

D.C.

Since early 2022, I have worked with Dawn to purchase three investment properties in Northern Virginia. All of these transactions were smoothly and efficiently handled by her, and they have all been successfully generating revenue within weeks of closing. Dawn is expertly familiar with the neighborhoods and the local real estate market and was able to guide me in selecting properties given my goals and the type of rental clientele I was hoping to establish. She is well connected to local contractors and is also able to give a rough idea of the initial investments one might need to bring a place up to the standard it needs to be given it's intended use. Beyond all that, Dawn is also a lot of fun to talk to which makes the whole process far more enjoyable!

A.L.and T. P.

Without Dawn Wilson we would not have been able to navigate the extraordinarily challenging real estate market in DC and northern Virginia. Looking for a new home, we had very specific budget and location requirements. Dawn's guidance helped us to stay on track. Dawn found suitable properties for us to consider and gave us great advice for maneuvering through the demands of a crazy real estate market. After almost a year, Dawn's patience paid off and she found us a wonderful townhouse in Old Town Alexandria within our budget. She helped us structure a winning offer, and we could not be happier. As icing on the cake, Dawn also connected us to Chris Clark at Intercoastal Mortgage, who was wonderful in handling our financing. Dawn was a true bright spot in a daunting and frustrating search in a crazy market. She made it happen for us. Thank you, Dawn.

T. and K.E.

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.

C. and J. A.

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.

J. and C.K.

This was our first time working with Dawn for a home purchase and it could not have gone smoother! Dawn was extremely responsive via email and text and we knew she was always advocating for our best interest, every step of the way. Her many years of experience in the industry show, along with her dedication and commitment to helping her clients find their dream home, as we did. Thanks Dawn!

D.C.

Dawn is a fantastic real estate agent. She has a great instinct for how to push a deal to the finish mark. As a result, I managed to quickly close on a real gem of a home despite a very competitive market. Dawn is very personable, responsive, honest, and organized and I enjoyed my interactions with her during the search. I look forward to working with her in the future.

C.T. and J.M.

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!

R and M.W.

My wife and I were relocating from out of state during a hot market and without the ability to be local for much of the process of searching for a home. We were referred to Dawn and appreciated her ability to anticipate our needs and get us to a winning offer. You don't have to ask Dawn twice to do something, in fact, if you just say it out loud in passing, you can probably consider it done. The service doesn't stop after you close either, Dawn continually follows up and is at your service for whatever you need!

J.L. and L.L.

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.

J.D.

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.

L.M.

I was nervous going into my first home purchase, until I sat down with Dawn and she walked me through everything I could expect during the process. Dawn immediately has the presence of someone who has everything under control — which eased a great deal of my anxiety throughout. She makes decisions swiftly, and helped me to do the same. I think I would have gone on a much lengthier, meandering journey without her.

C.P.

Dawn Wilson was a great realtor to work with! She guided me through my first home buying experience and was available for many questions. She is knowledgeable and responsive! I would recommend her to anyone looking to buy their new home.

R.H.

Dawn knows her stuff! It was great working with such a seasoned professional who was able to get information to me before I even thought to ask the questions. She was quick to act when the time was right to make offers, provided me with lots of background information and helpful instruction on all the documents, she always answered my calls and was available whenever I had questions, she worked with the lender, inspector, title company, and other vendors to save me some time and energy when necessary, and gave me many credible referrals as needed along the way. When the seller was being somewhat difficult after I made an offer, Dawn worked her magic to sort things out and got my offer accepted. I appreciated her help in navigating a challenging market and recommend her to anyone who wants a swift, smooth transaction to get into their new home.

H.K.

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.

R and E.P.

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.

D.M.

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!

J.S.

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.

S.M.

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!!

G.R.

In 2011, Dawn helped me find and purchase my condo in Centreville, Va. Now here in 2020, I'm ready to make the move to be with my daughter and new grandson. I contacted Dawn for her expertise to list my condo. She and I talked through several options to set a plan in place to sell my place quickly and safely during the current pandemic. Dawn is very hands on from sprucing up the patio area and staging the property for a homey experience for a variety of home buyers. I received multiple offers and was under contract in just over three weeks. Dawn is a Realtor you can trust and count on time and time again.

L.C.

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.

R.N.

As a first-time buyer, I was intimidated by the prospect of purchasing a home, but Dawn demystified the process and guided me with her expertise, responsiveness, attention to detail, and good cheer. Dawn has assembled a first-rate network of professional and courteous people--from lender to insurance agency to settlement company--who got me through the homebuying process with ease. Dawn genuinely cares about her clients and I am confident I can turn to her for help with any home-related concerns for years to come.

C.G.

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!

K. and A.B.

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!

N.L. and M.K.

Dawn was a very responsive and motivated agent. She helped us navigate a very competitive marketplace, and got us the first house we placed an offer on! We will surely recommend you to friends who decide to go into the market.

G. and L.B.

Dawn Wilson took us by the hand (1st time home buyers) and led us through every phase of the home buying process. There are so many details! Dawn kept us oriented. She kept everything on schedule, properly documented, and would answer emails, texts, and calls within a half hour. She offered excellent referrals for insurance, home inspection, and financing all of whom were equally professional and prompt. She was our unfailing advocate to the seller and offered insight during negotiations. Dawn Wilson brought clarity to the whole process. She is completely dependable and savvy. We are pleased we chose her as our realtor and highly recommend her to anyone hoping for a similarly flawless home buying experience.

M. and S.Y.

Working with Dawn was very easy and straightforward. She made sure that she anticipated all of our needs and was always one step ahead in the planning process. Having her as our realtor give us a sense of security that there was somebody looking out for us.

R.D.

As a first-time buyer, I am very thankful to have had an experienced real estate agent like Dawn to guide me through each step of the home buying process. Dawn was always responsive to my questions and willing to provide meaningful advice. With her help, I was able to purchase a great condo in a popular neighborhood for significantly below the listing price. I highly recommend her to anyone planning to buy or sell property in the DMV area.

M.B.

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.

R.P. and A.B.

Dawn Wilson was an essential part of our home-buying process. As first time home buyers, it was wonderful to have someone with so much experience and advice in our corner to help us out! Not only was she wonderful in her own right, but she also was able to recommend and connect us to any other person or service we needed along the way. She was always available to answer any questions we had, and anticipated our needs at every step of the way. We are grateful to have had her as our realtor!

D. and C.M.

We had been searching for a home, casually, and then seriously, for over a year with Dawn. We finally found the perfect home and Dawn encouraged us to make an offer immediately as the market was so competitive. Thank God we did as the offer was accepted prior to the open house, that we attended, and there was a ton of interest. Our home buying process hit a bit of a snafu due to items outside of our control. The 6 month delay in closing was made bearable due to Dawn's follow-up, responsiveness, and assertive personality. She made it her priority to make sure we were coming out winners and that everything was going as smooth as possible. She was constantly in touch with all parties involved to make sure everyone was on the same page and to light some fires under sleepy parties. We cannot thank her enough for her support and expertise!

W. and C.O.

Dawn is an amazing realtor. When our seller counter offered a shorter time for the inspection contingency, Dawn immediately lined up the appropriate appointments for us. She moved so quickly and made everything easy. She helped us find the home we were looking for, and we couldn't be happier. Thank you, Dawn.

S. O. and S.S.

We recently purchased a home and couldn't have asked for a better realtor than Dawn. She is organized, responsive, honest, and on top of her game. We were interested in a home that wasn't on the market yet, but we'd heard that it would be soon. Dawn was able to reach out to the realtor for the property and get us in for a showing within the week. When we debated between two properties, Dawn asked us a few questions about our priorities and goals and helped guide us towards the home that was right for us. From putting in the initial offer to post home inspection requests to closing, Dawn was always there with her expert guidance, and always with a rapid response time. We purchased the home that was exactly what we were dreaming of and without Dawn that wouldn't have happened, and certainly not as smoothly and enjoyable as it was with Dawn by our side every step of the way.

C. and B.B.

We just bought our second property through Dawn and the support her and her team offer to shepherd you through the process remains excellent. With our recent purchase the buyer received a second offer similar to ours, but ultimately accepted our offer specifically because of Dawn's responsiveness. She then maintained that focus throughout the entire process, quickly turning around all documents and actions to minimize wait times and bring our property to a rapid and successful closure.

Dawn was recommended to me as the realtor to use nearly 7 years ago, and two home purchases later I would never recommend anyone else!

B. and W.C.

For years we considered upgrading our home; however, we were overwhelmed by the idea of needing to sell our home in order to buy a house that met our needs. Dawn was amazing! She guided us through a complicated process and made something that seemed impossible a reality. She listened to our needs and wants, was prompt to respond to emails and calls, and made herself available whenever we wanted to see a

property. Dawn is not only knowledgeable in everything real estate, but also had all the information, resources, and tools we needed ready for us - from painters, to storage options, to local resources. Selling and buying a house can be intimidating. Dawn guided us through the entire process and provided us with the right advice in a very competitive market that ensured our success.

M. and M.H.

Dawn made our house buying process fun and low stress. She was very clearly invested in understanding what we were looking for in a property and didn't pressure us to move fast or make offers on places that weren't a good fit. She was completely respectful of our price range and provided several creative solutions to help ensure our offer was competitive while still managing our needs regarding financial risk. Dawn was also a good teacher, patiently answering all our questions- and there were many since we were first time home buyers! We would definitely work with her again and are happy to have gotten to know her through our home purchase process.

S. F. and A.L.

We wanted a real estate agent that would educate and guide us through the home buying process, without being pushy. You did that and more. You were beyond responsive. On top of that, you were knowledgeable and patient, handling our many questions with ease. Thank you, Dawn!

E.Z.

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.

C.T. and J.H.

We turned to Dawn knowing we needed to act fast in the challenging real estate market of Arlington. Dawn was able to focus us on properties we would not have considered. She was efficient and so pleasant to work with, providing expert guidance and extensive resources from her many years in the field. With Dawn's help, we purchased a property that is just right for our family. Dawn made the whole process as easy as it could have been. On top of that, Dawn gives back to our community to help keep Arlington the special place that we love.

J. and H.S.

Dawn was a fantastic realtor for our family. Throughout, she worked with us to empower us and to help us achieve our goals. We felt comfortable with her-- not only to see the properties that were of particular interest to us, but also to act when opportunities presented themselves. She provided incredibly helpful and timely counsel as we decided how we wanted to move forward. Her advice was invaluable in terms of us getting our offer accepted, at a good price and with minimal concessions. Dawn is not only diligent and thorough: she is also cool, calm, and collected under pressure, which ended up being crucial at several of the (inevitably) more stressful junctures in our home search. I feel confident that Dawn's presence as a companion and guide with my wife and I in our real estate journey helped us to approach the task of purchasing a home with less stress and more clarity. I cannot recommend her more highly.

M. and P.B.

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!

R.G.

Dawn is simply amazing! As a first-time home buyer on a budget in a hot market, I was incredibly lucky to have her on my side. Dawn is very knowledgeable and went above and beyond to help me get the home I wanted. She took the time to explain the process, understood what I wanted and made everything work flawlessly from beginning to end. Her recommendations were always spot on. The next time I want to buy or sell a home, I will choose Dawn, without a doubt.

A.N.

Dawn is by far the best realtor you can ask for. She helped me purchase a condo in a very desirable building in Arlington. I was impressed by her extensive knowledge and professionalism. The time between the property listing and my offer acceptance was extremely short. She works closely with all involved- bank, inspectors, etc. When someone underperforms, she is on top of everything. You are never left alone to deal

with any issues. It is clear that she is far more than just a person trained in real estate. She herself trains others. Her background as an attorney is another significant asset. She is also very involved in the community, which can be extremely helpful as she often is aware of someone simply thinking about entering the market. As a Ph.D. in financial economics I value attention to detail, and you definitely get that from Dawn. She is aggressive when need be, but extremely personable and genuinely nice to work with at the same time. What I also valued in her is that she was first to tell me that a particular property may not be the best idea for me. And she was correct every time. Now, few years has passed, and I am extremely happy with my purchase. The value increase has outperformed, and I am certain I would not have been as successful with the purchase with any other agent.

Recent Client

As a first-time home buyer, Dawn was a fantastic resource in guiding me through the process. She worked hard to get me the best deal and to make the whole experience as smooth as possible.

E. and J.F.

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!

C.E.

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.

K. and J.M.

Thank you so much for all of your efforts to get us into our new home. I just know that we will be really happy there and forever grateful to you for working late into the night to get our offer accepted.

T. and S.R.

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!

N.B.

I'm writing to say thanks so much for being my Realtor® as I journeyed through my first home buying experience! I really enjoyed the help you gave me from the time I began looking at properties on the internet all the way through the closing. I had a great experience, and I'm glad I chose you as my Realtor®.

Although I did quite a bit of research to understand the process, having your ongoing help made a big difference -- on everything from seeing the properties first-hand, to getting the home inspection done, to the final walk-through. By the time we got to closing I felt very confident I had everything in order, and I knew I was making a great decision. Since the closing last week, I have been packing up everything in my apartment, and I'm excited to be moving in.

I have attached a photo from my closing to show you how delighted I was last Monday as I took ownership of the property. I think owning [my home] is going to be a great place to live, and an excellent investment. And I want to say thanks again for helping me make the step up from renting to owning my own place. Thanks so much!

J.C.

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.

S. and T.S.

Dawn came highly recommended to us by another couple and, after interviewing multiple realtors, it became clear that she was the best realtor for us. As first-time homebuyers, it was important to us to find a realtor that was willing to take the time to explain the process and Dawn did so thoroughly. Additionally, Dawn acted quickly when we found a house we loved well in advance of our planned

timeframe. Throughout the process she was exceptionally responsive, worked tirelessly and always worked in our best interest. Dawn was extremely professional and a pleasure to be around. We are delighted to give Dawn Wilson our highest recommendation!

E.Z.

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.

P. D. and L.D.

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.

C. and B.B.

With today's market, there are so many apps and tools which make it easy as a buyer to search and view a huge selection of houses across large areas of the DC Metro region. The problem becomes understanding how to filter all of those options down to find the house that's right for you, and then navigate the increasingly competitive market so that you can actually get the house that you fall in love with. That's where Dawn came in, working side by side with us to review all of our options until we found the house that was perfect for our family, then navigating us through the complex process all the way through a successful closing. We also loved that with Dawn's experience in working throughout the DC Metro area, she brought with her a network of fantastic vendors. From mortgage companies, to home inspectors, and insurance agents, it felt like we had a tremendous team of people working alongside us throughout the entire process to ensure we had a great experience and walked away with a successful home purchase.

C. and M.L.

We had a great experience all around buying the new home with you. We always had a clear picture of what milestones were coming up next and we needed to do for them.

J. and K.M.

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 A.M.

Dawn was a pleasure to work with. She's both highly knowledgeable and very easygoing. As first time home buyers, she walked us through the process clearly and concisely and had us in a great house barely a month after we started shopping. She was a great advocate for our interests and communicative from start to finish--and even after closing. We would recommend Dawn without reservation.

J.V. and D.V.

Working with Dawn made our first-time home buying experience easy and quick! Dawn was extremely responsive to our needs, flexible with our energetic schedules, and patient in answering all of our questions and guiding us through the buying process. Buying a home for the first time can feel overwhelming, but we felt informed and at ease every step of the way! Thank you, Dawn!

D. and T.S.

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!!

L.A.

I cannot say enough wonderful things about Dawn Wilson! I just bought my first home as a "newly single" woman, and Dawn gave me the confidence to know I was making the right decision. Dawn brings a perfect blend of skills that makes the buying process run very smoothly. Dawn is a great listener – she hears and understands what her client wants. She also is easy to talk to – no question is too small. Dawn is incredibly organized – she is on top of all the paperwork and clearly explains the process so her clients can be just as prepared. She is a strong advocate to ensure the right result for her client. Dawn is a top producer – but she treated me as though I was her only client and top priority. Emails and calls were answered quickly – even in the evenings and weekends. Only after the closing did I realize all the work that Dawn did behind the scenes to make it go off without a hitch. Beyond all that, Dawn is such a warm and friendly person -- a joy to work with!

S.S.

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.

L.E.

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!

K. and J.G.

It's so amazing being in the house. We love it and are about 80% unpacked but would love for you to come see it when it is more presentable!! Thank you for all your work to get us in here!! It already feels like home.

M.P.

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.

C. and M.O.

Dawn is an incredible realtor and we feel spoiled to have her as an advisor when making such an important purchase such as a home that you will live in for a short time, long term or even a forever home. Dawn has helped us find all of these and when you work with Dawn, you will eliminate a lot of issues in advance because she knows what she is doing! Dawn is very detail oriented and she makes sure that all important issues are handled in advance, that all paperwork is signed accurately and in a timely manner and that you get all the terms you agreed upon right from the beginning. She is not only knowledgeable but she is caring and that's the perfect combo for a realtor. We would recommend anyone to use Dawn -- she's the best!

N.P.

Dawn helped me buy my first home. Others warned me that the process of buying a home, especially the first time, would be painfully complicated. It was complicated, but Dawn made it all run like clockwork. With Dawn's help, I think anyone could tackle the challenge with confidence.

L.L.

I am a first-time buyer and just purchased my first town home and could not have done it without Dawn's help. Dawn did an excellent job of understanding what I was looking for in the location I desired.

Dawn was very responsive. Every time I had a question, Dawn would respond within several minutes via a phone call or an email. Very easy to work with, knowledgeable, and effective. Her legal background also sets her apart from other real estate agents.

I would recommend Dawn to anyone in the Northern Virginia, Maryland, and DC area!

S. D. and R.G.

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.

L.F.

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.

D.D.

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.

M. and M.L.

We had a fantastic experience with Dawn. As first-time home buyers, Dawn's guidance and knowledge of the Northern Virginia real estate market were tremendously helpful. At the outset, she sat down and walked us through the entire home-buying process. During the house-hunt, she responded immediately (at all hours) to any questions we had, she moved very quickly to put together and submit our offer, and she provided invaluable guidance on how to structure our offer so as to give it the best chance of being accepted. Once our offer was accepted, Dawn continued to provide valuable guidance, and she quickly handled any issues that arose. Throughout the

process, we had the utmost confidence in Dawn, and we knew we were in good hands. We love our new home, and we couldn't be happier that Dawn was our agent!

J.M.

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.

J. and H.S.

It was such a joy working with you. The house has been great so far. We really felt like we benefitted from your knowledge of the market, and your expertise as an agent. You knew the market, and you knew what it would take for us to get the house we wanted. We ended up getting our dream house. It is absolutely perfect for us. We could not have gotten through the process without your wisdom and guidance. You were also wonderful to work with throughout the whole process. At several stressful points, I was struck by how calm and collected you were, and that it helped us in our decisions. You were very responsive over email and phone and you helped us with all of our many questions. I really felt like you were our ally throughout the whole journey. I would heartily recommend working with you.

K. F.

Thanks so much for all of your help in finding us a condo in DC. You were great to work with and a wonderful guide to the wide range of options within DC. I am very happy with the unit we purchased in the Penn Quarter!

M.B.

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.

Thank you again for everything.

P.S.

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!!

A.N.

I've been sitting at front of a computer for over an hour trying to formulate an email that would express how much gratitude I hold towards you. And I give up. Every time I write something, it doesn't come close to what I would like to say. To say that you have been exceptional is a tremendous understatement.

Today when I left your office I had tears in my eyes (don't tell anybody:). And not so much about the new condo, but about meeting someone who stood with me. I really appreciate what you did for me. In time, I will write a recommendation and anything else I can do to make others aware of how fantastic you are. But today, I feel I need to express how emotional I am about meeting you, someone who stood by me and went so much beyond what is required.

And so I am quitting trying to really express myself. Thank you Dawn.

V.L.

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.

A.C. and J.S.

We just bought our first home and used Dawn Wilson with Keller Williams. She's extremely knowledgeable on not only the process but how real estate continues to change and how her clients can benefit and navigate the market. She is super experienced and fast and super connected-- she kept us informed until we were really ready to focus, and helped us work through everything pretty quickly. She made sure all the Is were dotted and the Ts were crossed and hooked us up with a great lender and insurance company too. She's also a lawyer and very involved in supporting the Arlington/nova community. Dawn is a go getter and won't drag her feet so that YOU can get the best of what you want! She takes pride in getting her clients the best.

A.Z.

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!

T.H.C.

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.

J.M.

I'm sitting in my office, cleaning out a large file full of useless documents, receipts, and folders that I no longer need, thanks to Dawn Wilson! (don't

worry I checked with my accountant to be sure I'm not pitching anything important.)

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!

N. and T.R.

We first met Dawn at a first-time home buyers education class and we were so impressed with her presentation that soon after we enlisted her help in finding a new house. She met with us several times to go over all the details and made sure we understood the process at every step. She was readily available through email or phone to answer any and all questions we had. She scheduled guided walkthroughs for us on several occasions, personally showing us through over 20 houses before we finally found the right one. She made the buying process simple and easy, providing all the information and tools necessary for a smooth and hassle-free closing.

E.F.

Dawn is awesome. Employ her now. Would you believe that the first place we looked at, we ended up purchasing? Thanks to Dawn, we found a great place, negotiated a great deal, and turned a complex process into fun.

C.R.

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. There is no question, Dawn Wilson can get your house sold!

J.C.

This is the second time I've asked Dawn to represent me, so I'm a "repeat customer." She previously helped me sell a home, and I had such a positive experience that, when I decided to buy a condominium several years later, I never considered asking anyone else to represent me. The transaction represented a unique opportunity, but also involved several obstacles, a number of difficult "players" (myself included), and an extremely tight timeframe. Without Dawn's remarkable persistence and relentless effort, I could not have accomplished my goal. I would recommend Dawn to anyone.

T.F.

We've worked with Dawn on transactions both as buyers and sellers (we're repeat customers!). Through it all, Dawn has shown an exceptionally high level of professionalism, preparedness, and thoroughness. She left no question unresolved and no detail missed. In all the transactions, I had the utmost confidence in Dawn's ability to "dot the i's and cross the t's" to make sure that our transactions went as smoothly as possible. She is also a wealth of information as it relates to local service providers (lenders, painters, inspectors, etc.), which can help to readily resolve questions or concerns as they emerge during the buying or selling process. I would recommend Dawn's services as a realtor to anyone, without reservation -- and have done so already.

S. and K.A.

Being a military family, we have used multiple realtors throughout our lives moving around to many different cities around the Nation. Dawn is the best we have used! My husband was deployed much of the time we put a contract on the home, and she went above and beyond in helping me through the process of buying a home here in Virginia. She was extremely responsive to us and all issues dealing with buying our home. She gets things done in a timely manner

and follows through relentlessly until an issue is solved. We appreciate the service and would not hesitate to recommend you! Thanks Dawn!

W. and V.G.

"She is SO on top of it" Those were the first words I heard my wife use to describe Dawn. In the early stages of our home search Dawn answered all of our questions with emails or phone calls within hours of when we asked, updated our home search criteria quickly every time we changed our mind (which was a lot!) and made us feel like we had an anchor in the confusing and potentially overwhelming world of finding a new home. When we found a place we loved, Dawn got us more money back than we ever would have thought to ask for, handled every detail of our closing quickly and with care, and got us in our new place 2 weeks before the seller had said it was possible. It was so clear that she was working up to the last minute to take care of everything and get us every possible discount and benefit. I've recommended her to every person I know who is looking to buy a home.

Thanks Dawn!

B.V. and M.B.

Working with Dawn was great. She was extremely proactive and well informed. Dawn provided us with plenty of useful information and contacts and was very reachable, which was important since we were first time home buyers. I would definitely recommend Dawn!

R. and J.M.

Dawn helped us find the perfect home; we're first-time homeowners and couldn't be happier! We knew Dawn was the perfect match for us when she gave spoke at a first-time homebuyers' class – she spoke plainly and frankly, but without talking down or sugar-coating. Every step we took toward our new home reminded us what an amazing realtor we'd found! Dawn helped us find a lender we like and trust, helped us compile lists of properties to view (based on our dreams and her experience) and guided us seamlessly through the process of securing our new home.

We went on several viewings! As first-time homebuyers, we had quite a learning curve, but Dawn was absolutely patient the entire time as we refined our likes and dislikes and figured out exactly what it was we wanted. She took us out every weekend until we found our perfect home, and we enjoyed getting to

know her as a person, not just an agent.

When we finally found just the home for us, she put her experience and legal background fully forward. Navigating the ups and downs of the contract, inspections and finding a lender could not have been easier, and we could not be more pleased that we had Dawn representing us as our agent. Our one pang of sadness: no more weekends with Dawn! Thanks to her, we have the home we always dreamed of having, and we have it through a remarkably painless and entirely enjoyable process. We'd recommend Dawn to anybody!

R.M.

Based on what I knew already about Dawn Wilson as a Realtor it was a foregone conclusion to work with her when I was ready for my own first home. Sure enough she was exactly as advertised. Dawn took the lead in coordinating myself, the lender and even the seller's agent through the many hoops I encountered in the process. Her skillful negotiating tactics helped me purchase the condo below market and appraised value even though we know the Arlington/DC market is one in which that is still a rarity. I would like to thank her for all her hard work on a tight timeline as well as for her true advocacy she shows on behalf of her clients.

M.B.

Thanks for your help with everything. It was a lot to take in, but went pretty smoothly. You and [the lender] did a great job.

S.L. and G.S.

It's so amazing to buy two houses in a year with Dawn Wilson because she makes the entire process easy and simple. We didn't even have to think about anything. Process made easy.

A.B.

Thanks so much for everything. It was so quick and easy! I will definitely refer you more business!

E.T.

I'm a happy homeowner thanks to Dawn Wilson. Dawn exceeded my expectations and provided a level of professionalism and responsiveness that is rare these days. Dawn was able to get more out of my deal than I was expecting. I really appreciate her going above and beyond in customer service. Dawn Wilson will now be my realtor of choice!

R.L.

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.

M.O.

Thanks a lot for helping us in our home buying process. With all the issues with the sellers. . . . [I]t was great to have someone looking out for our interests and advising us on our options. Your legal background was definitely a plus on this one! We've moved into the house now and couldn't imagine another house meeting our needs more than this one.

Thanks again for all of your help.

S.H.

Dawn: thank you so much for your help in sorting out our housing needs. We faced complicated choices and benefited tremendously from your assistance to sort through them . . . Your assistance was prompt, comprehensive and responsive to our unusual situation. Thank you again

N.D. and J.C.

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.

K.K. and B.W.

We would like to sincerely thank Dawn for all her help with our recent home purchase. As first-time home buyers, we did not know what to expect and we must admit the process was a bit overwhelming at first but with Dawn by our side, we successfully navigated through the process and made a great purchase! Dawn worked tirelessly and most importantly patiently to meet all our needs. She advised us on how to use an escalation clause to secure our contract and prepared our offer quickly (a few hours) to get it in by the seller's deadline. Dawn was always available to answer all our questions and provide sound advice. She is also well connected in the community and provided excellent referrals to help us with all our housing needs! We have already recommended her to our friends and will continue to do so in the future!

D. and A.N.

Dawn is a great realtor and advocate! She worked tirelessly with us to help us find the right property, in the right area, for the right price. At each step, she was ready to answer questions, offer suggestions, and work through any obstacles we encountered. We will be sure to recommend her to friends and colleagues in need of an expert realtor.

K.H.

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!

C. and N.M.

Nicole and I wanted to thank you for your above and beyond efforts with securing our family's dream home. You were amazingly responsive throughout the whole process and not only helped us to get into our dream home, but also to get our former house sold in only 1 weekend on the market!!! Your knowledge of the area and recommendations throughout the process were always right on track. Nicole and I often joked during the process of selling and buying that we must be your only client based on how responsive you were to us.

Thank you again, and we highly recommend your services to anyone buying or selling real estate in the area.

C. and P.P.

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.

D.H.

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.A. and M.T.

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.

S.L.

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 mastermind a quick sale with a high price. Dawn met and exceeded my expectations of how simple it can be to sell a home!

T.A. and M.M.

Dawn helped us with the purchase of our first home, and her knowledge of the real estate business was amazing. Knowing what to do, and what to avoid, helped us get the most house for our budget. She made herself available when we needed her, and really worked hard on our behalf. Thanks, Dawn!

S.P.

I wanted to take a moment to thank you for all the hard work you did for me. You pushed me when I needed to be pushed. You gave me space when I needed to think about things. You were always prepared, always had a plan, and made the first-time home buying experience much less painful then it could have been. If any of my friends are ever in the market for an agent I will not hesitate to send them in your direction.

Thanks again (for everything)

D.G.

I would recommend Dawn to any first-time homebuyer. She was on top of the process from start to finish, keeping me apprised of dates and details, responding quickly to my emails, and suggesting negotiating points that I never would have known about. Because she is a lawyer, I knew I could trust her to read the fine print, and she did!

A.T.M and H.M.

Thank you so much for all your help with everything. As first-time buyers, it helped us more than we can say to have someone with your experience and knowledge on our side, and your name will be the first we'll mention to anyone who asks for a recommendation. We really very much appreciate all your insight and guidance.

M.D. and O.K.

Dawn Wilson was a fabulous realtor for us as we embarked on buying our first home. The first listing that she showed us exceeded our expectations for our new home, and she went above and beyond the call of duty in dealing with a foreclosure bank and a less than ideal home buying process (because of the Seller's actions). Throughout the whole process she was very informative with answers to our questions, and we recommend her highly to anyone wanting to buy or sell a home.

L. and C.H.

Dawn has been a fantastic agent for us throughout the entire process of purchasing a home. She patiently and thoroughly walked us through the process step-by-step and continued to help us out after the sale was completed. We didn't think we would be able to purchase something for at least another year and less than 3 months later we have moved into a great home that has everything we dreamed of. In addition, Dawn has been a great resource for local information such as restaurants, events, services- you name it. We would highly recommend Dawn Wilson to anyone looking to buy or sell their home!

M.W. and C.Q.

We want to thank you for all of the help you have given us in purchasing our new home. As first-time home buyers, you walked us through all the steps and made the process as stress-free as possible. We really appreciate how you were always able to answer all of our questions and negotiate the purchase of our house. We will recommend you to any friends planning on buying a home.

M. and M.H.

When my husband and I decided to shop for our first home, we were very lucky to have Dawn as our realtor. We had no idea what we were doing, but Dawn gave us great guidance, keeping us informed of trends, up on the listings as they came available, and aware of little details in our prospective homes that we absolutely would not have noticed. Dawn was patient with us on our search, and when we finally found our house, she helped us get the best possible deal. She always had fantastic recommendations for who we should consult with, and if the first recommendation didn't work out, she had a second (and I'm sure a third, too) to suggest instead. She is tremendously thoughtful, and has a sunny disposition to boot - ignore every stereotype you thought you had about realtors, as Dawn is absolutely unique.

D. and J.S.

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.

S.S.

Dawn was wonderfully responsive throughout the process of choosing and purchasing my new home! I am grateful to have had her expertise and skill at making the process smooth and buyer friendly! I will highly recommend her to others who need assistance in buying or selling. Gratefully, SS

S.M. and C.B.

After several frustrating months trying other realtors, we finally contacted Dawn who we met at a First Time Homebuyers course. Dawn was amazing. We called her on Thursday, met with her Saturday morning, explained our needs, and Saturday afternoon put in a below list-price bid on a place that we liked then and love now. That Saturday afternoon when our lender's team dropped the financing pre-approval ball, Dawn had a contact at the same lender who helped us submit our offer the same day. Dawn was a joy to work with - she was always personable and professional and always saw a few steps ahead and gently kept things moving forward. From first meeting to closing day was less than a month. And still Dawn continues to be a great resource (painters, closet systems, general contractors, insurance, yoga studios, you name it!), even now that our formal business dealings are done. The whole thing was so easy and we got a good deal. We love our home. Thanks, Dawn!

G.P.

I first met Dawn when she volunteered her time to give insight into the buying process at a First Time Homebuyer's course in Arlington. That showed me that she truly had the interest of the consumer as priority one! I decided to use Dawn in my hunt for my first home, and from start to finish she consistently went the extra mile to make sure that I had all my questions answered and that the process went as smooth as possible. Thanks to her diligence, I came to closing with comfort and confidence; I am now a first-time homeowner!

S. and S.H.

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.

Julie & Steven Lichtman

As first-time homebuyers, the whole process of finding a home was intimidating, to say the least. Dawn was with us every step of the way; answering every question we had (no matter how silly they may have seemed), and even telling us about good questions we should be asking. She was patient, informative, and thorough. Ultimately, we found a home that we are completely in love with, and Dawn is the major reason why.

D.D.

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.

E.C.

I wanted to thank you for representing me in my most recent real estate transaction. You made a difficult and stressful situation a positive experience for me. It was obvious that you put tons of passion and commitment into all you work. This was displayed to me by your detailed and aggressive marketing plan. You took the right pictures to post on the web listings, you prepared and staged the house beautifully for the open house and you were always available when I needed you. In the beginning I was really worried due to the changing conditions of the market and the surplus of properties in my sub division. However, it turned out we were the only house that sold for above asking price and on the first day(s) of showing the listing.

P. L.A.

Thanks so much for helping us find our rental home. Finding an affordable short-term rental in this area is so difficult, and you were relentless in your search. Your persistence really paid off as it has been a perfect place for us. We really appreciate your hard work on our behalf and look forward to referring lots of other folks to you!

H.N.

Dawn Wilson really lives up to the promise of her motto. She has worked for us tirelessly and patiently through a long search for a house that fits our exact criteria. Dawn has always been available and ready to offer sincere and well, thought-out advice, and has been of infinite help in a difficult and frustrating time.