

AGENT PROFILE *Casey Schroeder*

Helping chefs find the right space

Surrounded by Realtors who specialize in residential homes, Casey Schroeder has stood out at his last two firms as the only Realtor working on the commercial side.

A native of Darien, Schroeder honed his skills training in commercial real estate when he worked for three years at Pyramid Real Estate in Stamford. He then moved to YB Realty in Milford where he was the company's sole commercial agent. It's the same in his new role at William Pitt International Realty, where he began working in the Wilton office in April and is the sole commercial agent.

Schroeder, whose business is 70 percent working with restaurants, said he enjoys the people he meets in the food industry.

"Commercial real estate is not emotional while residential is," said Schroeder, 41, of the business. "That being said, restaurants are the one exception where it's an emotional experience. It is why I am drawn to it. Food is a matter of the heart and it's often run by families. I like the closeness aspect of the restaurant industry, the intimacy of it if you will."

Schroeder added: "Restaurant owners know their business from top to bottom. I do not have to educate them. They know more about their business more than I do. I just have to find them a good location and they can make the business aspect work."

Schroeder said his first impressions of William Pitt in the short time has been positive. Top management, including Brian Clarke and Kevin Hickey, "are transparent, enthusiastic and extraordinarily knowledgeable."



Business: William Pitt Sotheby's International Realty

Lives: Stamford

Works: Wilton

Experience: Commercial real estate with an expertise in restaurants

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More than half of his business is in Norwalk, which Schroeder said is a great community for restaurants and night life.

"With the construction of the mall in South Norwalk, the area is going to go through an incredible economic expansion," he said. "It is already a destination point, but with the Maritime Aquarium there and the mall coming soon it's going to be an even greater opportunity for new businesses."

Schroeder plays guitar, sings and writes for the three-person band Burroughs. He also enjoys cooking and spending time with his wife, Jennifer.
