

From start to finish, Dawn has been incredible. She got us top dollar for our previous home and worked tirelessly to ensure that we found a new one we loved. I would recommend Dawn to anyone looking for an experienced and detail-oriented realtor who gets results.

-T. and K. El-Bashir

Dawn is nothing short of amazing. From start to finish she was with us every step of the way. Five years ago she helped us navigate our first home purchase and we called on her again to help us find and purchase a new home in what is a very competitive market. We trusted her implicitly with getting our first house listed and true to form, we had multiple offers the day after the open house. As if her expertise was not enough, Dawn genuinely cares for her clients and it shows. What other realtor remember your kids' birthdays year after year? Dawn is a gem.

-A. and F. McCabe

We had such a wonderful experience buying and selling our home with Dawn this past summer. Simply put – Dawn made the entire process of buying and selling seamless. She was so attentive to our needs and really listened to what our objectives were in purchasing a new home. Dawn was also extremely helpful in guiding us through the process of buying a new-build home, which was a process that encompassed myriad contracts, amendments, and review. We are so grateful to have worked with Dawn and to be settled in a new home that we love – you won't find a more professional, detail-oriented, and genuinely kind realtor to work with!

-C. Tripodi and J. Mitchell

We would both like to thank you again for all of your help with the recent sale of our house. It was reassuring, in a time of transition for us, to know that the sale of our home was in such competent hands. We appreciated your candor about the state of the local real estate market in general, and the specific issues related to our own property. Your strategies were essential to our receiving a contract above our asking price. Once we entered the "under contract" phase of the sale, we were confident your attention to detail would lead to a smooth closing. It did, and as your clients, we could not have been happier.

-L. Lepore and L. Lierhjeimer

I highly recommend Dawn Wilson of TTR Sotheby's. Dawn's legal background, her exhaustive knowledge of the real estate market, and her winning personality made her the perfect realtor to sell my home. Dawn walked me through every aspect of the process, from repairs and staging, to the open house, to the sale itself. She was always at the ready to respond, negotiate, and take action. Thanks to Dawn's professionalism and marketing savvy, my home sold for well above asking price immediately after the open house.

-H. Koons

"I can't thank you enough for the amazing job you did in selling our house. The circumstances were difficult, the prep work - overwhelming, but everything went even better than expected. Your pricing strategy was effective, your business partners were well priced and provided excellent guidance (stager) and work quality (painter). I would not hesitate to recommend you to anyone trying to sell a house - even in a down market or in a snowstorm!"

- K. Hill

“I recently completed my fourth and fifth transactions with Dawn. She’s extremely knowledgeable about the real estate marketplace and every aspect of the home sale (or purchase) process. But what sets Dawn apart is that she’s a zealous advocate for her clients who always puts their interests first. Buying and selling homes isn’t easy, and Dawn’s tireless advocacy makes a difference. For example, when selling a property – my fourth transaction with Dawn – she helped me make the property more marketable and she kept in constant communication with potential buyers. I was concerned the property wouldn’t sell at all; it ended up selling for more than I expected (indeed, above list price). I then purchased a new home – my fifth transaction with Dawn. Following a rapid back-and-forth between Dawn and the seller, she got the home under contract before a scheduled open house. Dawn then pushed hard for additional concessions related to the inspection and kept the process on schedule despite challenges the seller’s agent presented. In short, the fact that I’ve returned to Dawn five times speaks for itself -- I highly recommend her.”

- *J. Cohen*

“Working with Dawn was an excellent experience. Her advice for staging our home was spot-on, resulting in a beautiful photographic presentation. This, and a careful pricing strategy, generated a flood of offers. She worked until the wee hours of the morning to sort them and help us determine the best one. In the end, the price we received exceeded all expectations. In addition, she connected us with a resourceful “executive assistant,” who handled a lot of time-consuming tasks and enabled us to stay focused on the big picture of preparing the home for sale and moving to our new residence.”

- *P. Dachter and L. Drofker*

“When we decided to sell our home we intended to interview three agents. Dawn Wilson was recommended by a friend and she was the first – and last person we met with. From the very first meeting we were confident that we were in excellent hands. Dawn presented us with a timeline and followed up with us every step of the way. We met with her in September and did not feel that we could have our house market ready by October so she recommended we list in January - which seemed like an off time to us, but we went with her recommendation and she had our house sold in one week! Working with Dawn was very easy; she has a plethora of contacts from cleaners, movers, and repair men, and can put you in touch with them on a minute’s notice. When we sold our home we elected to move into a rental condo and Dawn kept us apprised of the availability of units in the desired neighborhood and price range. She negotiated the lease on our current condo following up throughout the sale and move into the new unit. She was very thorough and detail oriented. She seemed to think of everything well before we needed to do something. She was always available, and responded to our questions or concerns very quickly. No question or need seemed too small for Dawn to address. Dawn is a pleasure to work with, knows what she is doing, and achieves positive results. You can’t ask for more than that! Whether buying or selling, you can’t do better than working with Dawn Wilson. We highly recommend her.”

- *J. and K. Murray*

“I was referred to Dawn by a friend and am so glad I chose her to represent me in the sale of my property. Dawn worked hard to ensure the process was as painless as possible for me. From pricing the home, to staging, to final negotiations, she was very attentive and prompt every step of the way. Highly recommend her!”

- *Lynn E.*

“Dawn worked closely with us from the earliest planning stages of preparing, marketing and selling our long-time family. She was a consummate professional through the entire process, and her recommendations were ‘spot on’. We were ‘early on the market’ and received more than one offer above our asking price, one even before the initial Open House, and another right after it! We were able to close less than a month later, after a smooth and very successful process. Thanks Dawn!”

-*T. and S. Rhodes*

“After several years of renting our home in Falls Church, and taking a loss, we decided to put the house on the market. We met with Dawn and she outlined her plan of attack to ensure we walked away happy! She had clearly done her research and knew the market. Her suggested selling price for the house was spot on! After a thorough walk-through of the property, she provided a list of items that we should address before putting the home on the market. She staged the house beautifully and was very attentive to the details and clearly knew what would sell the home. Dawn did a fantastic job in selling our home; we had an offer within four days! She clearly knew the market, did her research, and knew exactly what to do to sell our home. We were extremely pleased with the outcome! Dawn is an outstanding realtor!”

- *D. and T. Strom*

“I’m from Arlington, so had a native’s standards/expectations for my realtor’s knowledge of this market and every single neighborhood. Dawn Wilson, a MONA mom and seasoned pro with Keller Williams, impressed me with both her experience and instinct. I knew I was going to sell for three years and was mentally interviewing realtors the whole time. This spring Dawn was the one whom we entrusted with our home’s future.”

- *S. Shukla*

“I was very impressed with the level of service. Dawn was extremely knowledgeable and very responsive while making the entire sales process from beginning to end as smooth as possible for me. I have already recommended her to my neighbors.”

- *M. Pepperdine*

“Working with Dawn was great. We were looking to sell our condo and buy a house simultaneously and we really wanted to avoid having to move into any type of short term housing. We knew it was going to be a challenge to get the timing right but Dawn made the impossible happen. We found a house that we love in our neighborhood, which we didn’t think was possible at our price point. We also received multiple offers on our condo within 2 weeks of listing it and were able to negotiate a rent back from the buyer until we could move into our new home. Simultaneously buying and selling a home is a really time-consuming and stressful process, but working with Dawn made it all so much easier. Her pro-active approach to handling the transaction and knowledge of the real estate market and legal terminology were invaluable.”

- *S. DeVoe and R. Gore*

“It was a pleasure to work with Dawn. She brings a thorough attention to detail and a deep knowledge of the process to help you sell a home. With her experience as an attorney and as an experienced Realtor, you just know you are being well represented and that your best interests are accounted for.”

- *D. Hill*

“I highly recommend Dawn. With her help, I quickly sold a condo in Arlington notwithstanding its outdated kitchen and bathroom. Dawn’s recommendations were spot on. I received multiple offers in a matter of days and closed a month later at a price above the list price.”

- *E. Zembruski*

“As our real estate agent, Dawn Wilson was thoughtful and gracious, efficient and thorough. To prepare the house for sale, she provided a list of excellent local services. She helped us set a fair price, moved us through the negotiation process and kept us informed each step of the way. Our house sold quickly, and we recommend Dawn most highly!”

- *M. and P. Bankson*

“Dawn Wilson came highly recommended to me. I worked with her as my Realtor® to sell my home. Dawn was efficient throughout the process. She worked quickly and responded promptly to my emails, calls, and texts. She staged my vacant home nicely, and was diligent with marketing and follow up. Dawn coordinated a complicated transaction to make sure the buyer would be able to close and that everything would fall into place. Since I had already moved out of town, and was overseas during the actual closing, Dawn coordinated everything in Virginia, so that the contract got ratified, and the transaction closed on time, and I did not even need to be there. Everything was done electronically or by mail, so it was convenient for me. I would highly recommend Dawn to any home buyer or seller. She has great attention to detail, and runs her business like a well-oiled machine.”

- *L. Fairweather*

“Two years after my husband passed away, I knew it was time to move. Dawn was very patient and understanding with me, she knew it was a difficult and emotional step for me. She listened to me and helped me find exactly what I was looking for. She helped me get my old home ready to sell, her advice was spot-on, and I got three offers in just one weekend, all over the asking price! She knows this area extremely well, and will do what it takes to help you buy and sell your home.”

- *Joyce McCue*

“I would like to thank you again for all of your efforts toward selling my home. Your marketing and staging efforts far exceeded my expectations and I truly feel were the main reason for the expeditious sale of my home. You were there every step of the way and have truly made this experience a positive one. I will refer any friends and family looking to sell or buy homes to you. It is something special to find an agent who truly puts her heart into her work.”

- *M. Beyer*

“Being an out of town owner because of a death in my family, my sisters neighbors gave me names of realtors serving her area. Dawn Wilson was my choice. Dawn is professional, caring and was compassionate to my needs. She wanted to know about me and my situation. Dawn also went above and beyond by helping me with another issue not associated with selling the home. Dawn Wilson should be your choice!”

- *P. Sutter*

“It was such a pleasure to work with Dawn. Having lived in my condo for 19 years and getting ready to move to a new city, it was a stressful time but Dawn made it so easy. She helped me to get an organizer and a stager in so I could ensure that my place showed very well. She also referred me to an amazing moving company and a company that picked up and donated furniture for me. What I was so impressed with was how she marketed my place from the amazing on line photos to open houses. Several of my neighbors commented on how well my condo showed and I know from personally looking at other listings on line, that my listing was the best and most professional by a landslide! I would highly recommend Dawn and certainly will. It is understandable how she is top in the market as her passion and professionalism shine through to make the sale!”

- *A. Zalom*

“In what is being called a buyer’s market, Dawn sold our house in 5 days, with multiple contracts! This was in large part to her attention and marketing efforts, which exceeded our expectations. Thanks, Dawn! Dawn helped us find the perfect house. She patiently looked for us and with us for many months until we found just the right home. We saw many houses that met our criteria, but we were very particular. (Okay . . . picky.) Dawn never pressured us and let us take our time in finding the right house.”

- *Sharyl and Sean Hoffman*

“As Dawn was able to achieve When I decided to sell my townhome, my primary goal was to do it stress-free. So, the best decision I made was asking Dawn to be my agent. At the onset, she set a plan of action for us to follow, which included excellent referrals for handy-man services, painters, organizers . . . you name it. Knowing what to expect up-front, and along the way, led to a painless process. It was also clear that selling my home was a partnership, as Dawn was with me every step of the way. I could say that Dawn is a professional, experienced, and trustworthy agent—all of which are true—but I think the results she produced for me speak louder. My townhome went on the market as scheduled, and after receiving 21 competitive offers during the first weekend of open houses, we had a contract within 1 week of the listing. My goal was reached as the process was exceptionally smooth and, as an unexpected bonus, Dawn sold my townhouse well over our asking price. These results with an average home, I’m certain she will obtain the same for you, no matter the size, condition, or asking-price of your home. Simply put, she’s amazing. I wish you the best of luck in your home-buying/selling journey and strongly encourage you to choose Dawn as your guide.”

- *V. Lucchesi*

“Before signing with Dawn to assist me with selling my condo I met with several other realtors. I quickly learned that Dawn was the right realtor for me as her professionalism, expertise, and drive to sell my condo exceeded my expectations and set her apart from the other realtors. She had a thorough marketing plan which included to stage my vacant condo and quickly organize an open house on a Saturday and Sunday in mid-December. I was pleased to have four contracts within several days of listing the condo and Dawn was great at communicating during the process. We closed within one month of putting the unit on the market and I would recommend Dawn to anyone that is interested in buying or selling a home.”

- *Tiffany Hill Cooney*

“I can’t tell you how much I appreciate all you did in selling my rental property. I enjoyed having it and never had trouble renting it, but it was time to move on. As you know, I went through a cocky phase thinking I could sell it myself, which clearly wasn’t working. When I finally admitted defeat and decided to call you, I had no doubt you were the one to make it happen. And, wow, did you make it happen! I’ve bought and sold a number of properties over the years, but this time it was positively seamless. Friends with whom I have shared my experience can’t really believe it. The preliminary “to-do list” looked daunting, but you were on top of every detail and deadline. From our initial walk-through to the last signature at closing, the whole process took just under 60 days! Your incredible advertising and promotion paid off with three offers in 4 days...4 days from the first open house! And we were on the way to closing...in less than three weeks. The mortgage is paid, the weight has been lifted, the file folder isn’t spilling out of the drawer, and my key ring is much more manageable. I challenge just about any realtor out there to beat that record!”

- *Julia Mitchell*

“As a retired member of the military, I have bought and sold four homes but never had the level of service that Dawn Wilson provides. Her backwards planning calendar and constant communication were exactly what I needed to stay on track. I was also grateful for the sage advice I received from the stager (Julia) that Dawn recommended. Thanks to Dawn and Julia, my house was showcase ready much sooner than I thought with minimal investment. We used the items I already owned and placed them carefully to create maximum impact.

- *C. Ricci*

“I made a choice to simplify my life and one step was to sell my home. Dawn Wilson made the sale of my home match my goals by simplifying the process for me. She completed all the hard work behind the scenes, kept me informed at every step, and masterminded a quick sale with a high price. Dawn met and exceeded my expectations of how simple it can be to sell a home!”

- *Sarah Lynn*

“Dawn patiently worked with me over several months while getting my house remodeled. Dawn’s knowledge of the buyers in the area helped me make key design decisions on what the remodel should look like to maximize the value. When we were finally ready, Dawn attracted numerous buyers that bid up the price to more than \$100k over asking price. Her help analyzing the different offers helped me maximize my sales price while minimizing my risk. I would be happy to work Dawn again any day.”

- *R. Larisch*

“We cannot say enough good things about working with Dawn. Her dedication, attention to detail and attentiveness were above and beyond our highest expectations. The sale of our home went smoothly and Dawn’s service provider recommendations were invaluable. Dawn worked tirelessly to help us find a new home that is perfect for our family and expertly guided us through an extremely difficult and stressful purchase transaction.”

- *N. DePersis and J. Creech*

“We had our doubts about selling our house in this uncertain market, but with your help, we were able to get what we thought our house was worth, with a very short time on the market. Your advice on staging and marketing proved spot-on. Feel free to send any potential clients our way for a reference. We will certainly send anyone looking to buy or sell your way.”

- *Craig and Peg Perl*

“Dawn offered us sound advice every step of the way to get our house sold in a timely fashion and at a competitive price. She was responsive to our questions, and was a great source of information and guidance. Her experience and expertise really showed, and I would definitely recommend her services to anyone buying or selling a home.”

- *D. Arigoni and M. Travers*

“When we originally spoke at the end of April we were extremely apprehensive about another “fast talking” real estate person. After all, our deceased son’s two properties were on the market for over two years, we were misinformed by lawyers, mishandled by mortgage companies, let down by realtors and disenchanted with the housing market and had nearly gone into foreclosure. When you told us you normally sell your properties in two weeks you can imagine what we thought! Well, after clearing out our tenant, making some repairs, staging and doing the virtual tour the condo sold in just over two days...not two weeks!! Amazing...and even more amazing was the closing time. Again, what would normally take weeks or months fell together for us in just days. After working with mortgage companies that should not even be in business it was extremely refreshing to renew our faith in mankind and thank you for helping us do that.”

- *Don and Jan Soeldner*

“Dawn Wilson is everything you want in an Arlington Realtor! We sold our home near Lacey Woods for over asking price, with a waived inspection, and closing within 3 weeks of going on the market. Wow! We followed Dawn’s advice closely, and did some minor fixes and improvements, then got a pro cleaning. Dawn took it from there with staging and marketing, and voila! Hire Dawn Wilson for buying or selling in Arlington or DC and I promise you will be happy. We are super-happy!”

- *E. and J. Fendley*

"I am writing to thank you for all of your help with the recent sale of our home on 27th Street in North Arlington. As you already know, you were recommended to me through a work colleague and friend. I offered you an opportunity to meet with my Mom and I to do a listing presentation. My Mom had decided, somewhat reluctantly, to relocate to a senior living facility. She was anxious and a little nervous to leave her home after 42 years. You immediately put her at ease and explained the steps she would need to take to market and sell the home. Your presentation was comprehensive and I was immediately impressed with your considerable knowledge of other comparable homes in our area. Needless to say, the next day my Mom and I offered you the listing. Given the age and condition of the home you offered several options to consider. When we met to sign the listing your suggested strategy immediately rang true to me, allowing me to meet the financial goals I wanted to reach while limiting the amount of work and time I would need to put into the property. We walked through every inch of my "as is" sale and I took in your suggestions for ways in which we could prepare the house for sale. Two weeks later we had the house on the market. Three days later we had a contingency free offer. Dawn, from the listing presentation, the contract negotiation and the closing, your support, dedication and representation were truly exceptional. I cannot begin to thank you enough for an exceptional job. My mother could not be more pleased, her financial future secure as she is settling nicely into her new community. I am so grateful for your support."

- *D. Deardorff*

"I highly recommend Dawn. With her help, I quickly sold a condo in Arlington notwithstanding its outdated kitchen and bathroom. Dawn's recommendations were spot on. I received multiple offers in a matter of days and closed a month later at a price above the list price."

- *E. Zembruski*

"Thank you very much for making this an enjoyable and smooth process. I appreciate your professionalism from the beginning to the end and for quickly helping me make the sale."

- *C. Etcheverry*

"Dawn worked closely with us from the earliest planning stages of preparing, marketing and selling our long-time family. She was a consummate professional through the entire process, and her recommendations were 'spot on'. We were 'early on the market' and received more than one offer above our asking price, one even before the initial Open House, and another right after it! We were able to close less than a month later, after a smooth and very successful process. Thanks Dawn!"

- *T. and S. Rhodes*

"Selling my home felt like an insurmountable task. I interviewed several realtors and didn't get the feeling that that could help me meet my various needs to prepare my house for the market. Then I met Dawn. She was a one stop shop of information. and helped me through the process from beginning to successful end. She was direct, responsive (within a day to all of my queries), and I would highly recommend Dawn as a realtor."

- *D. Dupre*

"Dawn Wilson is an amazing Real Estate agent! My brother passed away mid-October. I met Dawn the beginning of November and she had the house on the market the beginning of December. We closed two days before Christmas. Being from Connecticut, Dawn was there for me every step of the way finding painters, carpet people, cleaners and anyone else needed to market the house. She was there for appointments when I was at home and keeping me up to date with everything. If I ever needed to buy or sell in the Arlington area, without a doubt, Dawn would be the one. When it comes time to sell my home in Connecticut, I am bringing Dawn here! Thank you for everything you did for me and helping make a very emotional sale run smoothly."

- *M. Bubbs*

After a year of many personal tragedies, one of which was my 96-year-old mother passing away, I was left with a house in Arlington--her residence-- to clear out and sell. Enter Dawn Wilson. She was referred to me by my lawyer in Virginia; come to find out, she used to be an attorney in the same firm! I was overwhelmed with the tasks I had to complete in order to sell my mother's home. Living remotely in Connecticut, Dawn made it so easy for me. With her guidance, advice, and assistance, I was able to clear out the house and get it on the market within a matter of weeks. Dawn was the "go-getter"; she advised me what to do, who to contact, and seamlessly made the selling of this house within four days, once on the market. I find her to be non-judgmental, caring, and efficient. Since the sale, my former neighbors have called me to ask who I used as a realtor. Dawn Wilson was the only reliable name I could give them!"

- *C. Granahan*

"We inherited a rental property which needed to be sold, 2000 miles from where we reside. Dawn inspected the property, recommended maintenance and upgrade selections, and provided us with a reputable contractor to perform the work. Once listed, the property had three offers within a week and at the above listed price. The title company she involved led us through a complicated process to closing. Thank you, Dawn!"

- *K. and A. Bensman*

"I am eternally grateful that Dawn Wilson of TTR Sotheby's International Realty in Arlington, VA, was recommended to me as someone who might help me develop the steps needed to sell my townhouse. From the moment we sat down to review my plans, I became more confident and relaxed about doing this major project because Dawn projected the persona of "You can do this, it's a piece of cake, and I will help you though not to worry." All those things came true. We had a written guideline by the end of our first meeting. At no time during the process was I left alone to worry over the next step or resources to accomplish a task necessary to prepare my property for sale. Dawn was always available to me and walked me through each step. She would periodically call to check on me. Her knowledge and understanding of the market were evident in the renovation and pricing scheme she employed. The townhouse went under contract and a settlement date set within four days of being listed."

- *L. Cox*

"Dawn's knowledge, management skill, and demeanor made my house sale a worthwhile and stress free experience. After a brief time on the market, several offers were made above asking price. Importantly, Dawn was an excellent communicator to all parties involved in the selling process. Dawn presented informed options to me on all aspects of the sale. She has an eye for home interiors and how to show a house's potential. I highly recommend Dawn."

- *J. Scott*

I've known Dawn Wilson for years. Dawn is a friend and a true real estate professional. She's well connected and involved both in her community and professionally. As a lawyer and realtor she is most capable and with her years of real estate experience is able to make buying or selling a home less stressful and less problematic. Last fall, my wife Jackie and I had been, for over 6 months, dealing with trying to remove an old clerical error that had resulted in a lien on our title deed. We were getting nowhere. Eventually, I thought about Dawn and called her to see what she thought we could do to resolve the issue. This was in late November. She got to work on our problem. As a result we had our lien release and a clear title by late December! This spring I decided to retire. This time I called Dawn right away and she guided us through the sale of our home. We took her advice at every turn and the result was we accepted a bid substantially above our asking price. At the end of this spring (2022) we went to closing. My wife and I are both in awe and ecstatic with the way our home sale went. Anyone who needs a realtor and is highly keen on results without drama is strongly urged by Jackie and me to enlist Dawn Wilson as their realtor.

- *C. and J. Allen*

"I just want to thank you again for the fantastic job you did selling our house in Oakton. Your suggestions for repairs, renovations, and staging were spot on, and I know that's why we sold in less than a week for way above the asking price. Thanks!"

-D. McCullough

"Dawn Wilson is an amazing Real Estate agent! Dawn worked closely with me from the earliest planning stages of preparing, marketing and selling my home. Dawn was there for me every step of the way finding painters, carpet people, cleaners and anyone else needed to market the house. She was there for appointments and kept me up to date with everything while I was living across the country in California. She was a consummate professional through the entire process and I highly recommend her!!"

-S.Mechanic

"Dawn Wilson is a classy, professional, dedicated realtor who has a great personality and a wonderful sense of humor. She guided us in every step of the sale of our home where we raised our family for 25 years. She encouraged us to make changes and updates while respecting our decisions leading up to listing our house. Dawn was ready with excellent recommendations for new lighting, appliances, movers, house cleaners and anything else we needed. Our two open houses ran completely smoothly with many compliments from our neighbors and friends, all due to Dawn's expertise. She priced our house to draw the largest number of serious buyers and drew many offers. Dawn helped us choose the best offer and guided us through the steps to closing with ease. We highly recommend that you trust her with the sale of your home - follow her recommendations and you will be very surprised and happy with the results. We plan to stay in touch with her, and will be recommending her services to all our friends."

--R. and E. Poussard

Dawn was great to work with on the sale of our condo. She took care of all the details, large and small, and worked very hard to make the unit present at its best. When one approach wasn't giving the desired results, she was right on top of the situation, trying something different. She also took a personal interest in our situation, which made the experience all the more pleasant.

-J. Dantzig

"Dawn Wilson is an excellent real estate agent. As an attorney I appreciate responsiveness and attention to detail and Dawn has all of these qualities. She was also able to sell my client's house quickly at a very good price. I highly recommend her."

-E. Zetlin