

## AGENT PROFILE *Paul Gervais*

# Listen, be attentive and guide

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 to obtain his real estate 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 without impacting his “day job.” But after having worked in the corporate world for what he said seemed forever, Gervais made the switch to real estate with the prodding of his wife (who happens to still be in corporate). 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 others 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.

The duo has the benefit of hearing first-hand buyer reactions to homes. While reaction to price can be expected, the overall décor of a home is often times the basis for their questioning the price, according to Gervais.

He and LaManna can come in to a home and provide guidance to sellers to best present their home to today’s standards and create well-staged homes with first glance appeal.



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

**Lives:** Ridgefield

**Office:** Ridgefield

**Expertise:** Home staging

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The most rewarding part of Gervais’ career is knowing he and LaManna were able to successfully meet the expectations of their clients. They serve the greater Fairfield County area, but have done transactions throughout the state.

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.