

HOME

WILLIAMSBURG

MAGAZINE

**SUZANNE DANA —
HOLDING PEOPLES’
DREAMS IN HER CARE**

**INSIDE WILLIAMSBURG —
WILLIAMSBURG WINERY**

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FEATURES



WILLIAMSBURG

HOME

MAGAZINE

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Daily Press

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Suzanne Dana — Holding peoples' dreams in her care

By Barrett Baker



Williamsburg has always been a special place for Suzanne Dana and her family. Shortly before their first daughter was born, Suzanne and her husband Greg came to Williamsburg for a last romantic weekend. As their daughters Lauren and Caitlin were growing up, the family visited and toured the area frequently. Each year, as they traveled to the Outer Banks on vacations, Williamsburg was their halfway stop — “our oasis,” as Suzanne tells it.

When Lauren chose to attend William and Mary, family visits increased in frequency and duration and their fondness for the area grew steadily. After Caitlin went off to college, Suzanne and Greg began to look to the future and the life they wanted to live in their next phase as “empty nesters.”

It wasn't until they attended one of their daughter's concerts at William and Mary that they discovered Williamsburg was where they needed to be. Not long after, they were shopping for their new home. “I saw the outside of one home and knew it was a house I wanted to see inside,” says Suzanne. “So, I contacted Susan and Troy Deierling, the Realtors a friend had recommended. “Troy took me through the house initially and again when I returned with my husband — the rest was history.”

Well, not quite. Shortly after moving in, Suzanne was helping a friend get information about a home for sale on the

Deierling's Web site and Troy contacted her to ask why she wasn't a Realtor and working with them. And now history is made on a daily basis. “My very first clients gave me an etched glass award that read ‘Presented to Suzanne Dana, #1 Realtor.’ “It was SO special because it made me realize that I did my job right — I cared for their needs.”

Today the award serves as a reminder to Suzanne that every client should receive the same level of service that made her first clients so happy. “My philosophy is that pairing people with the



Suzanne Dana (right) meets with client Bonnie Fratter, who recently relied on Suzanne's expertise to purchase a home in Westray Downs.

place that will be the right home for them is what's important. Working within their budget and finding what excites them is important. And you have to get to know the people to fully understand what they're looking for. Buying or selling a home is an emotional process and can be quite stressful. I want to alleviate the stress and make the process something my clients can remember as a comfortable and enjoyable experience."

As for living in Williamsburg, Suzanne seems to have adjusted well from the rigors of life in Northern Virginia. "There's a friendlier, gentler pace of life down here. You can move as fast as you want, but you're not pushed into it by the frenetic pace around you. Here, you can just sit on your front porch on a rocker, or sit in the back yard, watch the birds and enjoy life."

In her spare time, Suzanne gets involved in the community as much as possible. She is a member of Saint Olaf's Church in Norge where she sings in the choir. She is also a member of the Williamsburg Association of Realtors, the Kiwanis of Williamsburg and a contributor to This Century Art Gallery. For a glimpse at her skills as a photographer, visit www.suzannedana.com.

If you are in the market for a new home in the Williamsburg area, call the local expert — Suzanne Dana! ❖

Suzanne Dana, Realtor, ABR
Deierling Group Realty
1001A Richmond Road
Williamsburg
(757) 814-4200



"My life has always been about helping others — professionally and personally," says Suzanne. "And Williamsburg is a place where that philosophy of life really works."



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sd **SUZANNE DANA**
Making you feel right at home!

