

A trustworthy family team

For Denise Napoleone, family and a great work ethic are everything.

Napoleone — who learned in part about how to deal and relate to people from her mother Theresa DiScala — worked in sales for 11 years before entering the world of real estate.

Napoleone, who worked in sales for several companies with the last three years being for WB Mason Company, always thrived to the best for her clients.

“I build very trusting relationships,” she said of both her job in sales and in real estate.

Napoleone, who began in real estate 13 years ago working for the REMAX office her uncle Andrew Ross purchased, has worked the past eight years for William Pitt Sotheby’s International Realty.

There is no better person, Napoleone said, that she’d rather team up with than her mother. They did just that 10 years ago when they were both at Coldwell Banker and continue to be the Napoleone and DiScala team at William Pitt. Napoleone said her two-person team stands out because of the services her clients receive.

“We have good communications and are both very similar in how we respond and interact with our clients,” Napoleone said. “People enjoy working with us because they see how we work together and they trust us.”

Napoleone, who said in mid-May she was dealing with 10 transactions at one time, especially enjoys working for William Pitt.

“I like their programs; they are cutting edge,” she said. “They have a high-end brand and a very strong name. They offer good training and are always keeping us up-to-date and providing us with good resources for our



Business: William Pitt Sotheby’s International Realty

Lives: Fairfield

Works: Stamford, Southport

Experience: A lot of first-time home buyers and mid-range price listings.

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clients to keep our clients in the know.”

Napoleone covers Fairfield, Trumbull, Stratford, Bridgeport, Westport, Southport and Norwalk, where she was born and raised.

Of Norwalk, she said, “There is so much to do there. They have great nightlife and great restaurants. They have several beaches and the people are very friendly. It’s a great place for young people and a great place to grow up.”

The mother of 5 and 10-year-old daughters, Napoleone enjoys running, playing tennis and keeping in constant touch with family and friends.