



## Kathryn Schmitt at Long & Foster Real Estate

🌐 Website: <http://www.longandfoster.com/kathrynschmitt>

📍 Location: Kathryn Schmitt at Long & Foster Real Estate - 2100 Reston Parkway, Reston, VA, 20191



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As a family friend & volunteer from school, FIRST Lego League (robotics), and Boy Scouts we knew we could entrust Kathy with our home sale. She proved to use the same passion and tenacity in guiding us to a successful closing. She helped us navigate a changing market with rising mortgage rates in late summer 2023, collaborating with the buyer's agent to negotiate in our favor with minimal contingencies. She helped us manage our timeline, closing on our new home and selling our old on the same day. We also trusted her title partner, RGS, who ensured the closing process ran smoothly. Kathy goes above and beyond.

KS



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Kathy did a great job helping us sell our Mom's home in Fairfax (as original owners since 1961) listening well to our goals, as a patient and compassionate advisor. She used exclusive marketing strategies to include social media and digital marketing, hosting 2 Open Houses, driving traffic to our home. We were able to close quickly (in 3 weeks) working with her title partner above our asking price (and before mortgage rates increased). Kathy also negotiated in our favor with home inspection for right to void only (not negotiating repairs) and an appraisal gap guarantee. As a local, she is knowledgeable about Fairfax County amenities & neighborhoods. The buyer's agent was also pleased with her proactive communicative and collaborative approach.

A. S.



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Kathryn was the most helpful realtor to guide me through my first home purchase. She was friendly, responsive, and always had good advice for navigating a seller's market. She truly listened and helped me to find a home near Reston Town Center, where I always wanted to be. And connected me with mortgage consultants of Prosperity, that were easy to work with and made the loan application process easy. I am extremely happy with my home and experience working with Long and Foster and Kathryn!

Emily R.



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We are so pleased with our home selling experience! Kathryn is astute in creating strategies and understanding of the market to help us maximize our sales price. We had intense buyer demand, receiving 14 offers, including escalation clauses. She negotiated well and helped us sell for \$110K above our list price well ahead of schedule in 6 days, during the winter month of February 2023. Kathryn was a great advisor and friend during the process of preparing and staging our home for sale and genuinely cared about helping us. She provided a comprehensive marketing plan, hosted 2 open houses and negotiated to get us the best price with no seller risk. (We had no home inspections or contingencies at all.) Kathryn also described FIRPTA requirements with tax implications, as we were retiring and moving back to Canada. She lives nearby with local knowledge of schools and the community. As original owners we put great care in our home, made improvements along the way, and are so glad to be able to share it with the new owners.

PH



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Kathryn helped us buy a new home in Herndon and sell our condo in Fairfax with great results! She understands local market conditions and neighborhoods well and provided for helpful strategies to ensure a smooth process to include collaboration with her partners of Prosperity Home Mortgage and RGS Title. She provided real estate market updates/advice to purchase before the anticipated rise in interest rates, post pandemic. She then helped us purchase the first home we put an offer on in a highly competitive market in summer 2022! And then sold our condo for an all cash deal in less time than nearby condos & negotiated home inspection contingencies to our advantage. We sold just in time (before the holidays). What a great experience.

C and R



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Kathryn was wonderful in guiding me through the home buying process, making for a smooth and seamless transaction with compassion and excellence in customer service. As my home buying journey took me over the VA border into MD, Kathryn was able to refer me to a fellow top notch Long and Foster agent, Danielle, in Annapolis, MD. Together, Kathryn and Danielle collaborated so well and helped me find my special place that even my puppy, Diz, enjoys close to the Chesapeake Bay. Moving from Georgia to the DC area, I knew I wanted a home near my brother and sister-in-law in Annapolis. We were able to complete the transaction in a few short months (from starting my search to closing on my new home). I highly recommend Kathryn and Danielle! They are both friendly, hard working, knowledgeable, with long term local experience and experts in real estate and the VA, DC & MD markets.

Katy A.



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Kathryn was a God Send! She listened well to our goals and objectives as we planned our move from Los Angeles, CA, to retire closer to our daughter's family in VA. She was so thoughtful, strategic, compassionate and knowledgeable about the buyer process and how best to accommodate our needs with a quick timeline given the quick sale of our home in CA. We travelled 1.5 hours each way from her office to preview homes in Central and Northern VA and she was positive and encouraging throughout. She helped us navigate the sellers' market and find a new home in Culpeper close to family, hospitals, shopping, and amenities so important for our next phase of life. She collaborated with the new home builder and title and lender companies well. Kathryn also advised us of short-term storage options and extended living arrangement in the interim. She is a great communicator, always keeping us well informed throughout the process. What a great experience!

Lian



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We had the pleasure of working with Kathryn as our realtor and neighbor in selling our home quickly (in 3 weeks) and above our asking price! As original owners of 30 years, we knew we wanted a realtor who understood the neighborhood, community and market well. And she has proven to be just that and more. She is a dedicated and knowledgeable professional, great listener and trusted adviser, astute in real estate market conditions and how best to negotiate to provide for a winning strategy from start to finish (from marketing our home to waiving contingencies to minimize risk). She also simplified the process, provided a comparative market analysis to assist with pricing, provided complementary staging and professional photography, held 2 open houses to enhance traffic to maximize market opportunity, and collaborated to ensure a smooth closing. We highly recommend Kathryn to anyone looking to sell! She genuinely cares about her clients.

Anton



“ I have known Kathryn (Kathy) Schmitt for the last 10 years. She is a wonderful person and a great friend that I can always look upon for help. Kathy has been an integral part of the Chantilly Highlands community and is very connected and well respected in the neighborhood. With her knowledge and having lived in the DC Metro area for many years, I am confident that she will offer exceptional service. Anyone considering a real estate decision like buying or selling a house, should definitely talk to her and take advantage of her knowledge and real estate advisory services. We are happy to have her by our side as we consider a country home purchase too.

Seema Y.



“ I've known Kathryn (Kathy) and her wonderful family since we moved into the Chantilly Highland neighborhood more than 10 years ago. She is friendly, honest, always helpful, and a valued member of the community. I'd highly recommend her to anybody who is looking for a reliable realtor to help them buy or sell their home. Families can also benefit from Kathy's deep knowledge of schools in Northern Virginia. I'd love to work with Kathy if I'm in the market for a new home!

Mou G.



“ If you are looking for a positive, responsive and determined agent, Kathryn will be your champion in this tough market. As a life-long resident of Northern Virginia, Kathryn is very knowledgeable about the area including school districts, recreational activities, neighborhood amenities as well as shopping and dining. Her resourcefulness coupled with her friendly demeanor will benefit you in this sellers market. If you are looking to sell, Kathryn will work with you to get top dollar. You can trust her guidance on freshening up your house as she has an eye for colors, decor and the latest trends while sticking to a budget. Her detailed presentation skills and positive way will prove effective when your house hits the market.

Kami M.



“ Kathryn really listens! She knows the area's recreational, entertainment, shopping and possibly most importantly, schools incredibly well. Always resourceful, astute and creative, she'll help you find your dream home or sell your current home in no time.

Beth H.



“ Kathryn is reliable and trustworthy. Her dedication to her work is commendable.

Nancy L.



“ Kathy is such a genuinely caring person and enjoys helping others whenever she can. She is well connected within her community. She will be a great help if you need to know about schools, sports, activities and neighborhood surroundings. Kathy is patient, reliable, honest and she listens. You will be very happy to choose her as your realtor.

Ping H.



“ I want to send out a shout out about Kathy Schmitt! If you are looking to buy or sell your home here in Northern Virginia, she should be your first call! She knows all the ins and outs of this area as she has been a resident of Northern VA for over 40 years. A perfect resource to tap into to find the best home for your needs – whether it's to learn more about the local schools or the commute to work – she'll have the answers! Kathy collaborates well to provide top notch services to maximize value and guide you throughout a successful real estate transaction. Her willingness to hustle and knowledge of the market is invaluable.

Barb H.

