

Realtor profile

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Year started: 2004
How did you get started in real estate? I bought a few properties in the District and found the whole process fascinating. At one point, I considered buying and flipping properties professionally. I thought having my license would allow me to snag the best deals. When I started working with clients, I realized I had stumbled on the best job in the world. Working with Dwight Mortensen has been fantastic, too — we are able to provide

365-day service to our clients and work together seamlessly.
How long with the current company? Since 2004
Licenses and designations: Licensed in both commercial and residential real estate in the District, Maryland and Virginia
Associations: Greater Capital Area Association of Realtors
Awards: Rookie of the Year, 2005; Top Team (units and volume, D.C. Metro Region, among all Coldwell Banker Teams), 2007; President's Premier Team, 2008; International President's Club Team, 2009
Greatest accomplishment in the past 12 months: My greatest accomplishment was selling my own investment condo after completely renovating it. It's nice to be your own client every now and then — it reminds you of what your clients are going through financially, emotionally and logistically.
Area of specialty: As a team, Dwight and I specialize in selling a wide range of properties from Fairfax to Annapolis, from efficiency apartments to luxury properties listed in the millions, and work with both first-time buyers and seasoned investors. We sell anything and everything (my first listing ever was a houseboat,



by the way). Our favorite listings and sales have all been Dupont Circle town homes.
Most memorable house: It was the former home of President Harding. We sold it to the ambassador of Monaco, to whom we were referred by a one-bedroom condo seller who thought (and, hopefully, still thinks) the world of us. In the process of working with the ambassador and his wonderful wife, we had such an amazing experience and were introduced to Prince Albert II. Since then, we have aided the embassy with housing for two diplomats and leasing their of-

fice space. In the end, the house is nice, but I suppose what I'm remembering most is the people. They're simply wonderful as clients and as human beings.

Describe your worst experience buying or selling a house: It just happened that the walk-through for an \$800,000 home in Northwest Washington occurred on the hottest day of the summer this year, and the air conditioning had been turned off for several days.

When the buyers tried to get the home cool, the system literally couldn't get the home cooler than 79 degrees. The sellers claimed they had never had a problem with the system, the buyers demanded the air conditioning work correctly. Over the course of 10 days, I was in the home with four different HVAC companies to try to figure out if anything was wrong with the system or if it just wasn't big enough for the house. We never got a clear answer, and the deal nearly fell apart.

Luckily, temperatures (and tempers) cooled somewhat over time and I was able to negotiate a compromise that re-

sulted in the successful sale of the property more than a week later than planned.

Age: 31

Family: Single, for now!

Pets: A dog is definitely on the way

Education: Bachelor's degree in visual arts and art history from Duke University in Durham, N.C., 1999

Outside interests: Love to cook, garden and entertain friends; also, I am just getting my motorcycle license and may continue pursuing my pilot's license

Last movie seen: "Marley and Me" (Yes, I cried — who didn't? And yes, I still want a dog.)

What kind of car do you drive? BMW X5

Describe your personal dream house: Someday, I would love a three- or four-bedroom home on a nice wooded riverfront lot in Annapolis. But I'm really a city boy, so my dream home for now is a three- or four-bedroom town home in the Dupont Circle area with a tree-shaded backyard with a big built-in grill and a two-car garage. We just sold one not too long ago, and it broke my heart that someone else was moving into "my" home!