

AGENT PROFILE *Lisa Nuzzo*

Agent with a fresh perspective

While Lisa Nuzzo has been a Realtor for only one year, she grew up in the business and William Pitt Sotheby's International Realty L & T team has become one of Fairfield County's go-to realty teams.

Nuzzo learned the ins and outs of the business first-hand growing up by watching her father, Lee Giannattasio, ply his trade. A Stamford builder for more than two decades, Giannattasio was one of the people who built the city's west side.

"I used to go to open houses with him," Nuzzo said. "I was always intrigued with real estate. My dad loved to talk about real estate and about building areas that needed to be rebuilt."

A Realtor who joined up with her best friend Tracy Compolattaro to form L&T, Nuzzo also has two other businesses she runs with her husband, Jim: a Wilton-based music entertainment company and Just AV, an audio and visual company.

Nuzzo's love of real estate, though, shows with every sale.

"Once you have a closing and your client has a new home, it makes you want to do that all over again," Nuzzo said. "It's such a wonderful feeling to have over the keys to a home to your client."

Nuzzo said her partnership with Compolattaro, who she has known for 30 years, is seamless. Compolattaro previously worked in the marketing department for General Electric.

Compolattaro's strong point, Nuzzo said, "is marketing and advertising. She does all of our listings and she compiles



Business: William Pitt Sotheby's International Realty

Lives: Norwalk

Works: Wilton

Experience: Buyers and listings

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the photos of property and the description of it."

Nuzzo said her strongest assets are her client relations and communications skills.

"I'm the one that returns the emails and the calls," Nuzzo said. "I schedule the appointments with the clients and I like to do the comparative marketing. I research the property and bring it back to the seller or the buyer. I like to give them the background and make sure that everyone's finances will work out."