

TOP AGENT

MAGAZINE



KIM
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Long before she became a Top Agent, Kimberly Levinson was raising her three children and found herself drawn to real estate's "flexible schedule." Now, 16 years later, she says, "I laugh because that is not fully the case, though I found

I could do everything with the kids and make it all work." Today, Kimberly is part of a team at Jane Ferro and Company with Coldwell Banker Trumbull. "I love, love, love the team concept," she says. "They are fantastic. I receive so much



love from Jane and Nancy and I am lucky to have the support from my previous manager Shelly Dowling, my current manager Mike Korchinski & my amazing Coldwell Banker Trumbull office which I am lucky to be a part of,” Kimberly and her team have been together for 14 years, serving Monroe, Trumbull and surrounding towns in Fairfield County, Connecticut. “I couldn’t do what I do without Jane Ferro and Nancy Eliot,” Kim says. “They are the best.” Repeat and referral customers make up 80% of her business. Voted

a 2021 Five Star Agent, she was also recognized as the Greater Bridgeport Board of REALTORS® 2020 REALTOR® of the Year.

Kimberly attributes her success with clients to her service-oriented team concept. “I like to help people,” she says. “I am very fortunate to have a career helping clients navigate their real estate journeys.” For the past ten years, Kimberly has taught nine classes at the Bridgeport Board of Realtors®. “I owe my teaching

career to my mentor, Bob Marinaccio and Donna Mancuso who 10 years ago believed I might be able to teach a continuing education class on buyer agency. They encouraged me to start with one class and over the years supported me to learn more and teach more. I am forever grateful.” Last year, she served on the Connecticut Realtors Board of Directors and currently is on the Greater Bridgeport Board of Realtors Professional Standards and Ethics Committee. All these distinctions assure clients she is ethical and has their best interests at heart.

To stay in touch with past clients, she connects often on social media, mainly Facebook and Instagram. She sees what they are up to, comments and likes their posts and life events, and tends the relationships. To market listings, Kimberly uses Listing Concierge through Coldwell Banker. Listing Concierge targets a 100-house radius around the property, markets a commercial, and sends Just Listed and Just Sold announcements. They also create property websites. This year, Kimberly’s sales volume is over \$5 million. When asked what she likes most





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about what she does, Kimberly does not hesitate. “The people I get to meet and work with daily are fabulous,” she says. “I am very lucky.”

Kimberly finds career fulfillment in giving back. One class she teaches is Real Estate Principles and Practices, which is a 60-hour class that helps people start careers in real estate. She focuses on positivity and has written a class titled “Staying Motivated in a Changing Market.” She credits her teaching mentors Bob Marinaccio and Donna Mancuso. She has kept in touch with past students and has directly witnessed the impact she has had. “I get to help people change



their lives,” she says. She also puts on First-Time Homebuyer Seminars with mortgage professional Audra Santos from Norcom Mortgage. The seminar helps members of the community learn about and undertake the home-buying process.

When she is not working, Kimberly enjoys spending time with her adult kids,

friends, family, and her dogs. Currently, she has two puppies that keep her busy. For the future of her business, Kimberly would like to grow her team with good people she can mentor and educate to be the most beneficial for their community. “I love my career,” Kimberly says, “and I am grateful for the support I have. I feel very lucky to enjoy what I do every day.”



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