

AGENT PROFILE *Irwin Peck*

Personable, expert negotiator

Before becoming a licensed real estate agent, Irwin Peck owned and operated a retail jewelry stores and an antiques store. Long before becoming a Realtor, he also owned several investment properties and was a partner in a mortgage lending company.

He has been a Realtor since 1998 and was awarded Rookie of the Year in 1999 from his office.

He was also the recipient of a bronze excellence in sales performance award for 2015 and has received a Chai award for community service from congregation Bnai Torah in Trumbull.

Amateur photography, collector of Bridgeport memorabilia and racketball are just a few this lifelong Fairfield County resident's passions.

When it comes to real estate, Peck describes himself as a personable and expert negotiator whether working with buyers or sellers.

He is also a people person who enjoys meeting and working with new clients and helping them find a home.

"I bring to my real estate career practical knowledge and years of experience in business and real estate," he said. "My negotiating skills have worked well to the advantage of my clients whether they are buyers or sellers."

Some of his associations include being a member of The National Association of Realtors, Connecticut Association of Realtors and Fairfield County Board of Real-



Business: William Pitt Sotheby's International Realty
Lives: Shelton
Office: Southport
Expertise: Single-family residences
Contact: (203) 767-1819 (cell), (203) 255-9900 (office), ipeck@wpsir.com

tors.
Peck grew up in Fairfield then lived most of his married life in Trumbull. For the past 18 years, he's called Shelton home. He is married to Beverly Zwerdling and has three children — Jason, Jennifer and Jeffrey — and seven grandchildren.

AGENT PROFILE *Anthony Pale*

Agent knows a home's value

Given his work history and experience, becoming a Realtor was the next natural progression in Anthony Pale's career path.

He was the managing director of the largest appraisal firm in the tri-state area headquartered in Manhattan for 14-plus years, as well as the director of valuation services of a national lender for almost four years. In total, he's managed and reviewed more than 200,000 appraisals in his career.

That experience has given Pale the ability to understand value, both what brings value and what detracts from value, he said. "Advising clients on pricing, whether selling or buying, is paramount to creating a successful strategy."

As a new agent, he welcomes the opportunity and privilege to work with clients, leveraging his knowledge and experience to achieve their real estate needs and goals. He was licensed last month.

Because his career prior to becoming a real estate agent has been focused on real estate valuation (countless number of complex and/or high-end properties), ensuring consumers are informed and educated when making real estate decisions has been his paramount concern and reward, Pale said.

Not only does he have the experience in real estate appraisal management and review, in addition he has represented private homeowners in the real estate tax appeal process.

As an agent with William Pitt Sotheby's International Realty, Pale serves the entire



Business: William Pitt Sotheby's International Realty
Lives: Stratford
Offices: Stratford, Southport
Expertise: Real estate appraisals
Contact: (917) 439-2438 or apale@wpsir.com

state and has lives in Stratford for the past 12 years with his English Setter, Dixie. Pale is an avid outdoorsman who also enjoys live music, cocktails and dinners out, spending time with family and friends, reading, gardening, kayaking, mountain biking, weekend getaways and cooking. He attended St. Joseph High School in Trumbull and Trinity College in Hartford.