

AGENT PROFILE *Melissa Mack*

Agent uses her feng shui skills

Before becoming a licensed real estate agent eight years ago, Melissa Mack was a therapist and then changed course and went to interior design school. She then moved into real estate so she could have flexibility with her schedule while raising two children as a single mom. She also became an agent because she loves houses and design.

"The most rewarding part of my job is really helping people find their ideal spaces," Mack said.

In fact, she has a project right now she is working on after helping a couple find a fixer upper. After they closed, the agent got to do the interior design of the space. She opened up all the walls and created an open concept home they wanted with a fabulous kitchen, Mack said.

"It is so gorgeous. I imagine it will increase the homes value tremendously. That is rewarding that I get to do two things I love," she added of interior design and real estate.

A graduate with a bachelor of arts degree from Mount Holyoke College, a master of science degree in social work from Columbia University and a professional certificate in residential and commercial interior design from Fairfield University, Mack has a unique professional background. Merging her experience in clinical psychology with her passion and eye for design and architecture, allows the agent the ability to better understand her clients needs and requirements whether buying or selling their homes.

She is also a Red Ribbon Feng Shui professional and Reiki Master. She uses her feng shui expertise to help sellers prepare their home with feng shui adjustments for a faster sale, and helps buyers choose the right home



Business: William Pitt Sotheby's International Realty

Lives: Fairfield

Office: Southport

Expertise: Listing specialist, buyer specialist, corporate relocation specialist

Contact: mmack@wpsir.com, (203) 803-8637

using various feng shui principles.

With her aesthetic sensibilities, Mack said she is able to help both her buyers and sellers in seeing the potential of space and design. Her business acumen allows her to negotiate effectively on behalf of her clients.

Growing up in New York City and also Westport, she feels she has a true understanding of urban and suburban living.

She serves most of Fairfield County with expertise in Westport, Easton, Weston and Fairfield, where she personally resides.

In her spare time, Mack said she is studying and growing. Feng shui, interior design, Reiki and yoga fills up any time she has.

AGENT PROFILE *Blerina Marku*

Agent believes honesty is key

Local real estate agent Blerina Marku remembers even as a kid she would love going over a friend's house, sometimes just to see what it looked like.

"I was obsessed with the layouts and how different people decorated. I watched HGTV way too much (probably even more than I do now) and always critiqued their work, so naturally this profession was inevitable for me," she said of the real estate business.

Today, Marku wants to make buying and selling a home as easy and stress free as possible for her clients. In order to do that, she said, honesty plays the most important role — and that is what you will get from her: 100 percent honesty.

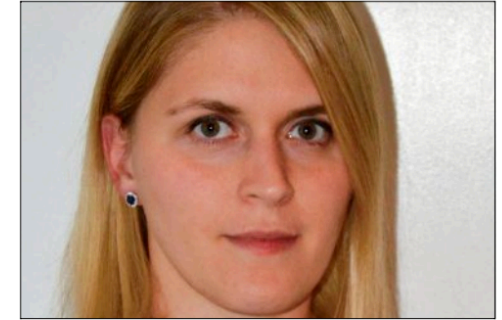
"When agent and client work together, we can close one chapter in your life and open up an amazing new one," she added.

The agent sees no limit on where she will go to help a client find their perfect home, even if that includes driving all around the state to make their dream a reality. She also prides herself in responding to her messages "insanely quick" because sometimes you need an answer at that very second or else an opportunity will pass.

In submitting offers for a purchase, she is also honest and sometimes blunt on what needs to be done, she said.

"I have had my share of insanely difficult transactions, so I have learned to navigate and know the best course of action," she said.

Marku finds the most rewarding part of her career is knowing she has made her clients happy. She said the whole reason she is here is to help them find their per-



Business: William Pitt Sotheby's International Realty

Lives: Norwalk

Office: Wilton

Expertise: Multi-family homes, marketing, staging

Contact: (203) 939-6497, BMarku@wpsir.com

fect place, and once she's done that, then that success is her reward.

She is great at staging and using multimedia for listings from presentation videos with dronework to high-resolution photos to make sure homes looks amazing to potential buyers.

When she's not working, Marku loves to be around the beach. She and her family, including her spouse and two young children, will have picnics and take a walk or go fishing whenever they have time.

"I feel that the times have changed so much now that we often forget about taking a breath and enjoying family time, so I try and get as much of it as I can," she said.