



F. Hill Slowinski, JD

REALTOR®

LONG & FOSTER

CHRISTIE'S INTERNATIONAL REAL ESTATE

301-452-1409 Cell

Website: HillSlowinski.com

Weblog: HillSlowinskiRealEstate.com

Sumner Place Offices
4701 Sangamore Road
Bethesda, Maryland 20816
301-229-4000 Office
301-229-4015 Fax



Why Choose Hill Slowinski as Your Real Estate Partner?

Washingtonian by Birth - Lawyer by Training - REALTOR® of Choice!

As either a buyer or seller, you receive Hill's full attention. Hill has helped a range of clients exceed their expectations, working with first-time buyers, growing families, estates, trustees, investors, builders, architects, developers, empty-nesters, and other individuals in transition with homes in all price ranges, from condos to single family homes to luxury estates. Hill represents only a few clients at a time in order to ensure he personally can provide full support. As an award-winning Realtor and Top Producer, his focus is on helping clients achieve better results. As a sharp, capable, seasoned expert, he works directly with you to sell or buy residential real estate and to assist you in achieving your objectives. He is thorough and focused and does not waste time. That's how business gets done. Successfully.

Hill is a 12th generation Marylander and lifelong DC area resident (Spring Valley, Georgetown, Wesley Heights, Berkley, AU Park, Glover Park, Alexandria, Arlington, McLean, Falls Church, Bethesda, Potomac and Southern Maryland - Charles County). His mother's ancestors settled in Maryland and Virginia in 1634, so he know this region very well. You benefit from his 40+ years of successful executive, legal, and business experience facilitating many residential, commercial, and private real estate transactions in DC, Maryland, Virginia, New Jersey, Massachusetts, Washington state and internationally. Hill and his wife Maureen (a fifth generation Washingtonian) have successfully raised four children all of whom reside in the Washington area.

You should expect to have the unsurpassed level of support and the strength of Long & Foster's Bethesda 'All Points' office, (#7 of 220+ L&F offices) and the highest standards of attention to detail and client care demanded of Christie's International Real Estate affiliates. As your full service Realtor®, Hill combines his experience in law and expert contract negotiation skills with the in-depth knowledge of a life-long resident of the area to best represent his clients' interests. Dedication to assisting friends and clients in their residential real estate matters is his only business!

Hill volunteers a significant amount of spare time to many community service projects and organizations. His clients see it as a credential signifying excellence in business practices and participation in a network of individuals giving back to the community. His colleagues recognize his commitment to improving the business environment and his responsibility to his clients. His community sees it as engagement and concern to change where we work, live, and play for the better. His participation enables him to expand his awareness of current issues and developments in service to his network of friends, family, and customers.

Some of the organizations Hill has supported recently:

- Wider Circle
- Annual Goodwill Dinner
- Toys for Tots
- Bethesda "All Points" Community Shred
- Jubilee Association of Maryland
- Hope Connections for Cancer Support
- Conquer Cancer Foundation



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About Hill Slowinski, JD

Realtor® Associate

Real Estate Consultant

Long & Foster Real Estate, Inc.

Christie's International Real Estate

Sloans & Kenyon Luxury Real Estate

Education

B.A., St. Vincent College

J.D., Antonin Scalia Law School, George Mason University

Ascension Academy (*now St. Stephens and St. Agnes Schools*)

Experience

Over 40 years of successful executive, legal, and business experience facilitating residential, commercial, and private real estate transactions in Washington, D.C., Maryland, Virginia, New Jersey, Massachusetts, Washington state and internationally.

Professional Memberships and Associations

The Greater Bethesda Chamber of Commerce:

- ◆ Board of Directors, Vice President, Executive Committee
- ◆ Past-Chair, Real Estate Committee
- ◆ Economic Development and Government Relations Committee
- ◆ Chair, Membership Committee

Charles County Chamber of Commerce:

- ◆ Vice Chair, Economic Development and Transportation Committee

Maryland Chamber of Commerce

Realtor Associations

- ◆ National Association of Realtors
- ◆ Greater Capital Area Association of Realtors
- ◆ Maryland Association of Realtors
- ◆ Corporate Real Estate Services Representative Council

Licensed by:

- ◆ Washington, DC Real Estate Commission
- ◆ Maryland Real Estate Commission
- ◆ Virginia Real Estate Board



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15 Advantages Hill Provides

1. We do more marketing than our competitors!
More exposure equals more interest. More interest equals faster sale.
2. Our agents receive ongoing training and are kept current on the latest market conditions.
3. We are neighborhood specialists and have a better understanding of these homes and the market.
4. We spend more time and energy than other agents and we are ranked the #7 office out of 220+ Long & Foster offices.
5. We have the greatest number of agents that bring buyers to our Long & Foster listings.
6. We have superior team support for pricing and for early exposure to the market.
7. We have the power of personal service, teams, detailed reports and open house results.
8. We have the #1 website and internet exposure.
9. We provide personal attention to detail.
10. You will work directly with me as the lead agent, not solely the members of my team.
11. We are simply #1 in market share.
12. We have the latest technology tools.
13. We do not cut corners.
14. We have in-house direct lender cooperation and affiliated real estate business resources immediately available.
15. I extend a preferred relationship as a consultant to Sloans & Kenyon, Appraisers and Auctioneers and hold leadership positions in The Greater Bethesda Chamber of Commerce.

While other real estate agents may claim some of these attributes, only I can deliver all of these benefits for you.

Executive Support Team

Boomer Foster, President, Long & Foster Real Estate

Susan Sanford, Vice President, Managing Broker

Daniel Jay, Senior Mortgage Consultant, Prosperity Home Mortgage

Anthony DeVol, Tradition Title/RGS Title (MD)

Russ Adams, RGS Title (VA)

Carol Calomiris, RGS Title (DC)

Bobby Lee, Sage Title Group

Susan Evans, Senior Insurance Manager

Yamile Someillan, Office Administrator

Yolanda Lucas, Office Administrator



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Long & Foster | Christie's Achievements

Member, Long & Foster's Gold Team, 2019, 2018, 2017, 2015, 2013, 2011
In recognition of being one of Long & Foster's top producing sales associates.

Member, Long & Foster's Silver Team, 2016, 2014, 2012, 2009, 2008, 2007

Member, Long & Foster's Chairman's Club, 2019, 2018, 2017, 2015, 2013, 2011

Member, Long & Foster's President's Club, 2016, 2014, 2010, 2009, 2008

Member, Long & Foster's Director's Club, 2012

Awarded Long & Foster's Executive's Club Award, 2007

Long & Foster | Christie's Recognition

Top Producer Million+ Dollar Sales, 2020

Top Listing Agent, January 2018

Top Producer Rentals, May 2014

Top Producer Rentals, April 2014

Top Producer Million+ Dollar Listings, November 2013

Top Producer Million+ Dollar Sales, September 2013

Top Producer Rentals, December 2013

Top Producer Rentals, April 2013

Top Producer Million+ Dollar Sales, June 2011

Top Producer Million+ Dollar Sales, May 2011

Top Producer Million+ Dollar Sales, January 2011

Top Producer - Sales, Bethesda "All Points" Office, January 2011

Top Producer Million+ Dollar Sales – December 2010

Top Producer Million+ Dollar Sales, August 2010

Top Producer Million+ Dollar Sales, November 2009

Long & Foster | Christie's Rankings

Ranked #11 out of 350+ W.C. & A.N. Miller Agents, A Long & Foster Company, Jan-July 2011

Ranked Top 1% of 12,600+ Long & Foster Real Estate Agents, January-April 2011

Ranked #55 out of 12,600+ Long & Foster Real Estate Agents, January 2011

Ranked #93 out of 12,600+ Long & Foster Real Estate Agents, January-July 2011

Ranked Top 2% out of 12,600+ Long & Foster Real Estate Agents, August 2010

Ranked #23 of 12,600+ Long & Foster Real Estate Agents, December 2010

Ranked Top 2% of Long & Foster Real Estate Agents, April 2009

Awarded Top Producer of Million+ Dollar Sales - November 2009

Awarded Long & Foster Special Service Award, Inauguration Events, 2009

Ranked #77 out of 16,500 Long & Foster Real Estate Agents, April 2008

Outstanding Recognition

DHM Elite Realtors, 2020 — Bethesda Real Estate Influencers, 2020

Greater Capital Area Association of Realtors® (GCAAR) Award Winner, 2019

"Above & Beyond" Outstanding Service Award, Inaugural Award, The Greater Bethesda Chamber of Commerce, 2019

Official Citation, Maryland General Assembly, 2019

Awarded Core Services Award Top Combined Units, 2017

Awarded "10 Years of Excellence" Award, Long & Foster Real Estate, 2015

Special Long & Foster Service Award, Inauguration Events, 2009

9704 The Corral Drive, Potomac, MD 20854
 150 Port Tobacco Road, LaPlata, MD 20646
 1601 18th Street, NW, #1001, Washington, DC 20009
 225 Winchester Beach Drive, Annapolis, MD 21409
 807 Enderby Drive, Alexandria, VA 22302
 4119 Aspen Street, Chevy Chase, MD 20815
 6125 32nd Place, NW, Washington, DC 20015
 3201 Cameron Mills Road, Alexandria, VA 22032
 22519 Landing Way, Leonardtown, MD 20650
 2800 Wisconsin Avenue, NW, #708, Washington, DC 20007
 2223 Hall Place, NW, Washington, DC 20007
 1421 Chapin Street, NW, #32, Washington, DC 20009
 5990 Greenway Drive, Bethesda, MD 20816
 4830 Calvert Street, NW, Washington, DC 20007
 1306 O St NW #201, Washington, DC 20005
 1808 Park Road, NW, Washington, DC 20010
West Hatton, Mount Victoria, MD 20661
 531 T Street, NW, #201, Washington, DC 20001
 5915 Onondaga Rd, Bethesda, MD 20816
 7005 Endicott Court, Bethesda, MD 20817
 5104 Baltan Road, Bethesda, MD 20816
 9801 Hall Road, Potomac, MD 20854
 1200 Nash Street North, Unit 252, Arlington, VA 22209
 1.4 acres, 2405 Mill Hill Road, Waldorf, MD 20603
 1464 Harvard Street, NW, #3, Washington, DC 20009
 1820 Park Road, NW, Washington, DC 20010
 1503 Noyes Drive, Silver Spring, MD 20910
 202 Duke Street, Alexandria, VA 22314
 4513 Warren Street, NW, Washington, DC 20016
 3415 Porter Street, NW, Washington, DC 20016
 7220 Armat Drive, Bethesda, MD 20817
 11 acres, 14250 Banks O'Dee, Newburg, MD 20625
 121 Duke Street, Alexandria, VA 22314
 1812 35th Street, NW, Washington, DC 20007
 5010 Hampden Lane, Bethesda, MD 20814
 3737 Chesapeake Street, NW, Washington, DC 20016
 2971 McKinley Street, NW, Washington, DC 20015
Idyllic, 14950 Deer Haven Place, Issue, MD 20645
 70 acres, 21800 Oakley Road, Avenue, MD 20609

9005 Congressional Court, Potomac, MD 20854
 7005 Endicott Court, Bethesda, MD 20817
 9401 Turnberry Court, Potomac, MD 20854
 104 Oak Avenue, LaPlata, MD 20646
 7003 Eastern Red Cedar Lane, McLean, VA
 9909 Inglemere Drive, Bethesda, MD
 9401 Turnberry Drive, Avenel, Potomac, MD 20854
 2105 Spencer Road, Silver Spring, MD
 2509 Campbell Place, Kensington, MD 20895
 1545 18th Street, NW, #819, Washington, DC
 4904 Newport Avenue, Bethesda, MD 20816
 8601 Nutmeg Drive, Potomac, MD 20854
 8913 Holly Leaf Lane, Bethesda, MD 20817
 5104 Baltan Road, Bethesda, MD 20816
 1.4 acres, 2405 Mill Hill Road, Waldorf, MD 20603
 10209 Gary Road, Potomac, MD 20854
 104 Oak Avenue, La Plata, MD 20646
 1150 K Street, NW, #405, Washington, DC 20005
 120 Evans Street, Rockville, MD 20850
 211 Payne Street South, Alexandria, VA 22314
 3100 Worthington Street, NW, Washington, DC
 3420 Porter Street, NWW, Washington, DC 20016
 4103 Blackthorn Street, Chevy Chase, MD 20815
 5009 Greenway Drive, Bethesda, Md 20816
 5202 Worthington Drive, Bethesda, MD
 6216 Stoneham Court, Bethesda, MD 20817
 6816 Newbold Drive, Bethesda, MD 20816
 6911 Wilson Lane, Bethesda, MD 20817
 211 119th Street, Stone Harbor, NJ 08247
 7717 Garland Avenue, Takoma Park, MD 20912
 8101 Connecticut Avenue, Chevy Chase, MD
 8913 Holly Leaf Lane, Bethesda, MD 20817
 9613 Falls Bridge Lane, Potomac, MD
 4970 Sentinel Drive, #403, Bethesda, MD 20816
The Watergate, #507-S, 2500 Virginia Ave, NW, Wash, DC
 6816 Newbold Drive, Bethesda, MD 20817
 10112 Meadowneck Court, Silver Spring, MD 20910
 10800 Alloway Drive, Potomac, MD 20854
 13162 Walter Place, Newburg, MD 20664

What My Clients Have to Say!

"Hill, there is no question that you are extremely deserving of being the first recipient of the "Above & Beyond Award" from The Greater Bethesda Chamber of Commerce! Through the years of your membership, you have shown unwavering support of the Chamber and all of our programs. From chairing numerous committees to always being there when a Board representative is needed for events, ribbon cuttings or the Chamber 101's, you have always gone above and beyond for the Chamber and our members. As Wendy Reiger, NBC4 Washington News Anchor announced, this new award is presented to a member for notable, outstanding service to the Chamber and our members. This person's passion for getting involved, encouraging others to do the same, and leading by example with great professionalism, is a unique quality that should be recognized. Congratulations, Hill!"
Brian Wynne, Past Chair, The Greater Bethesda Chamber of Commerce, Bethesda, MD

"Hill helped us negotiate the purchase of our first home for \$84,000 below list price which was an amazing deal. He then helped us sell that same home for a \$92,000 profit five years later. We used him again to purchase a 4,000 square foot dream home in a complicated six month "short sale" situation at an unbelievable price. Hill is a master negotiator, lawyer, agent and friend. He takes calls at all hours of the day, outsmarts other agents and provides honest advice and counsel. We consider him a member of our family. If you use anyone other than Hill to buy or sell your next home, you'll miss the fun!" Molly and Jack Hubbard, Alexandria, VA

"We want to thank for making our move to DC as pleasant and seamless as it could have been! In the summer of 2018, our family of 5 needed to relocate to the Washington DC metro area from New Jersey. We knew little more of the area than what we could glean from the internet and had limited time in which to explore in a highly competitive sellers' market. Needless to say, the cards were stacked against us! You took the time to get to know us and listened to our needs. Through diligence and the trust, we developed in your judgment, we were able to buy our perfect house in time for the kids to start school. My wife and I really appreciated your non-pressured style, your willingness to share your opinion whether we were bidding too low or too high on a house. After living in our new home for 6 months, we could not be happier with the house and neighborhood. We feel fortunate to have worked with you and credit your advice and negotiating in winning the bid on our home."
Dr. Gajan Sivananthan, Larchmont, NY, Spring Lake, NJ, and Washington, DC

"As either a buyer or seller, you receive Hill's full attention. Hill has helped a range of clients exceed their expectations, working with first-time buyers, growing families, estates, trustees, investors, builders, architects, developers, empty-nesters, and other individuals in transition with homes in all price ranges, from condos to single family homes to luxury estates. Hill represents only a few clients at a time in order to ensure he personally can provide full support. As an award-winning Realtor and Top Producer, his focus is on helping clients achieve better results. As a sharp, capable, seasoned expert, he works directly with you to sell or buy residential real estate and to assist you in achieving your objectives. He is thorough and focused and does not waste time. That's how business gets done. Successfully!" A client and senior executive of a Fortune 100 company

"You gave me a good chuckle by saying you know I'm not at a loss for words! In all seriousness, you have made a very difficult task of cleaning out and selling a home 3000 miles away that I know nothing about into a very easy and wonderful experience and I am extremely grateful to you. I can't thank you enough for your help and your guidance. You have been there consistently for me and answered my inquiries immediately. You've even gone so far as taking me to Home Depot while I was in town to guide me in purchases there! That's above and beyond! I am so impressed with how easily this whole transition has gone and I'm thrilled that the buyer is as happy as I am. Thank you Hill. I wish you were in Southern California so I could send everyone I know to you!" Linda Peterson, West Covina, CA

"I wanted to take a moment to thank you for all your time, effort and commitment with the search ultimately finding the excellent location reducing my office commute to less than 5 minutes. Fantastic results! I could not have achieved without you. With all of the "what can you do for me realtors" out today it is a pleasure to have found someone from the old school of customer service/satisfaction comes first. The extremely short find time I faced was a walk in the park thanks to you. Gerald M. Shealey, President & CEO, Executive Personnel Services, Inc., Washington, DC

"I work in a high-pressure corporate environment on transportation megaprojects. I had to move to Washington quickly, but I didn't have much time to search for housing. Hill came through and was able to find a premium in-town condominium with the best views of Washington and its landmarks. Plus, I had fun working with him!" Antonio DiStefano, Washington, DC

What My Clients Have to Say!

"Hill was instrumental in guiding us through the relocation process in a highly competitive sellers' market with very little inventory. We viewed close to 40 houses, placed offers on 5, and won our house to 11 other bids! He even found us a perfect rental for the summer in the same neighborhood to ease our search. We credit Hill for making our home-buying experience so smooth and stress-free. He is efficient, professional, honest, has great attention to detail, is unbelievably sharp, and just a pure joy to work with! We are certain we couldn't have had such a great outcome without his tremendous help and expertise and sincerely recommend him to anyone seeking to buy, sell, or rent a property. Thank you so much, Hill!" Mital Raythatha, Washington, DC

"I would certainly recommend that you consider contacting Hill Slowinski for his advice and input. We work with many, many real estate agents and he one of the best. In my opinion, he is at the top of a very small list of true professionals in the real estate brokerage business in this region." William Z. Fox, CAI, Chairman & CEO / John W. Mabry III, AARE, President & COO, Fox Residential Auctions, LLC, Baltimore, MD

"Thank for all of your work, for taking care of all the details, your time and effort put in getting the parsonage to settlement and into making the sale. You are a great "team" and it is exciting to know that the sale [is] finalized I know that most/many realtors would not have done the due diligence you did. It is a big weight off of many of our shoulders." Carol Sissala, President, Board of Trustees Potomac United Methodist Church, Potomac, MD

"I would like to thank you and your clients for making this transaction so smooth and a true partnership between buyer and seller. I have been party to a few previous real estate transactions, and none went as easily as this one, due in no small part to the hard work, attention to detail and focus of you and Heidi. Very best regards," Greg S. Pruet, Alameda, CA

"Hill Slowinski makes the renting process painless. He's everything you would want in an agent- reliable, dedicated, hardworking and attentive to your needs. I had two weeks to find and move into a rental during Christmas -and Hill found a way to get it done. He goes above and beyond the call of duty for any agent. Case in point for me -- he literally picked up crickets in my rental house to get it ready for me to live in. Anyone would be lucky to have Active Policy Solutions, Washington, DC him as their representative." Terri Lakowski, Esq., CEO

"I want to express my appreciation for the work that Hill Slowinski did for us. Often, I would call him at the last moment to ask if he had time to show me another gem that I found on the internet. He always figured out a way to see them very soon after I called. But most of all, I would like to comment on his intelligence about the real estate business. We had other issues and questions from the sale of our home handled by another agent from another company that regularly was selling properties over a million dollars. Her manner consistently made me feel as if our property was not worth her time. She wasn't even with us at settlement. In contrast, Hill helped us through both our sale and purchase. We wish that we had listed with him for the sale of our home, alas the papers were signed.

"We heartily endorse Hill and will tell all our friends about him when they need help. His newsletters give his clients an accurate viewpoint of the real estate world and his manner and intelligence on the subject is one to pay attention to. Thank you Hill!" Katy and Stuart Hunt, Silver Spring, MD

"I am deeply grateful for your professional service and careful attention to detail. It was a fine experience to deal with someone who shared my desire for an exceptional tenant. You and your distinguished company played a crucial role in the transaction, and I am very pleased. It would be a privilege to refer anyone I know to you. I look forward to continued association as business may require. Thank you." George B. Lane, Jr., Ph.D., Bethesda and Gaithersburg, MD

"I would like to thank you for the outstanding service. You really made the process of buying our riverfront vacation property as easy as it possibly could have been. I have never had real estate agent take care of so many details for me before. Buying a property and performing a feasibility study from four-hours' drive away could have been a tedious task. Thanks for doing all the hard work. I would not dream of using another agent!" Peter & Susie Fougrousse, Cary, NC and Charles County, MD

"Hill Slowinski did a terrific job on the recent sale of our house. He was always available, helpful, and informative as we went through the process of listing and then the sale of our home. His due diligence led to the successful completion of the sale in a short period of time. Most sales wouldn't have been as smooth, nor would all realtors have given us the daily attention that we received from Mr. Slowinski. We truly appreciate how easy he made everything for us." John and Carol Sissala, Frederick, MD

What My Clients Have to Say!

"Let me take this opportunity to thank you and your colleague for a fantastic job on this deal. I really liked the competent, thoughtful, sometimes passionate, always sincere handling of the search phase as well as the good care you took of us in every sense! In the offer and negotiations phase I really appreciated your strong advice which ultimately made this a strong and decisive offer! Finally, I really liked the good teamwork you displayed in the final phase. Hill, you really added value in addition to standing in for your colleague! I liked how confidently your colleague handed the contract over in the final phase and fully empowered you to take over!" Cheers, Ulrich Hess, Washington, DC

"I do appreciate the attention you gave to selling my home. I have been impressed (as I knew I would be) with your enthusiasm and professionalism in dealing with this listing. You have been fabulous and we hope that Miller recognizes your tremendous asset to the company! It was only because of you that we went with Miller. I will, OF COURSE, sing your praises to anyone I know interested in real estate! ... You are a tremendous agent. I truly feel that you have been doing a fabulous job on advising me and getting the word out on my house, even within this ridiculous environment." Lynn Rogerson, Alexandria, VA

"In our move from Manhattan to the Bethesda area, we worked with Hill for over fifteen months looking for a condo that could fulfill our relatively stringent requirements. Hill's enduring patience and reliability during an often-frustrating search were major factors enabling us to finally find a new home that fully met expectations. In addition, Hill's knowledge of local market conditions proved of great value in facilitating a speedy, fair and successful negotiation." M. C. Lang & Gene Burkett, Bethesda, MD

"Thank you for all the many extras you did around the sale of the house. I know you said you've been through tougher, but certainly I hadn't. You were exactly the right person to see me, and in particular my family, through this. Your patience and empathy were much needed, and much appreciated. Enjoy the snacks! All my best," Anne Rutherford, Springfield, MA

"Hill wasn't even our agent when we were treated to his premier services. We were overseas when Hill's clients, our new tenants, moved in earlier this year, so we asked if he could take care of the handover after our own agent declined. No hesitation, no charge for what has been one of the best service experiences I have encountered. While we weren't his clients it certainly felt like we were his top priority. Hill's dedication and people-first approach has won some new clients." Chris Dermody, Bethesda, MD

"In 2006, 2007, and again in 2009 to 2019, Hill Slowinski acted as our real estate agent to identify and sign up tenants for short term rentals while we were out of town. Our house was fully furnished, and we naturally wanted tenants who would take care of the premises and cause us no problems. On both counts we couldn't have been more pleased. On the first occasion, I was out of town when the tenant was signed up. Hill went carefully over the house and purchased items (e.g., smoke alarm, a/c filters) that we had neglected. He speedily drew up contracts that met our needs and those of the tenants. Once or twice when we got into a technical mess with the county over some obscure regulatory requirements, Hill found ways to resolve the problems to the satisfaction of all. Even after his job of arranging the rental was finished, Hill was always and quickly available for consultation and advice whenever a problem arose. I could always trust his technical knowledge and judgment. My wife and I would heartily recommend Hill to anyone seeking an agent to handle a rental or sale." Henry Precht, Bethesda, MD

"We could not be happier that you found, and we now enjoy a gem of a penthouse condo – and our first choice from the many we saw! And given that we needed to find something and settle in quickly, it all happened in only six weeks – 3 weeks from search to contract, and 3 weeks from contract to settlement – an impressive timeframe considering it was a separation of 2 units involving permitting, construction, inspections, and a negotiation with D.C.'s Tax Office! Your oversight and management of the complex processes and legal documentation was excellent. We will enthusiastically recommend you to all!" Rusty, Jennifer, and Kit Johnson, Washington, DC and Sykesville, MD

What My Clients Have to Say!

"Thank you for all the many extras you did around the sale of the house. I know you said you've been through tougher, but certainly I hadn't. You were exactly the right person to see me, and in particular my family, through this. Your patience and empathy were much needed and much appreciated. Enjoy the snacks! All my best," Anne Rutherford, Springfield, MA

"We hired Hill to help us sell a condo and knew immediately he was a good choice. He helped us set a fair price and got us through the TOPA process -- no easy feat in Washington, DC. He was quick to get information to us, helped us through each step of a complicated process, and provided a most professional level of service. We highly recommend hiring Hill. You'll be so glad you did!" Carole and Ed Kaminski, Philadelphia, PA

"Thank you! You have gone beyond what anyone would expect to solve this issue. Hope we will be friends for a long time. Have a happy Tet may the new year bring you fortune." Antonio DiStefano, Nghi son, Vietnam

"I cannot begin to tell you what a joy it was working with you as we searched for a rental home. I was in a bind and you were so kind and caring, not to mention diligent about showing me numerous houses and then negotiating a great lease. Being new at renting a home, you really took me under your wing and gave me excellent advice. I loved the fact that you were always available and made me feel like I was a special client. I am so happy in my new home and a large part of that happiness is due to you and how seamless the rental was. I am going to let all my friends know that I have a great real estate agent and recommend you to them for buying, selling or renting. Thank you so very much!" Wendy Martens, Bethesda, MD

"A successful relationship! After the 6+ months of work it took finding the right house, at the end of the day, with your help we bought the right house for us, in a great neighborhood, and at a good price. For that, we sincerely thank you. We also learned a great deal during the process, and we will apply those lessons in the future. We are looking forward to getting settled in our new home and appreciate your efforts throughout the home-search process. We wish you and your family the best in the future. Regards," Mike D., Washington, DC

"Thanks for all your help on this project. We started this 'downsizing project' in September of last year and to think we are a few days from completion with a great outcome is remarkable. You have done an outstanding job in making this all happen.

"On another issue, our friends visited last week-end. They have been trying to sell their "ranch" (asking price \$2 million) for a couple years without success using local agents. They were very curious as to how you were able to sell our house at the asking price in a couple weeks. We showed them the piece with pictures you had put together which they thought was great. They were interested in your affiliation with Christie's and how that all works. They feel that they have a special piece of property, house and barns, which is going to take a special buyer and how do they let people know, beyond their region, it exists. I told them you know how it's done! Thanks again." Jane and Tom O'Farrell, LaPlata, MD and Hagerstown, MD

"I cannot thank you enough for all you did to make this sale a success: managing the requisite paperwork, directing contractors, keeping me on the straight and narrow, and certainly the toughest job: getting [everyone] to execute according to deadlines.

"You directed the sale magnificently from start to finish! As a remote seller, I required local assistance managing a myriad of replacement, upgrade and cleaning challenges to prepare the property for sale. You identified the most suitable contractors, set up appointments and supervised thorough execution. Without this superior level of service, the speedy, smooth and successful transaction would have been impossible. Best wishes to you and yours," Chris Kenyon, Bethesda, MD and Cary, NC

"Thanks so much for making this all work. This was the easiest and most uneventful real estate transaction we have ever been involved in--thanks to your knowledge of the Washington market, your attention to our personal situation, and your quick and thorough responsiveness to all our questions. We appreciate your making the sale of our home of 30 years a breeze!" Bruce and Randy Boyer, Bethesda, MD and Sacramento, CA

"Thank you for all of your help with the purchase of my first home. Your guidance through the search, offer, financing and closing process helped to make the purchase come together. The contacts and depth of knowledge in real estate you provided, helped to empower a twenty-six-year-old to become a home owner! Thank you," John Lyle, Silver Spring, MD

What My Clients Have to Say!

"Thank you for the compliments and support, but you deserve most of the credit for the success of the sale of my family home in Chevy Chase. Having never sold a house before, let alone one in which I had not lived for 40 years, the task was daunting, to say the least. Your knowledge of the market, tips for presenting the house successfully, pricing it to move during what I understand is typically a slow time of year, and patience in dealing with prospective buyers were major contributions in closing the sale in less than three months.

"Thanks for all your help and, if/when we decide to sell our house, we'll keep you in mind. Please feel free to use this as a testimonial. Take care." Michael J. Gidding, Esq., Bethesda, MD

"Working with Hill was an absolute pleasure. My wife and I are young first-time home buyers who knew little about the process. Hill patiently showed us houses for almost two years without ever pressuring us. When we did find the right house Hill was solidly in our corner. He managed to get us the house significantly BELOW the listing price in a bull market where bidding wars were driving up prices on other properties. Not only was the house perfect, but so was the price after Hill showed off his negotiating skills! Hill guided us through the inspection process and his legal background left us very comfortable and knowledgeable as to what we were signing (and there is a lot of paperwork when you buy a house!). I would highly recommend Hill." Jack Hubbard, Alexandria, VA

"I wanted to thank you from the bottom of my heart for your incredible handling of the sale of my Maryland property. Your expertise, attention to detail, professionalism and sense of calm were outstanding. Not to mention your follow thru on every aspect of the sale from listing to the closing. It is my pleasure to send you a 'highly recommend' message for you to use for future clients.

"When it came time to sell my property, living in another state, but having been a broker in Maryland many years ago, I had a list of real estate brokers to interview. You were the only person who followed thru immediately and exerted no pressure on me whatsoever to use your services. You gladly shared your expertise of the real estate market with me and your positive approach only made my respect and admiration grow during the process of selling of my house. You took what is one of life's most stressful situations and made it a good experience. Your commitment to your clients is unique, in this day and age, so the decision to hire you came very easily --- there was no contest really. You were in constant contact with me throughout the whole process, very professional, knowledgeable, dedicated, determined, a good listener, and very com-

municative about the Market. You made me feel like I was your most important client and you did everything in preparing my house to sell it in this challenging economy. You inspire confidence. I was very impressed and greatly appreciated how you dealt with getting the house ready for market, using your business connections to help stage, repair, or do whatever else was needed to get it sold. Your constant personal onsite attention to every detail was outstanding.

"Your hands-on approach to every aspect of this transaction no doubt led to its quick sale in 14 days. You were realistic and confident and dealt with all the ups and downs with a great sense of humor, and you were very diplomatic in dealing with any problems that arose. You never let anything fall thru the cracks, you kept me constantly informed, and you even went above and beyond in dealing with issues that being a single woman totally would have "sent me over the deep end" had I had to deal with them on my own. Instead you had total control of every situation and had me laughing most of the time when situations could have stressed me out. In this age of increasing impersonal contact, you delivered -- You went above and beyond your call of duty in performing what it took to sell my property. Your honesty, commitment, advice and strategies used to sell my property were so helpful to me, and I always felt you had my best interests at heart.

"I have done over a dozen real estate transactions and I can honestly say you have been the best agent I have had the pleasure to work with. Your availability to me at any time and your true professionalism sets a standard for the real estate business. I would highly recommend you to anyone wanting the best experience, the best broker one can have whether buying or selling their property. You have a smooth, efficient, very professional and positive work ethic and I am sincerely grateful for the incredible job you did in selling my home. Thank you again for making this transaction so easy on me." Rochanya Generous, West Palm Beach, Florida and Santa Fe, New Mexico.

"Hill Slowinski arranged what we thought was impossible. Our family of four needed a temporary home while our own house was undergoing renovation and expansion. Hill located a private home just two blocks away from ours in our own neighborhood, negotiated a lease with very careful owners, and coordinated the terms to meet ours and the owners' needs. With Hill's involvement, the process was flawless and extremely well organized. All we had to do was write a few checks! Hill far exceeded our expectations and made the transaction seem effortless." Stephanie and Randy Beehler, Bethesda, MD

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"My wife and I would like to thank you for your time, effort and professionalism in our efforts to find the house we were looking for. Given our very particular idea about how such house and surroundings should look like, we were not expecting to be able to find something quickly. Nevertheless, due to your ability to not only react quickly when we saw the opportunity, but also your very close attention to the process and constant following up, we were able to make an offer quickly and ultimately closed on the home we are looking forward to live in. Following the acceptance of the offer, your advice on the what to think of, whom to get involved at what time made the previously tense process from offer to acceptance very smooth throughout. We are looking forward to working with you again in the future. Regards," Christian Peter, Bethesda, MD

"Our family is moving from Chicago to the Bethesda area, and Hill Slowinski has been a fantastic resource. He clearly understood what we were looking for and carefully tailored searches to the types of places in our desired area. He was readily available and extremely timely responding to e-mail - especially given the time difference. When we arrived in Bethesda, he was ready with a very manageable plan. We found a place we are very happy with, and he was able to complete all of the paperwork in time for us to have time to get to know our new neighborhood. We highly recommend Hill for any prospective renters or buyers, and we look forward to using him again if we decide to purchase a home." Dr. Dan Felten and Dr. Cherina Cyborski, Chicago, IL and Bethesda, MD

"Hill brought a depth of knowledge that I'd not seen from any realtor during the boom when I first moved to the DC area. His persistence and energy were invaluable. With the reality of the market's fluctuations, my house sold after we raised the price, not lowered it. He's a sensible guy who takes all of the factors into account. He really knows what one should expect. (He even mowed the lawn before an open house when my gardener didn't show up!)

"Not only did Hill advise me and work through every detail in the sale of my home, but he was able to secure some fantastic options quickly in the rental market! He's a smart guy who knows the business and the law. Never a bad combination, especially in the D.C. area! Thanks Hill!" Lydia A. Ash, Washington, DC

"Several times in the last three years, Hill has been a great help to me moving in, buying, leasing, buying again, leasing again, and moving out of the Washington DC area. Due to the international nature of my work I am currently out of the country. Regardless, his number is on my cell phone speed dial for when I repatriate!" Antonio DiStefano, Washington, DC and Dubai, United Arab Emirates

"We were delighted to read about the excellent job you did with the Inauguration event for Leasing Services. This is certainly deserving of a special Long & Foster Service Award. It is people like you that help make Long & Foster as successful as it has been over these last 41 years. We appreciate it and thank you." P. Wesley Foster, Chairman/CEO, and Dave Stevens, President/COO, Long & Foster, Chantilly, VA