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Lisa Fekete

DRIVEN BY DEDICATION,
GROUNDED IN FAMILY

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BY GEORGE GROTHEER
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DRIVEN BY DEDICATION, GROUNDED IN FAMILY

For Lisa Fekete, it's always about family—a family business, a family home, and treating clients like family.

Rising star Lisa Fekete brings a lifetime of dedication, drive, and heart to Connecticut real estate—and she's quickly making her mark with William Raveis Real Estate in Old Saybrook.

Before stepping into real estate, Lisa spent nearly two decades running her family's unionized manufacturing business in Plainville. The company employed over 70 workers and specialized in architectural woodwork, completing high-end lobby and office installations across New England with a focus on New York City, including prominent projects at Hudson Yards.

“What I loved most about that business wasn't the million-dollar contracts,” she says. “It was the relationships—the trust people placed in us.”

After a long and successful run, the company was sold. Retirement wasn't in the cards.

“I wasn't ready to slow down,” she recalls. “I had always been drawn to real estate, so I decided to give it a try and haven't looked back.”

With her trademark tenacity, Fekete earned her license, joined William Raveis, and hit the ground running.

Drawing from her existing network and her experience in construction and project management, she quickly built momentum.

“Raveis felt like the right fit,” she says. “They understand what it means to be a family business, and they support their agents with real tools, state-of-the-art technology, and training.”

Known for her client-first mindset and tireless work ethic, Fekete goes far beyond expectations. She thoroughly researches properties, digging into town records, and assessing pros, cons, and comparative values to provide as much insight as possible to her clients. “There's always a solution to every problem,” she says, “but creativity, targeted communication, and outside-the-box thinking can provide solutions sometimes overlooked by many.

Mentored by veteran agent Rachel Welch, Fekete soaked up advice, asked questions, and embraced every learning opportunity. Today, she continues to go above and beyond—because for her, real estate isn't just a job, it's a lifestyle, woven into the fabric of her everyday life.

A former competitive triathlete, Fekete still begins each day with a run, swim, or ride. She's passionate about dog rescue, often meeting clients while walking her pups, and takes pride in matching both pets and people with their perfect homes. Her community involvement includes nearly a decade on the board of the Connecticut Chapter of the Alzheimer's Association, where she helps raise tens of thousands of dollars through an annual golf tournament.

She and her husband raised four children—some of whom still live at



“

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home—and she cherishes the daily joys of a full house. Real estate allows her to maintain the flexible lifestyle she values, while giving clients the around-the-clock support they deserve.

“I want every client to feel like they're my only client,” she says. “I'm available anytime, and I mean it.”

Fekete has built lasting friendships with her clients and remains a steady presence in their lives long after a sale is complete. She's also a warm and active voice on social media, always bringing energy, encouragement, and authenticity.

“I'm putting an ad in the Shoreline Book,” she says with a smile. “The headline is: I'm your new best friend in real estate—and I treat you like family.”

And she means every word.



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