

AGENT PROFILE *Kristi Vaughan*

Journalism career helps agent

Kristi Vaughan got her edge in real estate from a career in journalism. A Realtor since 2005, Vaughan has a bachelor's degree in history and government from Connecticut College.

Before launching her real estate career, she was a newspaper reporter with the Hartford Courant. After leaving the Courant, she worked in corporate communications and marketing as an independent consultant. When she was ready for a change, she made the switch into real estate.

Already acclimated to an atypical work schedule and a job that was constantly evolving and never the same one day to the next, she was prepared for the nuances of real estate.

"It seemed like the right thing at the right time," she said. "With reporting and real estate, both are jobs that change all the time. You're always learning and you're always growing and you're always using new skills and you're using a variety of skills."

In reporting, it was story assignments and subject matter that were in flux. In real estate, Vaughan delves into finances one day, takes out her negotiation cap the next or becomes an interior designer and expertly stages a house before it hits the market.

A focus on representing clients is at the core of Vaughan's business.

"It's important for real estate agents to listen to their clients and put client's needs first – above their own need to complete another transaction," she said.

Depending on the situation, her client's



Business: William Pitt Sotheby's International Realty

Expertise: First-time home buyers, relocation, move up buyers

Works: Ridgefield

Lives: Ridgefield

Contact: (203) 733-6469, kvaughan@williampitt.com

needs vary. Sellers often need help staging their property and Vaughan may have to help them understand the market before they put their house up for sale. Buyers, on the other hand, need an agent willing to listen to them in order to determine what they want and find it.

When asked what the most rewarding part of her career was, Vaughan did not hesitate. "The people," she said.

Vaughan enjoys working with first-time home buyers who are excited about this next step in their lives, she said. She also enjoys working with those who are relocating and introducing them to the area.