

## AGENT PROFILE *Dawn Kaam*

# Helping find the perfect home

**A** former trader, Dawn Kaam decided to become a Realtor to help people find their perfect home.

Kaam has not only succeeded in being a reliable and compassionate Realtor for the past seven years but she has been one of William Pitt Sotheby's International Realty's go-to agents in Fairfield County.

Real estate has always fascinated Kaam, and she said putting the client's needs first makes for a successful agent.

"I love that I can help someone live in a place they can come to and relax and be themselves," Kaam said.

Working for a premier company like William Pitt makes her job that much easier, she said. She has worked in the company's Ridgefield offices for three years and worked out of William Pitt's Wilton office before that.

"I chose William Pitt because I love working for the best company out there," Kaam said. "We have the best advertising and the best pictures online. If you go to our website, the pictures are dynamic, engaging and draws you in."

A native New Yorker herself, Kaam especially enjoys working with those relocating from the city and first-time buyers. The two primary towns she covers are Wilton and Weston.

"New Yorkers look for certain things in a house," she said. "It's not better or worse, it's just different. I am very aware of those things since I grew up in Brooklyn. For example, New Yorkers moving to Connecticut are often looking for that unique house, not necessarily a colonial. They often want an antique or contemporary with a New York flavor."



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

**Lives:** Bethel

**Works:** Wilton

**Experience:** High-end, first-time home buyers and people moving from New York City.

**Contact:** (917) 297-6430,  
DKaam@wpsir.com

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With first-time buyers, she said, the trick is to meet the whole family — not just those looking to buy.

"I like for them to bring everyone who could possibly have an opinion on the home they should be purchasing," Kaam said. "I've met mothers and fathers and grandfathers, just about everyone. I get to learn about the many nuances and understand why some things might be important while other things are not." For example, she noted, "Some people will want their parents to stay with them for months at a time. That means I must keep that in mind when showing them a house."

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