


NOW, MORE THAN EVER,
THE EXPERTISE OF A
REAL ESTATE PROFESSIONAL
MATTERS IN THE SALE
OF YOUR HOME



Our team goes above and beyond to exceed expectations and deliver results.



Spencer Bodian

Realtor® Lic. in DC/MD/FL
M: 301.467.5150
spencer.bodian@compass.com

Born and raised in the Washington, D.C. metro area, Spencer Bodian brings unrivaled local knowledge & history, sophisticated real estate expertise, and a deep desire to provide exceptional service to each and every client he works with.

As a top producing agent, team leader, and investor, Spencer guides his clients with experience and insight, doing whatever it takes to ensure they are making the best possible investment decision, while catering to their individual lifestyle preferences. He learned the ins and outs of the real estate industry through his previous role as a development, leasing, and marketing manager for Acropolis Development in New York, where he worked with both residential and commercial clients to broaden the company's market presence. Today, Spencer leverages his creative thinking skills to find the best solutions for every client, while tapping into his extensive network to make the right connections and deliver optimal results.

In 2020, Spencer began the District Spotlight Group in Washington D.C., Maryland & Virginia: a small, hyper focused real estate team offering the highest degree of white glove service to clientele, carefully balancing real estate, lifestyle, and investment focus to manifest clients' dreams and accomplish their goals.





Hilary Bubes

Realtor®
Lic. in D.C./MD/VA
M: 240.506.4411
Hilary.bubes@compass.com

Hilary's roots in Washington run deep, as she is a fourth-generation Washingtonian. Her love for her hometown led her to transition from her previous career in public relations, communications, and marketing to real estate in 2018.

As a real estate professional, Hilary brings a wealth of knowledge and understanding of what it takes to sell a home in today's modern age. Her experience working in events, product launches, and marketing campaigns across various industries gives her a unique perspective that sets her apart from other realtors from a listing perspective.

For buyers, Hilary's years of client-facing roles have honed her skills to quickly pick up on their needs. She takes pride in developing meaningful connections with her clients that go beyond the transaction.

Hilary's achievements speak for themselves - she was placed in the top 25% of realtors by Homesnap early on in her career and received a 2022 Top Agent award from Compass Real Estate. Hilary has lived in several areas around the Washington D.C. region, including Potomac where she grew up, Bethesda where she attended middle and high school, and North Bethesda where she lived.

She graduated from the University of Maryland and previously worked in Alexandria. Currently, she resides in Logan Circle. Hilary is passionate about helping her clients discover and cultivate their own connections with this great city.





Paul Martinez

Realtor®
Lic D.C./MD/VA
M: 301.792.3989
Paul.martinez@compass.com

Paul's passion for real estate began at a young age, when he began working with his father, a contractor, and learned all about a variety of different home, building, and architecture styles. This intimate knowledge on what really goes into a well-built property has laid the foundation for Paul's journey into the world of real estate.

He honed his skills working with some of the top real estate firms in the region, gaining extensive experience in marketing, negotiations, and client management. Combining his knowledge of building with a deep understanding of local market trends, Paul is committed to helping his clients accomplish their goals, whether they are looking to buy, sell, or invest in real estate. He takes a personalized approach to every transaction, taking the time to listen to his clients' needs, offering guidance and advice throughout the process, and going above and beyond to ensure a smooth and successful closing.

Paul's dedication to his clients has earned him a reputation as a trusted advisor in the industry, and he has been consistently recognized for his outstanding achievements. When he's not working with clients, Paul enjoys exploring the outdoors, spending time with his family, and can even be found playing drums at local and national music venues. He is an active member of the community and volunteers his time and resources to local charities and founded his own non-profit Drum-Cycle.

Allie joined the District Spotlight Group in 2020 as its Operations Manager, playing a pivotal role in the team's marketing, client care, and management.

Previously, Allie managed Kendra Scott's Washington, D.C. Georgetown location, leading a team of 20 staff members from the grand opening of the store, to years of successful day-to-day management of the store's business and events both on and off-site.



Alexandra Fultz

Operations Manager
M: 318.210.7509
allie.fultz@compass.com



Emily Gordon

Realtor®

Licensed in D.C./MD/VA

M: 847.414.6080

O: 202.386.6330

Emily.gordon@compass.com

Offering 8+ years of experience in the field, including real estate law and property management, Emily provides an advocacy for her clients that cannot be beat. Through involvement in professional associations and networks, Emily continues to grow her knowledge and network of resources on a regular basis.

Having lived in various areas of DC as well as Northern Virginia, Emily has first hand knowledge of the different benefits our great DMV has to offer. Both personally with her own home and through her work, Emily has come across some great contacts along the way and loves introducing trustworthy contractors, mortgage lenders, and insurance experts to her clients.

Emily currently lives in Alexandria with her husband and son Fitz and is active in the community. Some of Emily's affiliations include the Northern Virginia Association of Realtors Grievance Committee (2019) , NVAR Young Professionals Network (2018-2019), Greater Capital Area Association of Realtors Young Professionals Network (2020), Chair of the City of Alexandria Community Criminal Justice Board (2017-2019) and Space of Her Own Mentor. Emily is a graduate of the NVAR Leadership Institute Class of 2018 and holds a law degree from American University Washington College of Law. When not working, Emily enjoys doing anything outside and exploring new restaurants.

Emily is licensed in Washington DC, Virginia, & Maryland

Our Success in DC, Maryland, and Virginia

#1

Market share in
Metro DMV*

\$11.5B

Volume closed in 2022*

16.1K+

Number of buyers or
sellers helped in 2022*

1,762+

Number of DMV Agents*

18 Days

In 2022, Compass sold homes
faster with an average of 18
days on market compared to
the market average of 22
days.*

101.3%

Compass sells homes for more
money. In 2022, our listings sold
for an average 101.3% of the
original asking price, compared to
the market average of 98.7%.*

*Source: Brokermetrics®, based on MLS data from BrightMLS, 1/1/2022-12/31/2022.

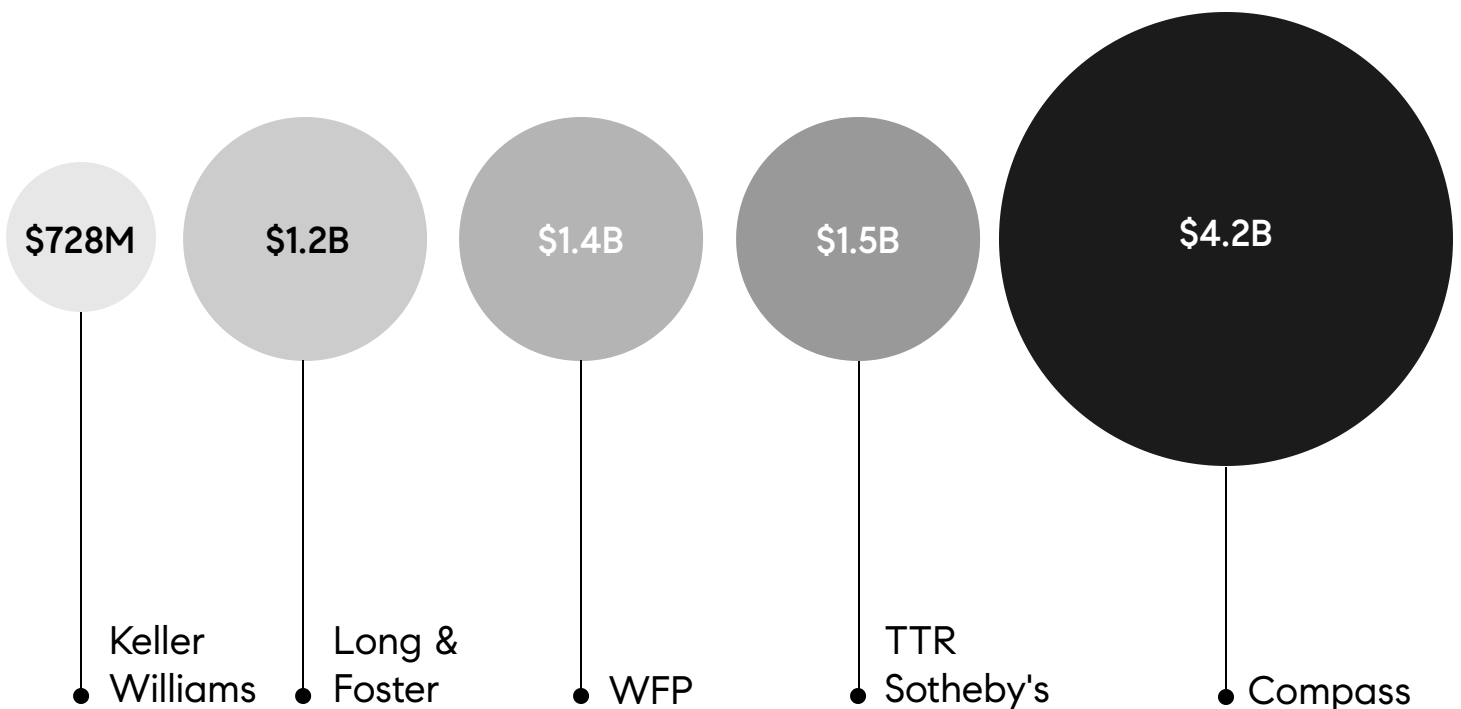
DMV Region includes Washington, DC, Montgomery, Prince Georges, and Anne

Arundel Counties in Maryland, Arlington, Loudoun County, Fairfax, Alexandria, Fairfax City, and Falls Church City in Virginia.

Outperforming the Competition in DC

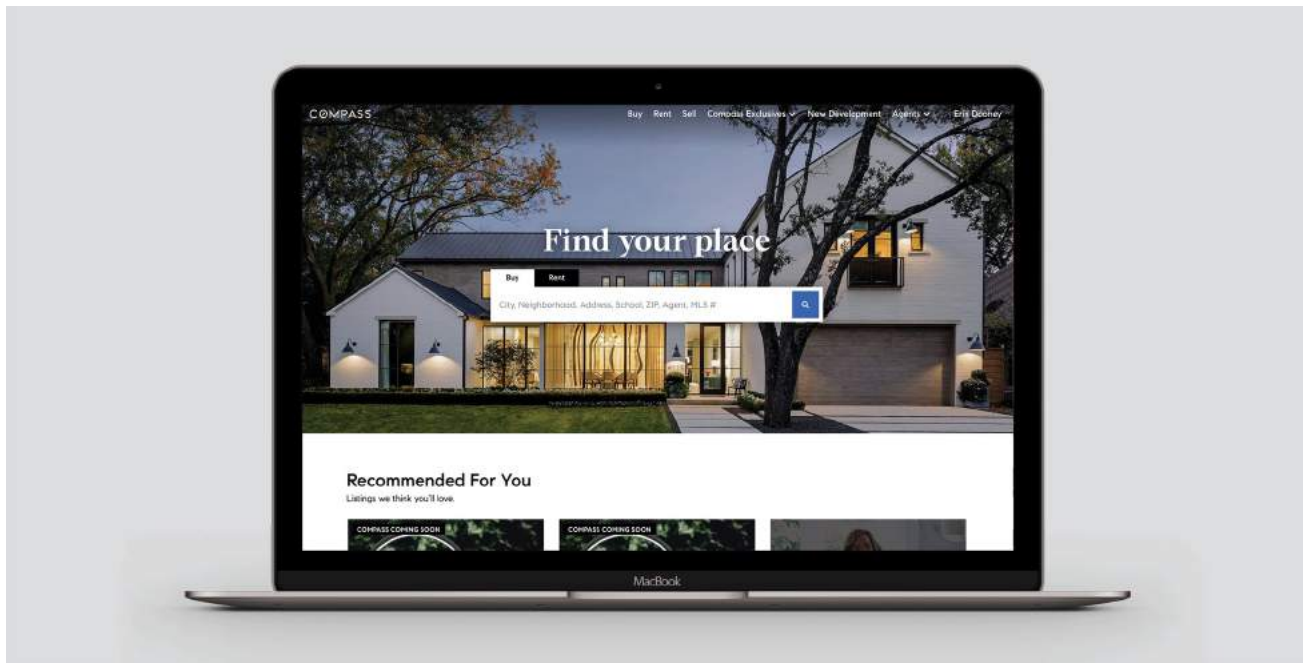
#1

Market Share by Sales Volume



2022 Sales Volume in Billions of Dollars

Everyone gets a first impression... Compass gets billions.



250M+

Annual website
and social media
impressions*

Digital Reach

Our digital
footprint
attracts potential
buyers to
your listing.

1.4M+

Annual unique
international users
on compass.com**

International Reach

Our website drives
international buyers
to homes like yours
through curated
presentation and
artificial intelligence.

150B+

2022 PR
Impressions***

Media Reach

Our in-house media
team works with top
publications to share
compelling narratives
about your home with
your target buyer.

*Sourced via Sprout Social and Google Analytics, 11.2020–12.31.2020.

**Sourced via Google Analytics, 11.2020–12.31.2020.

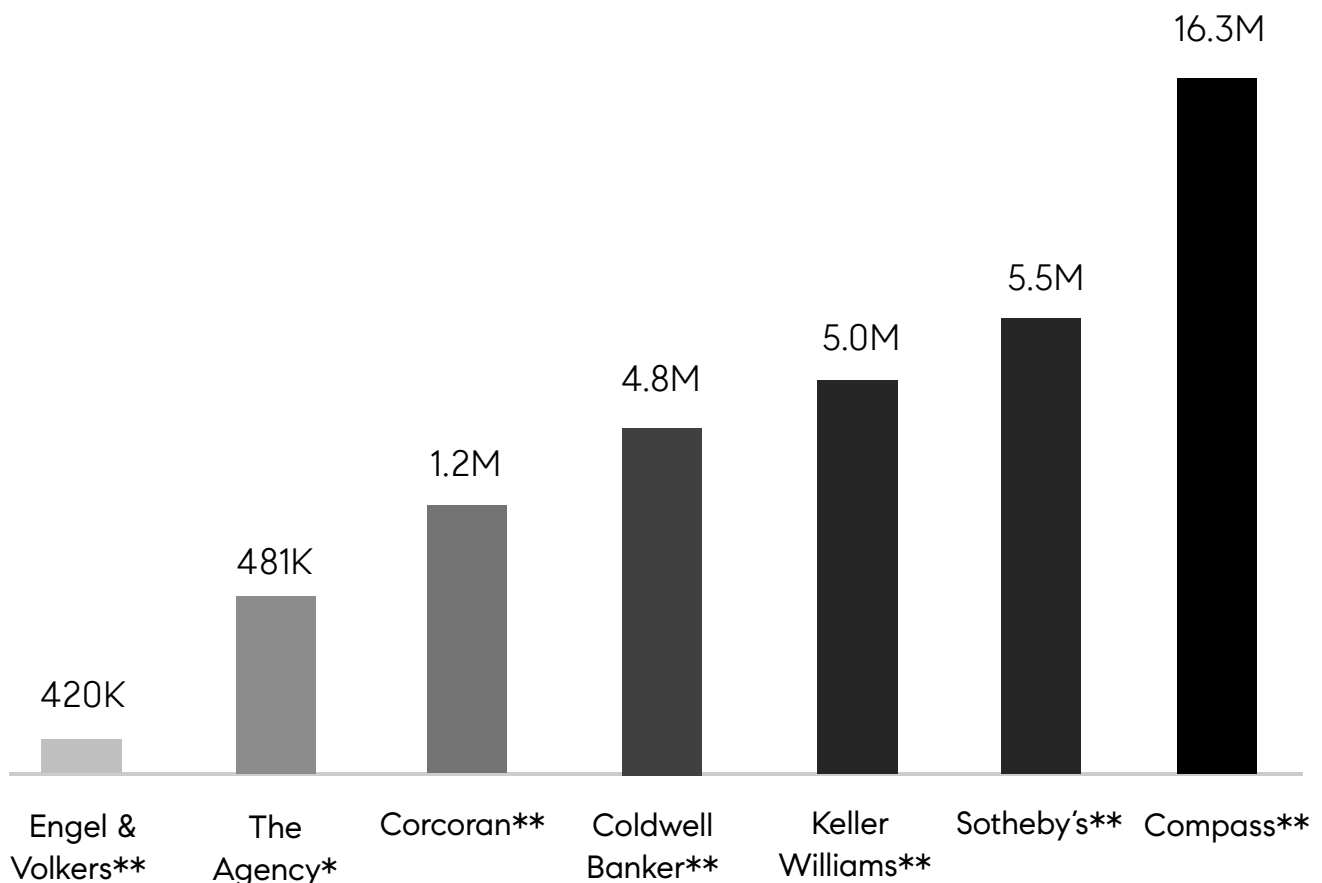
***Sourced via Meltwater, 11.2021–12.31.2021.

Your Buyer Follows Compass

#1

Real estate website in 2021 + 2022,
*Webby Awards People's Voice Winner**

Monthly Website Visitors



*The Webby Awards

2019 (winners.webbyawards.com/2019/websites/general-websites/real-estate/81277/compass).

2020 (winners.webbyawards.com/2020/websites/general-websites/real-estate/81277/compass).

**Website traffic sourced via SimilarWeb, 02.1.2023–02.28.2023.

No one does virtual marketing like us.

We have unparalleled technology to market the sale of your home virtually through evolving times.



Virtual Open House

Using dynamic, guided video, we showcase the key features of your property to our target clientele, wherever they are.



Private Interactive Home Tour

We'll take buyers on a virtual journey through your home to highlight the unique features. Our interested buyers can easily provide direct feedback through live video or text.



Virtual Neighborhood Tour

Our buyers and their loved ones can explore all that the surrounding community has to offer with snapshots of key attributes of the neighborhood.



Digital Listing Brochure

Pages will turn, videos will play, and home features will come to life with interactive brochures to create an immersive experience for even the most discerning of buyers.



Video Mail

More opens lead to more closings. We embed live video into our email marketing to engage clients in a modern and compelling way.



Live Postcard

We utilize animated emails to showcase the most attractive elements of your property. This helps grab the attention of buyers at every stage of their home search.



Digital Marketing & Insights

We'll run and actively optimize Facebook and Instagram ad campaigns to promote your property to high intent buyers.



Enhanced 3D Staging

We've partnered with the nation's leading virtual staging firm to provide touch-free staging in order to show your home in its best light virtually.

YOUR HEALTH AND SAFETY
IS OUR #1 PRIORITY.

A collage of various magazine covers. At the top left is a cover of ELLE magazine featuring a close-up of a person's face. Next to it is a cover of dwen magazine with the headline "Going Places The Crossroads of Design and Travel" and a photo of a modern interior with a large staircase. To the right is a cover of FORTUNE magazine featuring a woman and the headline "THE RICH SELF-MADE WOMEN". Below these are several other covers: a cover of DISCOVERIES magazine with the headline "Out of the Woods" and a photo of a person in a forest; a cover of CREATIVE GENIUS! magazine with the headline "TORY BURCH AT THE TOP" and a photo of a person on a ladder; a cover of WSJ. magazine with a large photo of a modern staircase; and a cover of Bloomberg Businessweek magazine with the headline "BAC" and a photo of a person. The covers are arranged in a collage-like fashion, overlapping each other.

2021 PR
impressions*

National media
coverage compared
to top brokerages**

**Sourced via Meltwater, 1.1.2021–12.31.2021, compared to Coldwell Banker, Keller Williams and Douglas Elliman.

Our Philosophy

We spend the time to plan so make sure we understand each clients' goals starting with the pre-meeting questionnaire. We want to make sure they understand the market and what to expect.

Presentation & Property Preparation

How your home looks and feels to a prospective buyer is critical. We want to be sure you can maximize your sales price presenting it in the best light possible. Together, we'll work together to determine the best strategy. Sometimes these services might include:

- staging & virtual staging (optional)
- deep-cleaning
- organizing cosmetic renovations & compass concierge
- decluttering
- We use a variety of methods to help us determine the best possible price for your home. Some of these items include:
- painting

Price

We use a variety of methods to help us determine the best possible price for your home. Some of these item's include:

- Pre-List Marketing
- Pricing Tour
- Compass Coming Soon / Private Exclusive
- Leveraging Our Exclusive Agent Network

Premarket Soft Launch

Before listing your home we will use Coming Coming Soon to gauge interest and provide you feedback before your property even hits the market.

Positioning

We'll differentiate your home in the marketplace based on your specific needs, for example if it's a home best suited for an investor, we'll make sure to position it that way and conduct promotion accordingly. We'll also use brochures and advertising to promote key features. If you've done updates, we'll request a list from your an include in the listing.

Promotion

We know how to spread the word - we leverage different means of media and advertising on top of leveraging our Agent Network.

Professionalism

Trust. Integrity. Knowledge. Resources. Our team works together to provide you with the best in customer service.



LET'S TAKE A LOOK
AT OUR PLAN TO
SELL YOUR HOME

Our Step-by-Step Plan

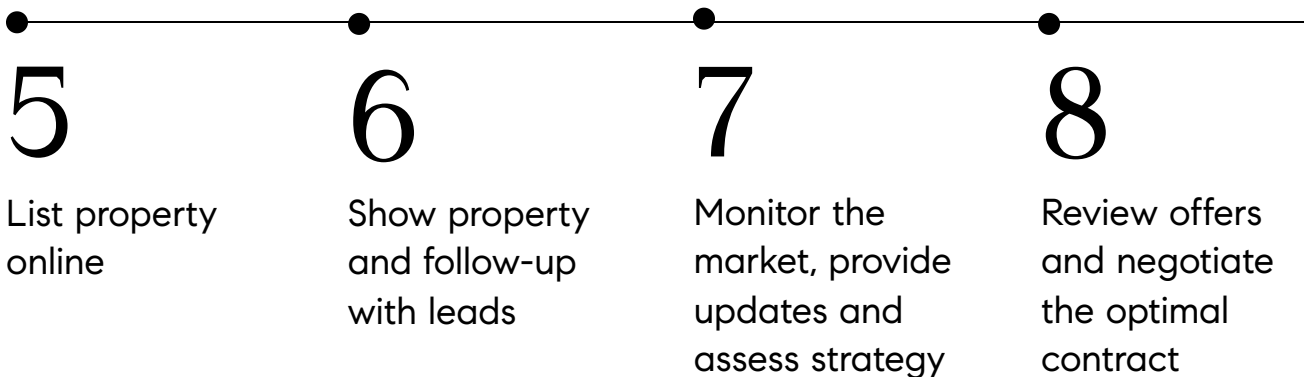
What to Expect

As your trusted advisor, I'll be there to guide you throughout the home selling process to ensure that your experience is as seamless and stress-free as possible.

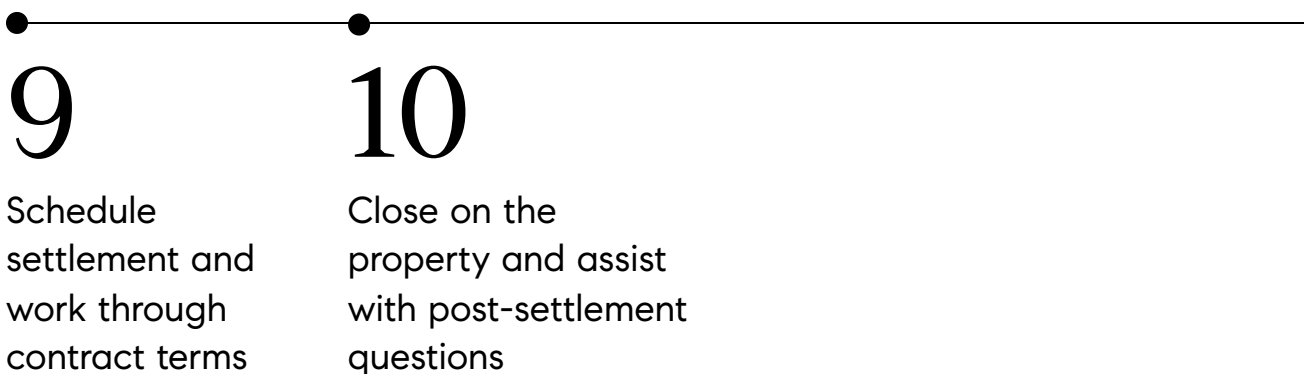
PRE-MARKET



ON-MARKET



CLOSING



The Plan: Summary



Pre-Market

- Home Preparation & Staging
- Photography, Floor Plans, 3D Walkthrough, Video
- Pricing
- Pre-List Marketing
- Pricing Tour
- Compass Coming Soon
- Leveraging Our Exclusive Agent Network

On-Market

- Targeted Social Media Plan
- Public Relations Campaign
- Open Houses
- Assessing Our Strategy and Monitoring the Market

Pre-Market

Our Exclusive Pre-Marketing Advantage

Private Exclusive

A Private Exclusive listing is an off-market home that can be shared by a Compass agent with their Compass colleagues directly. Property details aren't disseminated and won't appear on public home search websites. Listing your home as a Private Exclusive allows you to control what information is shared — while still getting exposure to top agents at Compass.

compass.com/private-exclusives



Coming Soon

Compass Coming Soon gives us valuable opportunities to market your property while building anticipation among potential buyers and pressure-testing our pricing strategy — all without accruing days on market.

compass.com/coming-soon

2-3x

More views by consumers and agents*

7%

Fewer days on market vs. listings that go straight to active**

~19%

More traffic at an open house***

Compass Coming Soon and Private Exclusives are subject to local MLS restrictions and not available in all markets. Local policy definitions may restrict how Private Exclusive listings can be shared between agents, even within the same brokerage. Where the programs are available, pre-marketing and listing strategies are independently determined by the client. Compass does not recommend one particular strategy or guarantee results.

Data refers to a comparison between MLS and Compass Coming Soon listings vs. listings that go straight to active. *Viewership sourced via Compass.com 1/2020–8/2020.

**Days on market sourced via Compass.com 1/2020–7/2020.

***Open house traffic sourced via Compass.com 1/2020–9/2020.

Compass Concierge is the hassle-free way to help sell your home faster and for a higher price.

From staging to renovation, we can leverage our exclusive Concierge program to prepare your home for the market with zero upfront costs or interest. By investing in your home's potential, we aim to provide a swifter, more profitable sale.

How it Works

1. Determine a budget and updates together, then apply for Concierge funds
2. Immediately receive your Concierge Card or request cash
3. Work with trusted vendors to complete homes improvements
4. Repay at closing, delisting, or 12 months after approval.*

2x

Sellers who use Compass Concierge are nearly twice as likely to sell their home in 60 days (compared to the average MLS listing in Compass markets)**

Apply at
concierge.notablefi.com/apply/start



Rules & Exclusions apply. Compass offers no guarantee or warranty of results. Subject to additional terms and conditions. Concierge Capital loans are provided by Notable Finance, LLC, NMLS# 1824748 and are made or arranged pursuant to a California Finance Lenders Law license. Loan eligibility is not guaranteed and all loans are subject to credit approval and underwriting by Notable. Compass is not a lender and is not providing loans as part of the Compass Concierge program.

*Homes up to \$5M may be eligible in certain areas via Concierge Classic.

**Data is sourced from certain regional MLSs and has been aggregated to create an approximated national data set for purposes of providing estimates set forth above.

Getting Your Home Ready to Sell

Your home only has one chance to make a great first impression and we are here to guide you every step of the way. Together, we can focus on identifying and making improvements that will enhance the marketability of your home and stage it to appeal to potential buyers.

Data from the latest Cost vs. Value report from Remodeling magazine and the National Association of Realtors® estimates a:

71%

Return on investment for minor kitchen upgrades*

118%

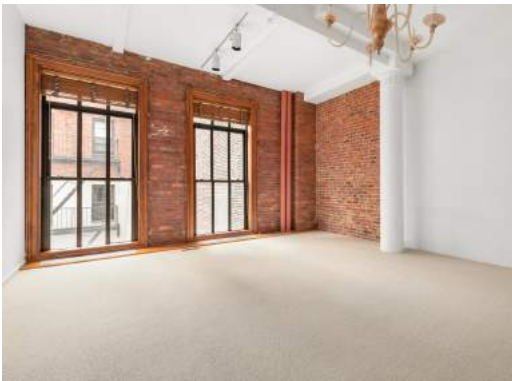
Return on investment for new wood floors**



BEFORE



AFTER | KITCHEN UPGRADES



BEFORE



AFTER | NEW WOOD FLOORING

*2022 Cost vs. Value Report, Remodeling Magazine (remodeling.hw.net/cost-vs-value/2022)

**2022 Modeling Impact Report, National Association of Realtors (cdn.nar.realtor/sites/default/files/documents/2022-remodeling-impact-report-04-19-2022.pdf)

FIX NOW. PAY WHEN YOU SELL.

Curbio is the pre-sale home renovation company that helps you make significantly more money on the sale of your home, without the hassle or upfront costs of working with a traditional home improvement company.

We transform your property into the move-in-ready listing buyers are looking for, and you don't pay us until your house sells.



WHY CURBIO?

Don't Leave Money on the Table

Homes that are outdated or in need of repair attract low-ball offers and sit on the market for months. Instead of eliminating a huge portion of potential buyers or selling cheap, let Curbio help. Our renovations are designed to appeal to buyers, increase sale price, and maximize net proceeds.

Avoid the Stress of Typical Home Improvement

Curbio's turnkey renovations are easy and painless for sellers. Your Project Manager will oversee the entire renovation, so you won't need to make design choices or lift a finger--and, of course, you won't pay a dime until settlement.

Renovate 50% Faster Than the Industry Standard

Tech and data allow Curbio to prepare estimates quickly, finish projects on time, and provide seamless communication along the way. Plus, Curbio has curated a portfolio of materials that are high-quality and readily available, allowing us to shrink project timelines and help you get to market quickly.



Meet Your Investor-Friendly Listing Concierge

Never go out of pocket again to flip your investment property

Curbio is interest-free with \$0 due until closing and never charges a markup or takes a “Curbio cut.”

They are able to “front” the money for projects because of the large volume of work they complete and because they are a privately funded company focused on improving the pre-sale home improvement process.

Kick the project management to Curbio

Curbio Project Managers are onsite, full-time employees who focus solely on Curbio projects. No more chasing down subcontractors, managing schedules, and playing telephone!

Save time with included materials

Materials and labor are included with every Curbio job, so you don’t have to waste your time selecting finishes, vanities, countertops, etc.

All Curbio materials are on-trend, in stock, and ready to ship!



The Fine Print

Please note that Curbio does not work with hard money loans.

Curbio does not pull credit or place a lien or deed of trust on the property.

If the property does not sell, Curbio is due payment for the work completed at the time the property is taken off the market. No interest is accrued for the 12-month period after the contract is signed.



Compass Concierge at Work

A Concierge Case Study



BEFORE

7

Days on
market

4x

Return on \$25K
Concierge funds



AFTER

"We were able to use Concierge to take a property that would have otherwise been a rehab fire sale and turn it into one of the premier properties in their complex. With a Concierge loan we were able to paint, replace flooring, replace light fixtures, renovate the kitchen, and stage. The results were truly remarkable, and the additional money we made for our client made a tremendous impact on their life."

STEVE WITHROW | AGENT | BETHESDA, MD

On-Market

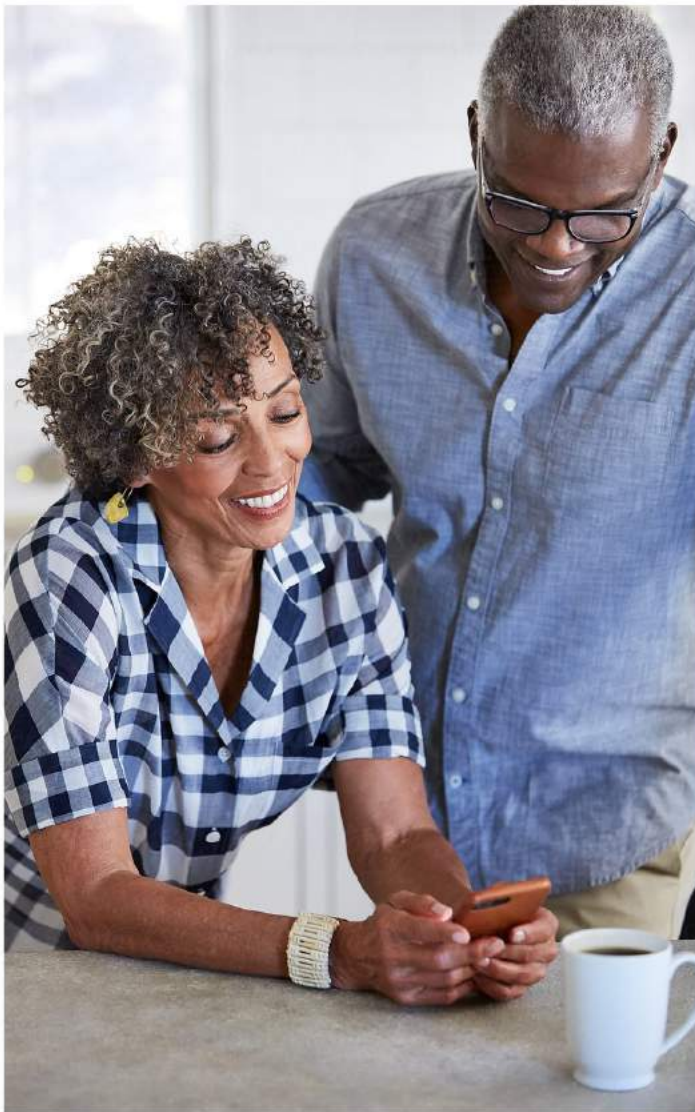
The Power of Photography

Beautiful photography is one of the most powerful tools for selling your home. Compass uses best-in-class photographers to show your home in its best light, make a positive first impression, and attract more buyers.



Promotion: Leveraging Our Agent Network to Sell Your Home

As part of a network of the nation's top producing agents, I am strategically positioned to connect your home with qualified potential buyers everyday.



Compass Network Tool

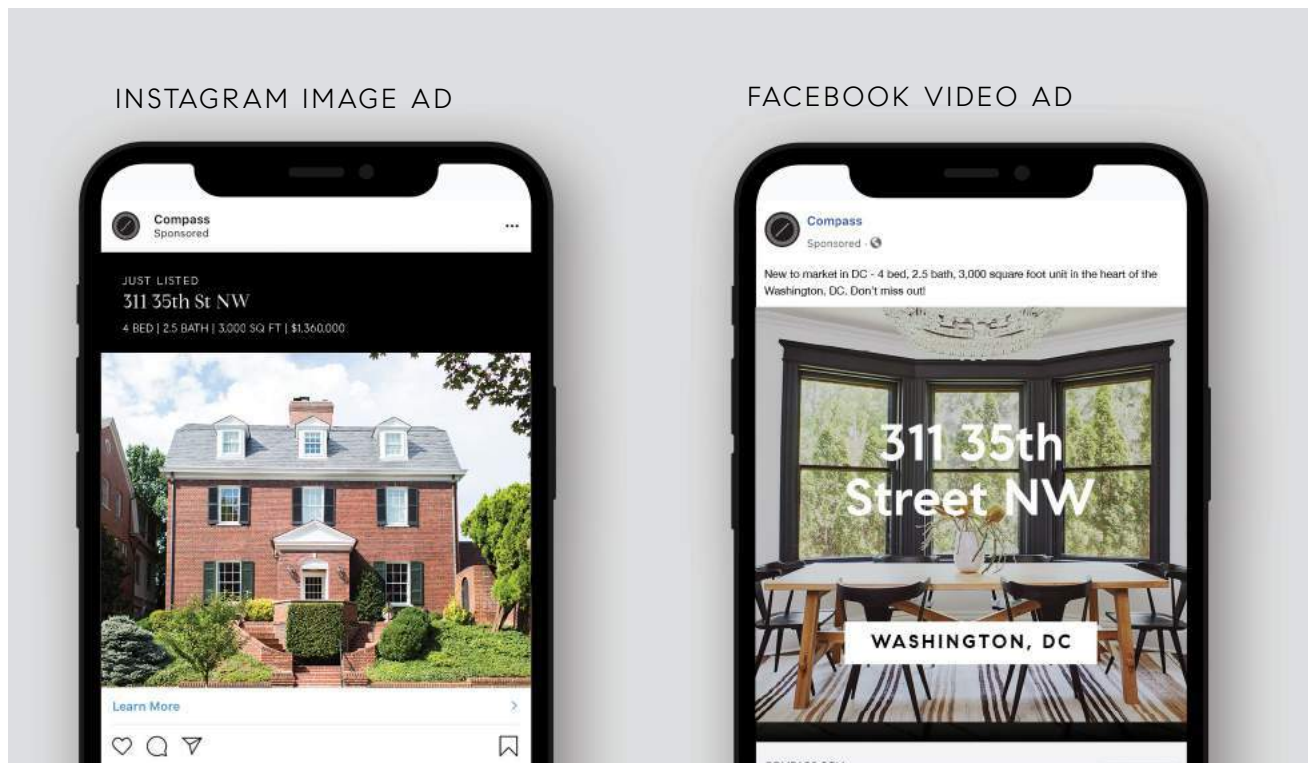
Compass has developed an industry-first network tool that analyzes your property to identify and connect us with agents that have sold similar homes in your area.

Workplace

Workplace is a national Compass platform where we can promote new listings and chat with Compass agents nationwide.

Reach more prospective buyers with intelligent digital advertising.

By leveraging Compass' digital advertising tools and partnerships across social media and advertising throughout your listing process, we can generate demand to sell your home faster, and we meet potential buyers where they are, online.



Proprietary Targeting

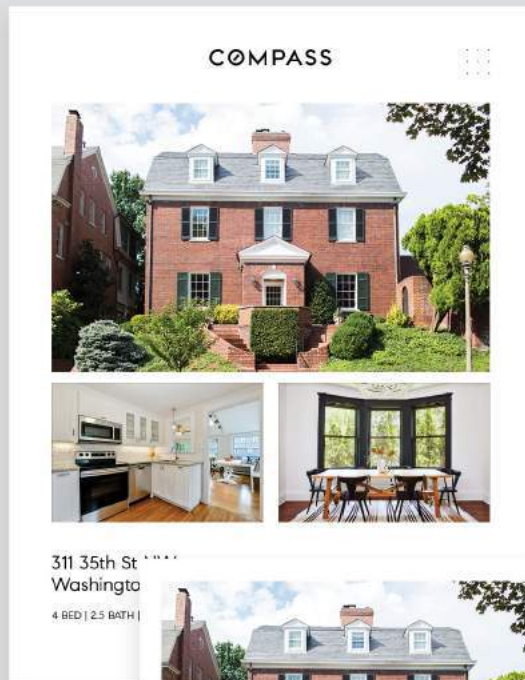
Compass helps generate buyer interest by using proprietary data to serve ads to Facebook and Instagram users.

Optimized Performance

Compass tracks and measures the results of every campaign which allows for continued optimization.

A Multi-Channel Marketing Approach, Designed to Stand Out

From brochures and postcards to social media and emails, our marketing collateral effectively communicates your property's story and attracts more potential buyers.

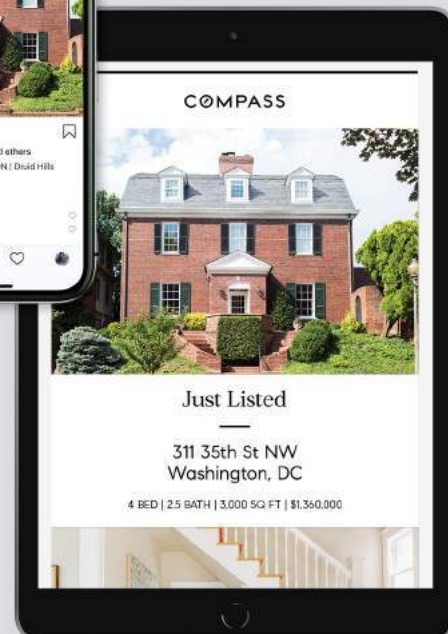


FLYER

POSTCARD



SOCIAL MEDIA



EMAIL BLAST

Engaging Open Houses

Whether it be in-person or a dynamic virtual tour, open houses are one of the most important ways buyers connect with your home.



53%

Of homebuyers attend an open house while searching for a home to buy*

45%

Of open houses have been virtual since the launch of our virtual open house tool**




*Zillow Group Consumer Housing Trends Report, 2022 survey data

**Compass Livestream: Virtual Open House vs In-Person Open House, 6.1.2020–8.31.2020.

Market Watch Tool And Market Review

Real-time updates about price and status changes, new listings, and Coming Soon and Private exclusives as soon as they hit the market.

Most importantly, we use this to understand what the inventory of product in your category is, which is something we factor into price recommendations.

 **Market Watch**

BRIGHT, Only on Compass, Public Records | ... • [Edit](#)

Past 24 Hours ▾

Property Type ▾

Active	957
Active Under Contract	261
Closed	192
Coming Soon	181
Expired	76
New Active	771
Pending	481
Price Increase	124
Price Reduction	408
Temp Off Market	99
Withdrawn	158

[Home](#) ▶ [Market Watch](#)

Market Watch

BRIGHT | 24 Hours | All Property Types

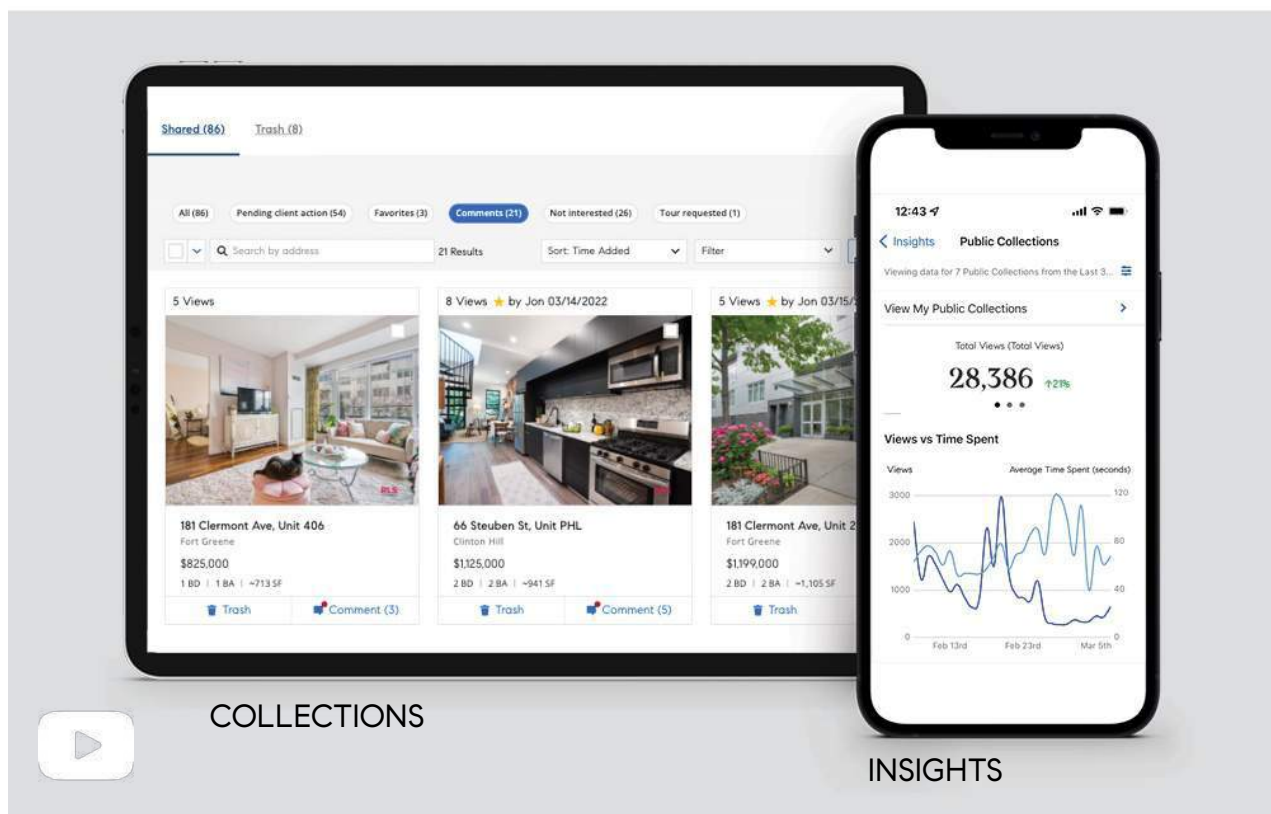
New Active ▾

786 Results

<input type="checkbox"/>	<input type="checkbox"/>	Status	Change Info	Change Date	Change Submitted	Address
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/23/20	47 St Andrews Rd
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/22/20	5071 Anchorstone Dr
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/22/20	44124 Merrywood Ct
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/22/20	4108 Hayes St NE
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/22/20	3404 Holly St
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/22/20	4430 Kansas Ave NW
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/22/20	17 Brian Daniel Ct
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/22/20	12010 Coppermine Rd
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/22/20	19913 Appledowne Cir, Uni
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/22/20	2504 Childs Ln
<input type="checkbox"/>	<input type="checkbox"/>	Active	NEW LISTING	1/22/20	1/22/20	13300 Kilmarnock Way, U

Assessing Our Strategy and Monitoring the Market

Using proprietary tools such as Collections and Insights, we keep you informed of market conditions and traffic to your property.



Collections

Collections allows us to have a collaborative conversation on your home selling process with instant updates on comparable listings and access to insider knowledge previously only available to the agent community.

Insights

Insights is a detailed, custom dashboard that allows us to assess the impact of our online marketing campaigns in real time. By capturing this data, we are able to further target our ads to buyers most interested in your home.

Case Study: 1312 Valleywood Drive

Highlighting our unique approach to professionally market and sell your home using a personalized approach for every client.

1 Off-Market/ Private Exclusive Campaign

- Used expert opinions to confirm effective list price
 - Showed home extensively prior to listing
-

2 Personalized Home Preparation

- Private consultation to prepare home for photos, extensive home organization, Video, 3D Tour & Floor Plans
-

3 Built Anticipation, Sold Pre-Open House

- Coming Soon + Extensive Social Ads
- Attracted Multiple Buyers
- Under Contract after 2 days (Above Asking \$)



Private Exclusive Campaign, Brochures & Paid Advertising

COMPASS



13121 Valleywood Drive



Welcome to this four bedroom, three bathroom single family home that is flooded with sunlight. Upon entry you're greeted by a beautifully remodeled foyer in this largely remodeled smart home. The sellers made significant upgrades to the home over the past few years. The open-concept kitchen which features custom glass cabinet inserts, Quartz countertops, a touchless faucet overlooks the oversized deck and dining area, both of which are perfect for entertaining. The lower level features new floors, new custom hidden storage under the stairs, and a brand-new laundry room with everything you could imagine. HVAC, lights, and alarm systems can all be controlled via the Amazon Echo App. Furnace, air conditioning unit and tankless water heater were all replaced in 2022. Street side retaining wall was recently renovated and raised two feet. Located directly next door to Valleywood Neighborhood Park which will be undergoing a major renovation in 2023.



Spencer Bodian
District Spotlight Group Of
Compass
Realtor® Lic. in DC/MD/VA
M: 301.597.5150
O: 202.386.6330



Hilary Bubes
District Spotlight Group Of
Compass
Realtor® Lic. in DC/MD/VA
M: 240.506.4411
O: 202.386.6330



13121 VALLEYWOOD DRIVE

4 BD 3 BA 1912 SF



Delivery Rate 99.83% <small>592 Delivered</small>	Unique Opens 80.41% <small>476 Opens</small>	Unique Clicks 2.36% <small>14 Clicks</small>
Bounces 0.17% <small>1 Bounces</small>	Blocks 0.17% <small>1 Blocks</small>	Unsubscribes 1.01% <small>5 Unsubscribes</small>

Total opens **932** Click per unique opens **2.94%**
 Total clicks **21** Abuse reports **0**



Case Study: 6820 Wisconsin Ave, Unit 4013

Strategic campaign to build anticipation, coupled with targeting agents and demographics most likely to work with this kind of property.

1 Off-Market/ Private Exclusive Campaign

- Off-Market Pricing Tour to Compass Agents
 - Confirmed effective list price without losing DOM
-

2 Network Tool + Extensive Marketing

- Targeted specific agents that have transacted in the building/ region w/ custom marketing plan
-

3 Extensive HOA / Management Review

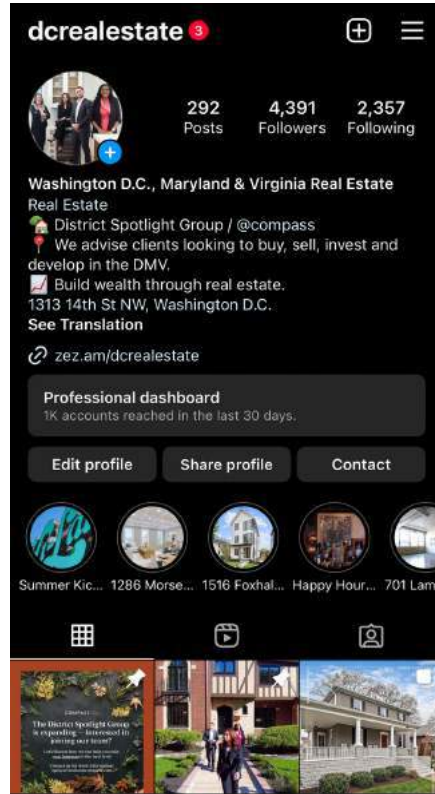
- Prior to listing, examined HOA reserve funds & upcoming special assessments to ensure we were a step ahead of both buyers & banks in regards to being able to obtain most forms of financing.



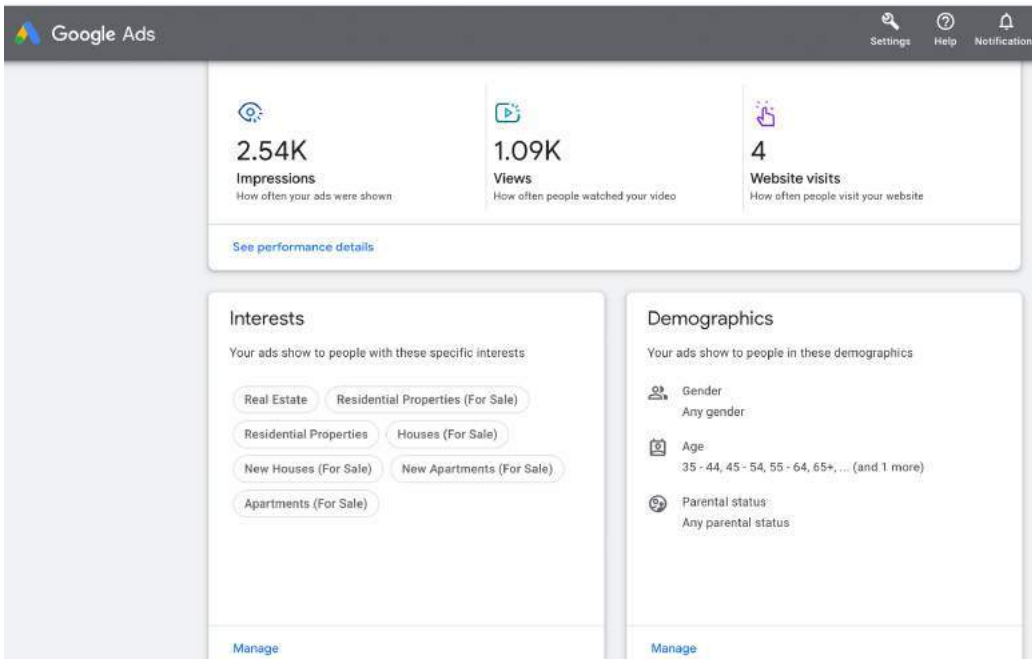
4

Build Anticipation, Sold in 6 Days

- Coming Soon Campaign + Open House
- Targeted Social Campaign Ads
- Listed for \$875,000, sold for \$900,000 in 6 Days



Multimedia
Approach + Social
Insights + Google
Analytics



Notable Sales



13625 Blue Stem Lane
4 BD 5 BA 3320 SF \$920,000



4804 Kansas Avenue Northwest
4 BD 4 BA 2318 SF \$1,120,000



1700 North Taylor Street
5 BD 4 BA 2676 SF \$1,601,000



6820 Wisconsin Avenue, Unit 4013
2 BD 3 BA 1611 SF \$900,000



1532 Constitution Avenue Northeast
2 BD 2 BA 1107 SF \$775,000



255 10th Street Northeast
3 BD 2 BA 1766 SF \$1,030,000

Giving Back to Our Communities

Compass Cares empowers agents to support meaningful causes right where it counts most — in your neighborhood.

100%

Of transactions contribute to a donation in your community*

\$2.5M

Donated to strengthen our communities to date*

2,500+

Organizations supported*



Our Immediate Next Steps

☐ **Complete listing paperwork.**

The listing agreement is a contract that explains our relationship and the high level of service that we will provide to you.

☐ **Begin to prepare your home for the market.**

Let's determine next steps together.

☐ **Continue to monitor the market and assess our strategy.**

Once your home is ready for market, we will reassess market data and finalize our pricing strategy to make sure we are in line with any recent market updates in your neighborhood.

☐ **Launch your property.**
