

AGENT PROFILE *Barbara Reiss*

Agent follows her passion

Barbara Reiss' mother was a Realtor and worked for a tract builder, and when Reiss was in high school she used to work for her. "I always knew I would become a Realtor someday," she said of her decision 10 years ago to do just that.

She recognizes real estate is an emotional business — whether you are buying or selling — so her philosophy is to keep your cool, be honest and go the extra mile.

"I have really strong communication skills and can work with anyone," Reiss said in describing what sets her apart from other agents in the business.

"I am really nice, and I like to be fair, but I also know when to be tough!"

As an agent with William Pitt Sotheby's International Realty, she stresses that she works in an "amazing" office of very skilled agents and says the administration staff is the heart of their office. She works closely with business partner Sally Hahn.

The most rewarding part of Reiss' career is finding the perfect home for her buyers, negotiating a great deal and meeting all different types of people.

She has past experience working with builders and designers/stagers, and serves pretty much all of Fairfield County from her Ridgefield office.

She also lives in Ridgefield. She loves the



Business: William Pitt Sotheby's International Realty

Lives: Ridgefield

Office: Ridgefield

Expertise: Single-family residences

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outdoors, and hiking and kyaking are her favorite things to do. She also loves to cook and garden.

Reiss, who is married with three children — ages 24, 21 and 17 — also has a bachelor's degree in business management in addition to her Realtor's license.
