

AGENT PROFILE *Jean O'Neill*

Research is the key to selling

Jean O'Neill became a Realtor in 2004 after several years of interviewing local agents as a reporter for the News-Times Real Estate Showcase.

"What I discovered was that interviewing people directly translated into serving my buyers and sellers' goals," she said. "First is listening to a client's thoughts, questions and expectations. Answers lead to planning and strategy. From there it's research — knowing the market as it relates to each client's place within it, explaining the process, anticipating complications, providing solutions and having the resources and contacts at the ready makes all the difference in keeping transactions on track."

Having lived in New Fairfield for nearly 20 years, O'Neill knows the area well. The majority of her work is in town, but she has listed and sold homes in all the towns surrounding Candlewood Lake as well as Bethel and Newtown and beyond.

"I have happily been with William Pitt Sotheby's since my first day as a Realtor ... and I have extensive knowledge of the nuances and benefits of each town and their neighborhoods," the agent said. "After a dozen years in the business I have built relationships with related industry providers including inspectors, attorneys, city departments, mortgage brokers, plumbers, electricians, roofers, painters, et cetera and most importantly with other Realtors."

She has recently been invited to work locally with many Realtors as chair of The Community Involvement Committee for the local board serving the towns of Northern



Business: William Pitt Sotheby's International Realty

Lives: New Fairfield

Office: Danbury

Expertise: Single-family residences

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Fairfield County.

O'Neill has three children who graduated from both New Fairfield Schools and Abbott Tech and the Connecticut University System.

"What I like best about being a Realtor is that it isn't a job, it's who you are. Every day is a new experience, a new person to meet, new information to be learned, new problems encountered and new solutions to be found," she said.

AGENT PROFILE *Laurie Russell Levitt*

Growing up in the community

Having graduated college with a degree in dental hygiene, Laurie Russell Levitt quickly learned that being in an office wasn't going to work for her. But taking the skills of helping people feel comfortable under what can be stressful situations was easily applied when she became a licensed real estate agent.

Additionally, unlike the dental office, she found that real estate is never the same and you learn something new every day.

Now after being in the business for close to 20 years, Levitt still works hard to help her clients navigate through the vast details of a transaction with the least stress possible to achieve their goals.

Being a lifelong resident of the greater Danbury area gives her personal experience with many of the communities she serves including the towns in Northern Fairfield and Southern Litchfield counties.

She personally grew up in Ridgefield and has lived in Brookfield for 36 years. She is married to husband, Howie, who is a local dentist in Brookfield. They have two sons, Jamie and Jared.

One of the things the real estate agent really enjoys is working with sellers getting the property ready to market, whether it means advice on de-cluttering, paint colors, moving furniture around or bringing in a stager to make the house "show ready."

Every property has a story and doing the research for both her sellers and buyers up front can save surprises that can cause large unneeded problems along the way. Levitt said.

Additionally, she feels negotiating is a



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skill that you can learn strategies for in a class, but takes years of experience to truly understand.

In her spare time, the agent enjoys tennis, gardening, travel and being with family and friends.

Over the years, she has received many company awards and been awarded Connecticut and Westchester magazine Five-Star awards for customer service multiple years.