

AGENT PROFILE *John Foran,*

Agent always listens to clients

John Foran has held his real estate license for more than 20 years and was active in a part-time capacity after selling his first house in 1995. He has always been involved in high-level sales during his career.

“I’ve always really loved real estate and made a transition to selling it full-time five years ago. I wish I had done so sooner,” he said.

His real estate philosophy is to always be listening to find out what his clients want.

“By establishing genuine trust and comfort with your clients, they will let you know exactly what they need and want,” Foran said. Then he helps them achieve that.

A second philosophy is to be “professionally persistent” on his clients’ behalf.

In addition to having the vast reach and resources of William Pitt Sotheby’s at his disposal, Foran likes to think it’s those listening skills that sets him apart from his peers. Plus, he’s empathetic and has a sense of humor, trying to make things as fun as possible even though he and clients are dealing with major decisions, expenses and at times, stress.

His best purchasing and selling skills are his negotiating and mediating skills.

“Keeping my clients’ end-goals in mind and always representing their interests in an honest, professional and positive manner,” the agent said.

He represents both buyers and sellers in equal numbers from single-family homes and condominiums to multi-family homes and investment properties, and truly serves all of Fairfield County. While his primary



Business: William Pitt Sotheby’s International Realty

Lives: Fairfield

Office: Stratford

Expertise: Residential real estate

Contact: (203) 981-0785 (cell), jjforan@williampitt.com

areas of focus are Fairfield/Westport, he has sold homes ranging from Greenwich to Newtown and in many towns in-between.

In his spare time, Foran is a professional voice-over talent and coach, school volunteer, community fundraiser, creative writer, basketball player and sprint triathlon participant. He is married with two children in the Fairfield schools and has lived in Fairfield since 1993.

He has a bachelor’s degree in political science from Boston College and a master’s in business administration from University of Connecticut in finance and marketing.