

## AGENT PROFILE *Brian Clarke Jr.*

# Bringing passion to market

**A** former brokerage manager who oversaw 122 agents in William Pitt Sotheby's International Realty's Southport office, Brian Clarke Jr. decided to become a full-time Realtor again.

Clarke began with William Pitt 14 years ago and was a manager for 1 ½ years until deciding in December to jump back into the fray. This time, Clarke is joined by his wife Leigh Ann Lengyel and the two make up a husband/wife team in the agency's Wilton office.

Clarke said his wife, who was in the beverage industry for 20 years, "brings passion, charisma and a drive to the job. She and I were both born and raised in Norwalk and we know the area."

Clarke decided to give real estate a shot after the agent who sold him his first home when he was 21 years old told him he'd be good at it because of personality and drive. Now, 18 years later, Clarke said he will lean on his skills as a manager to help him in his second go-round as a Realtor.

"I managed people well," Clarke said. "I was able to watch people grow in that role and give them my knowledge." Clarke pushed the use of social media as a manager and has become somewhat of an expert in the area.

"Some agents feared social media or did not have enough knowledge about it," he said, adding, "It's here now and you have to be involved." Clarke said he utilizes Facebook, Twitter, Instagram and Snapchat, among others. "A lot of companies are now spending a lot of their budget on social media. It definitely gives you an edge."



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

**Lives:** Norwalk

**Works:** Wilton

**Experience:** Mid-market in the \$500,000 to \$750,000 range and first-time homebuyers

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Clarke covers Norwalk, Stamford, Wilton, Westport, Fairfield, Trumbull and Monroe. Norwalk and Stamford make up about half his business.

Norwalk, Clarke said, "has everything. There is transportation to New York City. There's also an amazing nightlife in South Norwalk. It also has entertainment for children with the aquarium and the Stepping Stone Museum."

Stamford, he said, "is like a mini-Manhattan. It has great hustle and bustle and there is a wonderful lifestyle to the city."