

AGENT PROFILE *Laurie Russell Levitt*

Managing stress in transactions

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. Conversely, she found that in real estate you learn something new every day. However, both professions share one thing in common: Helping people feel comfortable under what can be stressful situations.

Now after being in the business for more than 18 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 area gives her personal experience with many of the communities she serves including towns in Northern Fairfield and Southern Litchfield counties.

One of the things the real estate agent enjoys is working with sellers to get 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.”

Levitt believes that taking the time to listen and understand what is important to her clients is the key to them finding and being happy with the decisions they make.

Every property has a story and doing the research for both her sellers and buyers up front can prevent surprises that can cause large unneeded problems along the way. Negotiating is a skill that you can learn strategies for in a class, but it takes years of experience to truly understand, Levitt said.

“Respecting all the individuals involved



Business: William Pitt Sotheby's International Realty

Lives: Brookfield

Office: Danbury

Expertise: Single-family residences, condominiums, lake properties, new construction

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in the transaction can make it a win for everyone.”

In her spare time, she enjoys tennis, gardening, travel and being with family and friends. She grew up in Ridgefield and has lived in Brookfield for 35 years. She is married to husband, Howie, who is a local dentist in Brookfield. They have two sons, Jamie and Jared.

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

AGENT PROFILE *Paul Gervais*

Agent excels at staging, design

Local real estate agent Paul Gervais always had an interest in real estate as a frustrated “want-to-be” architect, he said. So when he was between corporate positions, he decided it was time get his license.

Since his corporate role dealt with international clients, the hour differences between the positions afforded him to dabble in real estate on the side. But then Gervais decided to make the permanent switch.

Today, the Realtor and his business partner, Corrie LaManna, have a combined 20-plus years in real estate. Their philosophy is plain and simple: Listen, be attentive and help guide their clients through the ins and outs of the buying and selling process.

He feels what sets them apart from other agents is their specialty as being not only Realtors, but also stagers and designers. They work with sellers to help transform their homes to best meet the needs of today's discerning buyers.

“Sellers should not be satisfied with simply being on the market, they should strive to stand out from their competition,” he said. “First impressions are important and that is why we stage homes. We can comfortably say that agents and sellers see the benefits of a well-staged home.”

The most rewarding part of his career is knowing he and LaManna were able to successfully meet the expectations of their clients. “While not all transactions go as planned, having clients thank you and being genuinely appreciative for what you have done for them is truly rewarding in and of itself,” he said.

They serve the greater Fairfield County



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area, but have done transactions throughout the state.

Gervais, who has a finance degree from Northeastern University, has been married to his wife, Sherry, for 29 years in November. They have two children: a daughter, Amanda, who is starting her freshmen year at the University of Connecticut Storrs and son, Andrew, who will be a sophomore at Henry Abbott Tech.

In his spare time, the agent likes to cook. He is also a member of the Ridgefield Arts Council and Board of Directors, Ridgefield Board of Realtors and on the building steering committee for the building project at the Ridgefield First Congregational Church.