



What really sets Susan apart?

Her approach is dramatically different than that of her colleagues in the field. Through her passion for remodeling homes, she found a love of real estate. Along with her team member AJ Letterman, she enjoys helping both property owners and prospective buyers navigate today's market and maximize their opportunity.

Her abundant experience gained in completing transactions that involve the efforts of architects, builders, inspectors, appraisers, colleagues, and town departments affords her a wisdom she shares with her clients.

She offers her own unique vision for real estate as both a realtor and investor. She sees the potential in the home and helps uncover its intrinsic value. She helps her buying clients see past laminate countertops, outdated wallpaper, or even walls that get in the way of an open concept design and instead realize the strength of the possible investment.

When representing a home for sale she uses her expertise to best position the property in front of the widest possible audience. She helps the homeowner prepare the property to appeal to today's buyers' mindset. She introduced an exclusive program with Compass that uses a concierge service to pay the costs upfront for a deep cleaning, staging or remodeling to achieve a higher market value. Susan with Compass truly invest in the homes represented.

A Revolutionary Open House Concept

Most recently, Susan implemented Compass Concierge for a major home transformation on a significant Greenfield Hill estate that included home staging, extensive painting, and minor repairs. The vendors were paid directly by Compass and the seller benefits from the outcome—usually a faster transaction and with a higher sale price that repays the concierge program back at closing. To be certain this property received significant exposure—and the kind it deserved from potential buyers—Susan partnered with Redline Restorations, a luxury car restoration company, for an open home experience where models were hired to lounge at the pool, tennis players for the courts, children to play on the greens alongside the beautiful pond on the extensive acreage of this multi-generational estate, while Redline shared an exceptional vehicle to be admired by all—showcasing the 12-car garage on the estate.

Sara Garden with One Hope wines was invited to offer a poolside wine tasting. The weather cooperated and the event was a true success. Guests included Compass agents and managers coming from Westchester, Greenwich, and Westport as well as attendees from brokerages in Rhode Island that have clients seeking exceptional second or third home properties. High-net-worth individuals joined from Brooklyn, Manhattan, and New Jersey to experience the property including the main house, guest house, pool, and tennis courts and were each given private tours of the near ten acres of property providing a true open home experience.

In Her Own Words

“Whether I am working with first-time buyers or indulging the connoisseurs of life, whether I am marketing a townhouse or an estate on the gold coast, the same time, care, attention and expertise goes into the process. I love what I do, and it shows.”

Text or call 203-685-2348 for a private consultation

On the Pulse

Susan Vanech, a real-estate strategist, is the founding agent for Compass in the region and the first to join the country's now-largest independent real-estate brokerage firm representing Westport, Fairfield, Weston, and surrounding markets. Susan leverages the power of Compass and combines it with her deep knowledge, expertise, and passion for the industry to serve her extensive client base. Inspired by her own personal investments in local real estate for the past 17 years in Fairfield County, she developed a strategy to help others make smart choices while investing in what is typically one's single greatest investment.

