Northern Fairfield County Association of Realtors and has been actively involved with the Board of Realtors for several years.

When she's not working, the agent enjoys spending time with her family and is interested in gardening and all types of arts and crafts, especially creating glass mosaics. She resides in Brookfield.

McManus also enjoys taking as many



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real estate enrichment classes as she can.

"The more knowledge I can gain, the more I can help my clients," she said.

THE LIST *Highest for sale*

AGENT PROFILE *Coree LaManna*

Agent stages all of her listings

Coree LaManna's step mother is a Realtor in Richmond, Va., and would have LaManna decorate and stage all of her big listings.

"She and her clients kept telling me that I would love selling and decorating homes, so I finally took the leap," she said of her decision to become a licensed real estate agent. "It was a natural progression to go into real estate after having owned my own interior design business and having worked for Sotheby's Auction house in New York City."

Today, alongside her business partner Paul Gervais, she assists her clients with buying, selling and decorating homes. They have more than two decades experience among the two of them.

Their philosophy is plain and simple; listen, be attentive and help guide their clients through the ins and outs of the buying and selling process.

"I guess you would say that our philosophy when it comes to listing a home for sale also includes: Houses that are staged lead to sales!" LaManna said.

Where they differ from other agents is they are also stagers and designers who work with sellers to help transform their homes to best meet the needs of today's discerning buyers.

The most rewarding part is knowing they were able to successfully meet the expectations of their clients. While not all transactions go as planned, having clients thank them and being genuinely appreciative is truly rewarding in and of itself, she said.

The duo services the greater Fairfield County area but have done transactions throughout the state.

When she's not playing chauffeur and driving her daughter to her all-star cheerlead-



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ing events, LaManna likes to spend time at her lake house or going to flea markets and thrift stores to find unusual pieces that can be used or repurposed for client's homes.

She has two daughters: Liza, a recent Ridgefield High School graduate, and Sophie, a freshman. She and her husband, Fred, met in college and recently celebrated 21 years of marriage.

In addition to her real estate license, LaManna has a bachelor's degree from Mary Baldwin College with an art and interior design emphasis.