

AGENT PROFILE *Erika Portanova Songer*

Building client relationships

Prior to becoming a real estate agent more than a decade and a half ago, Erika Portanova Songer worked in the advertising and marketing industry which still comes into play in her current profession.

She still keeps in touch with all of her past clients and finds it is such a reward to hear from them from time to time as their lives and families grow in and ultimately out of that first house which she helped them purchase. The agent finds real estate truly is a building block for long-term relationships and believes that these are the best part of her career.

As a Realtor with William Pitt Sotheby's International Realty in Southport, she serves all of Fairfield County, including Trumbull where she personally resides.

She feels what sets her apart from others in the real estate business is her work ethic; it is unparalleled, she said.

Additionally, her transparent, direct approach in communicating with her clients and handling negotiations proves time and time again to be successful and appreciated, by all parties involved.

That is one reason why she counts among her best purchasing and selling skills as finding resolution in all problematic scenarios presented — and she knows based on her experience every real estate transaction poses some kind a challenge.

In addition to being a full-time agent, Portanova Songer currently serves as Vice



Business: William Pitt Sotheby's International Realty

Live: Trumbull

Office: Southport

Expertise: Residential real estate

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President on the Greater Fairfield Board of Realtors and has served as a Director since 2012. She was the recipient of the Yvette MacDonald Award in 2016, acknowledging all that she has done for the Board members and the Realtor community.

In addition to her real estate licensed, she has a Bachelor of Arts degree from Gettysburg College.