

AGENT PROFILE *April Furey*

Agent offers creative solutions

April Furey comes up with creative solutions.

A Realtor since 2003, Furey has a bachelor's degree in education, with a minor in psychology from Central Connecticut State University. She was a high school special education teacher for two years.

In that position, she learned patience and creative problem solving, which helps her in real estate both in solving day-to-day problems and working with diverse individuals.

Real estate was a natural evolution.

"It's just something I always had passion about," she said.

Furey maintains good relationships with her peers and other agents, which comes in handy at the negotiation table where she always keeps the goals of her clients in mind.

"I go above and beyond and go the extra mile for my clients," she said. "I have the attitude that nothing is non-negotiable."

When Furey is selling, she stays realistic.

"I do a very thorough market analysis to make sure the price is positioned in the market and I always pay attention to details as far as staging is concerned," she said.

Furey sometimes takes on the job of photographing the properties she is listing. In those situations, she makes sure everything is in tip top shape, decluttering to get the perfect shot.

"When I photograph my listings, I would say on average it takes about two



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hours," she said. "I literally will go through and stage each room."

When she is working with buyers, she stays with them every step of the process.

"I've been in the business for 15 years so as far as buyers are concerned I have a huge strength in negotiations, I understand my buyers' needs," she said. "I make sure buyers have realistic expectations so I typically will not show them something out of their price range."

Furey enjoys hiking, boating, camping and being outdoors with her three children.