
AGENT PROFILE *Val Wyman*

Keeping the clients informed

An experienced Realtor who has a steady stable of repeat customers, Val Wyman is known for her listening skills and quick client response.

A Realtor for 27 years, Wyman has worked for several firms including her current second stint with William Pitt Sotheby's International Realty. Wyman, who worked for William Pitt from 2006-2012 and again began working out of the company's Wilton offices in mid-May, said more than 75 percent of her business are repeat clients.

Wyman believes her success is tied to her excellent client service, people's skills and knowledge of Fairfield County.

"I am very quick to respond to people," said Wyman, who has lived in Wilton more than 40 years. "You don't have to wait two days before you hear from me. I usually have the phone right in my hand. In this day and age, people want immediate responses and they don't want to wait. I'm always ready to help with a smile."

A former music teacher, Wyman said she's motivated to "get out and help people."

Working with first-time buyers is one area in which Wyman uses her vast knowledge of the market and her people's skills.

"It's the first time they will be living on their own," said Wyman, who can relate to those getting started with their first home. "I grew up moving all over the country because of my father's work," she said, adding, "I am sympathetic to people moving as I've been there."

Wyman, who covers Stamford, Norwalk, Wilton and Westport, works with first-time buyers from beginning to end and offers helpful hints along the way.

"For example, it's nice to have a garage



Business: William Pitt Sotheby's International Realty

Lives: Wilton

Works: Wilton

Experience: First-time buyers and repeat business

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by the kitchen," she said. "It's accessible so you can bring groceries right into the kitchen. Also, people might not be aware of what a well or septic is, especially if they are from New York City. I can calm fears that, yes, it's OK to have a septic or well."

Wyman said William Pitt is the perfect fit for her, as the company has moved forward with the times.

"The company says quality," she said. "They have quality brochures to digital virtual postcards. They have also been able to assist me since I came back. There is great leadership in this office."
