

## AGENT PROFILE *Shelley Shapiro*

# An agent's expert opinion

**S**helley Shapiro has been a full time for Realtor 34 years and loves living in Connecticut. Additionally, she's always liked helping people so she finds this business a perfect fit.

"Real estate gives me that opportunity," she said

"Selling and buying a home are one biggest decisions people make, so assisting clients to achieve a smooth transaction is my goal."

Her knowledge in residential real estate of the local market and global reach, along with caring, integrity and reliability, are the three ingredients in all of her transactions, as well as her excellent listening, communication and negotiating skills .

"I've been told that I'm a walking Rolodex," Shapiro said, adding that she provides exceptional customer service by going the extra mile for clients so that they really appreciate it and remember.

She prides herself in recognizing that real estate is a service business and find that assisting clients with a smooth transition is very gratifying for herself, as well.

The real estate agent doesn't have just one or two categories of expertise, instead said she is knowledgeable in all aspects of residential real estate, as well as marketing properties and utilizing sound planning, professional ethics, competence and persuasive skills to assist all of her clients.

Shapiro, who serves all of Fairfield



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

**Lives:** Wilton

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**Expertise:** Residential real estate, marketing properties for sale

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County, enjoys playing tennis and pickleball in her spare time. She became a full-time licensed real estate agent in 1983 and is now affiliated with William Pitt Sotheby's International Realty.