

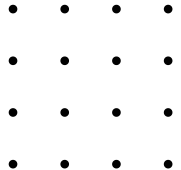
THE ESSENTIAL GUIDE

WARDMAN

RESIDENTIAL

AT COMPASS

BUYER'S GUIDE







OUR MISSION

By embracing diversity, we focus on guiding people to achieve their personal, professional, and financial goals by utilizing a client and team centric approach



WHO WE ARE

We want to make real estate personal again. We want to make something that can be stressful and complicated, easy and streamlined. We are local. We live locally, we shop locally, we support local. We make this area our home. We know this market inside and out and are excited to share our expertise with you.

Our passion is people. We know how important it is to have someone you like, know and trust guiding you every step of the way. We are committed. We are here for you. We are reachable. We are excited to be taking this journey with you!



OUR COMMITMENT TO YOU



Utilize our connections

Our team utilizes our connections with Compass Real Estate and other agents across the DMV to collaborate and get the best outcome possible for our clients.

In the shortest amount of time

The ability to have smooth transactions that close on time or early is our competitive advantage. When buying a home, there are a lot of unknowns and we don't want the closing date to be one of them. We strive to close on time.

With the least hassle

We want your biggest concern during the home purchasing process to be that you were expecting it to be harder. Wardman Residential strives to provide first class customer service, and a "let us handle that for you" approach to the sale. We've refined our process so that nothing falls through the cracks.

AGENT & BUYER COMMITMENT

Services we provide

- Help you find the perfect home for you, in the right location, at the right price
- Keep you updated on the most current listings through multiple channels
- Private showings with our team - find off market properties (once a neighborhood has been chosen, we will canvass that neighborhood to find you your next home)
- Preview listings on your behalf
- Provide resources to you: preferred lenders, inspectors, home repair referrals, neighborhood information
- Provide weekly communication or more as needed
- Navigate the offer process and create an offer that will win
- Coordinate needed inspections (home inspection, termite, radon, chimney, structure, etc.)
- Communicate aspects of the transaction between parties ensuring open lines of communication
- Be available anytime to answer questions before, during, and long after your closing date
- A relationship built for life

BUYER EXPERIENCE

The experience of buying a home is exciting and fulfilling. The first step is to choose and stay with the right agent. Buying a home is more than a business transaction, it's personal. Our team is committed to our one-on-one relationship, reducing time and energy, and bringing the fun in buying a home back.

- Tell us all about your dream home, location, style, amenities and more!
- Meet with lender to start loan process and obtain pre-approval.
- Let our team know when you would like to schedule showings.
- Allow our team to navigate you through a successful negotiation process.
- We will be 100% committed to your goals!

Welcome Home!

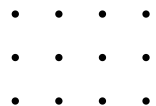
The time has come and you can take possession of your new home. All the details, time and effort have been worth it as we get to hand you your keys!

OUR TEAM'S APPROACH

What makes us different?

When you hire our team to represent you, you will soon recognize that we do so much more than average agents:

- We ensure every client receives personalized attention
- We preview homes daily and weekly on your behalf
- We contact other area agents for their coming soon homes & private exclusive listings
- We use proprietary back-end systems that are not available to other brokerages
- We will actively market to communities you like, to find an off-market home, in your chosen location
- We will listen to your needs and wants and show you homes that match
- We will negotiate aggressively on your behalf
- We will work closely with your lender and all other parties involved in the transaction
- We will ensure a smooth transaction and closing





We have a full team.

Allows us to be 100% focused on you and your needs.

Our full-time transaction coordinator.

Handles your transaction for a smooth process. Ensures that the hardest and most stressful part of the sales process is buttoned up and stress free.

We do more than help people buy homes. We solve problems. We create **solutions**.

We connect the dots. We are the space between where you are and where you are **going**.

Many agents think their most important job is satisfying the customer. We believe that satisfying the customer is simply the minimum requirement for staying in business. We work constantly to improve our systems, processes, and services to go well beyond the standard level of service provided by most agents.

We want to make sure you are so satisfied with your real estate experience that you gladly refer us to your friends and family. We are truly looking forward to working with you.



THE BUYING PROCESS

01

Find a realtor
you can trust

02

Analyze your wants
& needs during a
consultation

03

Obtain financial
pre-approval
from lender

04

Select and
view homes

05

Write offer to
purchase &
earnest

06

Accept the
contract &
inspection

07

Complete loan
requirements

08

Secure
underwriting

09

Obtain loan
approval

10

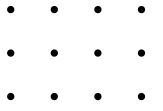
Loan funding

11

Close and
record

12

Receive keys



Could skipping the coffee shop help you afford a home?

Skipping the coffee shop could help increase your purchasing power.

Let's say you spend \$10 week day on coffee and pastry. If you skipped the coffee shop and saved that \$10 every day, your purchasing power could increase by about \$2,600 every year. This would give you an additional ~\$200 to use on a mortgage payment each month, increasing your home purchasing power.



CREATING WEALTH THROUGH HOMEOWNERSHIP

Renting

vs.

Owning

- \$2,500-\$3,000*
- No tax deductions
- May not help you establish credit
- Possible annual increases (could be 2-10%)
- No return on investment
- Possible instability - landlord can sell property at anytime

- \$3,520**
- Mortgage interest tax deduction***
- Establish credit
- Appreciation
- Flexibility/Stability - your monthly payment is locked in for the length of your loan's specific terms
- Potential for future investments and wealth building

* Average monthly rental fee in Washington, DC

** Rate based on sales of \$600,000 (with 10% down payment); Includes Principal + Interest, does not include taxes and insurance

*** Consult your tax advisor regarding estimated mortgage interest tax deductions.

When deciding between renting and owning, it's important to look beyond the monthly cost. Renting may sometimes seem more affordable month-to-month, but it doesn't build equity or offer long-term financial benefits. As a renter, your payments help cover your landlord's mortgage, without adding to your own personal wealth. Homeownership, on the other hand, allows you to build equity over time and often comes with valuable tax benefits, such as deductions for mortgage interest and property taxes. While buying a home can require a larger upfront investment, it is also a powerful step toward long-term financial security.

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EXAMPLES**CONV. 10% DOWN
30-YEAR FIXED**

Loan Amount	\$540,000
Sales Price	\$600,000
Down Payment	\$60,000
Interest Rates	6.825%
APR	6.99%
Principal & Interest	\$3,520
Est. Hazard Insurance	\$50
Est. Taxes	\$425
Est. Mortgage Insurance	\$103
Potential Monthly Dues	\$450
Total Monthly Payment	\$4,548
Applied to Principal	- \$460
Estimated Effective Payment	\$4,089

THE HOMEBUYING STEPS

HIRE WARDMAN RESIDENTIAL AT COMPASS

- The seller typically pays the buyer agent's commission.
- Schedule an initial in-person meeting to discuss your goals & see a few homes.
- Sign an agency agreement allowing us to represent you.

PRE-APPROVAL

- Our team can supply you with a list of preferred lenders who can get you pre-approved for a loan.
- You will determine what you are comfortable spending on your monthly payments, which will quantify the price range we will be searching for you.

YOUR SEARCH

- We will subscribe you to our Compass Collections system that allows us to collaborate on each property you save as a favorite, as well as set up a home search that keeps you updated with real time alerts.
- We will schedule showing appointments as needed, fitting your schedule.
- We will take you on neighborhood tours to help narrow down your search area(s).

WRITING OFFERS

- We will suggest an offer price using recent sales, days on market and property condition.
- We will collaborate together on our intended negotiation strategy and added contingencies.
- You will sign your offer.
- We will assist you in compiling the appropriate documents to include with your offer (i.e. proof of funds and pre-approval letter from lender).
- We will present your offer to the listing agent and/or seller for acceptance
- Once your offer is accepted, we will coordinate the many steps needed for the rest of the buying process.

DISCLOSURES & INSPECTIONS

- We will seek out copies of any available seller reports and/or condo disclosures, if applicable.
- We will coordinate inspections & arrange contractor walk-throughs when needed.

CLOSING

- Settlement occurs at a title attorney's office who handles the transfer of ownership. This is usually 30-45 days after your offer is accepted.
- Complete signing of all transfer and loan documents, obtain keys, and MOVE IN.

THE SEARCH IS ON



DETERMINING YOUR WANTS VERSUS NEEDS

There are many ways to find out what you want versus what you need in your next home. What we found is that by sitting down with everyone involved and filling out a “wish list” helps analyze everyone’s expectations.

THE SEARCH BEGINS

Our team will preview homes on your behalf that meet your style, location, price, and size. Sometimes we will discover new listings together. If you are like most buyers, you will be searching online and visiting open houses whenever you can. Just make sure you send those homes over so we can find out the behind the scenes information on them for you.

ZILLOW SCHMILLOW

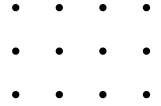
Many buyers look at online sites to get pricing for homes. While a site like Zillow can provide a property valuation, their analytics cannot take every factor into consideration when pricing a home. They can’t adjust for noisy, or messy neighbors, or the maintenance of the home.

Also, if the neighborhood’s market took a downturn or hit an upswing three months ago, the six-month old sales won’t be nearly as predictive of the value of the houses. It’s important for you to be aware of this difference. Also – Zestimate means nothing.

FUN FACT

Spencer Rascoff, the CEO of Zillow,
sold his home for \$400,000 *less*
than his home's Zestimate!

COMPASS COLLECTIONS



At Wardman Residential at Compass, we know you would rather be living in your perfect home than searching for it. That's why Compass built Collections, a tool that makes it easier for multiple people to search and make decisions together. With a Collection you can collaborate with us as your agent, and get invited people (spouse, family member or friend) on the same page!

Collections allow you to:

Determining your wants versus needs

Choose a group of properties to start a Collection using Compass' search tools. Listings can be added or removed from a Collection at any time.

Monitor properties

Stay updated on pricing and availability of properties included in a Collection. Manage the frequency and delivery method of alerts.

Discuss Homes of Interest

Start a conversation with your agent on an individual listing or start a discussion on the overall Collection.

Collaborate with Friends & Family

Invite your spouse, parents or interior designer to join the Collection and engage in the discussion or add their own properties for consideration.





MAKING THE OFFER

Once we have found the home you wish to purchase, you will need to determine what offer you are willing to make for the home. It is important to remember that the more competition there is for the home, the higher the offer should be – sometimes even exceeding the asking price. Remember, be realistic. Our team will help you make offers that will get accepted.

NUMBERS TO KNOW

Purchase amount

This is the amount you have agreed, with the seller, to pay for the home. It is inclusive of the earnest money and down payment you have offered. It is not inclusive of your closing costs

Earnest Money

When you make an offer in writing you will also pay a deposit called earnest money deposit, usually 2-4% of the purchase price. Paid by the buyer, earnest money is a portion of the purchase amount that is held by the title company as a good faith from the buyer to the seller. When the transaction closes, the earnest money is transferred to the seller as a portion of the original purchase amount. It is not an additional fee.

Down Payment

The down payment is a portion of the purchase price that the buyer is paying in cash. Down payments can range between 3.5% and 100% and each buyer determines the best scenario for their particular purchase.

Closing Costs

Closing costs are not part of the purchase amount, but rather charges associated with the buyers loan, the transaction itself and any prepayments required by the lender such as taxes, insurance and HOA/Condo dues. Closing costs are an assortment of fees based on the transaction between the seller and the buyer of a home. These fees are collected by the title company at the end of a transaction.

Who Pays Closing Costs

Some closing costs, such as the fee the title company charges, are split between the buyer and the seller. Many of the closing costs are related to the mortgage and are therefore the buyer's responsibility. One of the largest costs associated with the closing costs is the loan origination fee. This is the fee your lender is charging you to provide the loan. The fee varies from lender to lender and should be considered when shopping for a good loan. You can expect to pay 2-4% of the purchase price in closing costs.



Earnest Money Deposit

When writing your offer you will need to offer an earnest money deposit. Generally this is 2-5% of the purchase price of the home. The amount you offer is based on several factors that our team will guide you through. This money is held in escrow during the transaction period as a sign of good faith that you will be moving forward in the purchase of the home. This money is due to the title company after acceptance and will be credited towards your closing costs.

The contract - rejected, accepted, or countered

After we present your offer to the seller, the offer will either be accepted, rejected, or the seller will make a counter-offer. This is when we will negotiate terms of the contract if necessary to create a win-win for both buyer and seller.

The step-by-step contract procedure for most home purchases is standard. The purchase agreement used is a standard document approved by our local real estate board. The purchase agreement or contract constitutes your offer to buy and once accepted by the seller, becomes a valid, legal contract. For this reason, it is important to understand the terms of the contract offer. We will explain the pertinent terms of your offer.

Be Reasonable

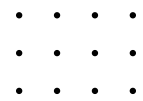
Market value is determined by what a buyer is willing to pay. Market value is not a fixed, rigid price, but instead a range of value. This is because no two buyers are alike. While one must have a huge kitchen, another may not even cook. You, the buyer, are the market.

All buyers are looking to get a home at a good "value" today. There is value and then there is "crazy-talk." If a home is offered for X and you are willing to pay 10% less than X, do not offer an unreasonable offer that will not be taken seriously. You can still purchase a home at a good value, but the insanely great "deals" are still needles in a haystack, because the market value will always be determined by what a buyer is willing to pay. Our team will work with you to make sure your offer is strong and we have discussed every option to get you a great house at a great price!

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CONTINGENCIES & HOME WARRANTY



Inspection Periods

Once our offer is accepted, our time line for inspections begin. When writing the contract, the purchaser has the option to include a home inspection contingency. This contingency allows the purchaser to have a licensed home inspector conduct an inspection of the property and from the findings either negotiate for repairs or void the contract. Without the contingency sometimes the purchaser is still able to do an inspection for their own informational purposes, but cannot negotiate repairs if they don't like what they find. Depending on how competitive the property is, this can dictate which kind of inspection you choose.

Title Search

A title search is a means of determining that the person who is selling the property really has the right to sell it, and that the buyer is getting all the rights to the property that he or she is paying for free of any liens. The search process can be undertaken by the title company in those jurisdictions where the company maintains offices. In some areas, however, searches are made only by practicing attorneys. However the search is performed, in most real estate transactions today, a title insurance policy is purchased to assure the buyer that he or she has purchased a valid title

Homeowner's association or condo association document review

If the property has a homeowner's or condo association, you will receive the documents to review. These documents describe the rules, regulations, fees, and restrictions that pertain to the association as well as the budgets and financial analysis of the association. We want to make sure everything is in good standing and there is a plan to keep it that way. The association document review period varies by jurisdiction and provides you with a certain number of days to review the documents. During this time you have the option to void the contract.

Home Warranty

When you purchase a newly built home, the builder usually offers some sort of full or limited warranty on things such as the quality of design, materials, and workmanship. These warranties are usually for a period of one-year from the purchase of the home. At closing, the builder will assign to you the manufacturer's warranties that were provided to the builder for materials, appliances, fixtures, etc. For example, if your dishwasher were to become faulty within one year from the purchase of your newly built home, you would call the manufacturer of the dishwasher – not the builder. If the homebuilder does not offer a warranty, be sure to ask why!

Resale home warranty

When you purchase a resale home, you can purchase warranties that will protect you against most ordinary flaws and breakdowns for at least the first year of occupancy. The warranty may be offered by either the seller, as part of the overall package, or you can purchase on your own. Even with a warranty, you should have the home carefully inspected before you purchase it. A home warranty program will give you peace of mind, knowing that the major covered components in your home will be repaired if necessary. Ask us for more details about home warranty packages.

HOME INSPECTION



We highly recommend that you have a professional home inspector conduct a thorough inspection.

The inspection is not designed to criticize every minor problem or defect in the home. It is intended to report on major damage or serious problems that require repair. Should serious problems be indicated, the inspector will likely recommend that a structural engineer or other professional inspect it as well.

Your home cannot “pass or fail” an inspection, and your inspector will not tell you whether he/she thinks the home is worth the money you are offering. The inspector’s job is to make you aware of repairs that are recommended or necessary.

The seller may be willing to negotiate completion of repairs or a credit for completion of repairs, or you may decide that the home will take too much work and money. A professional inspection will help you make an informed decision. In addition to the overall inspection, you may wish to have separate tests conducted for termites or the presence of radon gas.

In choosing a home inspector, consider one that has been certified as a qualified and experienced member by a trade association. We recommend being present at the inspection as this is to your advantage. You will be able to clearly understand the inspection report, and know exactly which areas need attention. Plus, you can get answers to many questions, tips for maintenance, and a lot of general information that will help you once you move into your new home. Most important, you will see the home through the eyes of an objective third party.

The inspection will include the following:

Appliances

Plumbing

Electrical

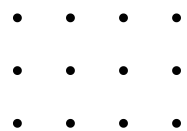
A/C Heating

Ventilation

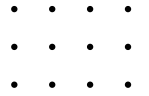
Roof & Attic

Foundation

General Structure



FINANCING YOUR DREAMS



Getting pre-approved — how can pre-approval help you?

1. Generally, interest rates are locked in for a set period of time. You will know in advance exactly what your payments will be on offers you choose to make.
2. You won't waste time considering homes you cannot afford.
3. A seller may choose to make concessions if they know that your financing is secured.
4. You can select the best loan package without being under pressure

Qualifying for the mortgage

Most lenders require that your monthly payment range between 25-28% of your gross monthly income. Your mortgage payment to the lender includes the following items:

- The principal on the loan (P)
- The interest on the loan (I)
- Property taxes (T)
- The homeowner's insurance (I)

Your total monthly PITI and all debts (from installments to revolving charge accounts) should range between 33-38% of your gross monthly income. These key factors determine your ability to secure a home loan: Credit Report, Assets, Income, and Property Value.

Down Payment requirement

Most loans today require a down payment of between 3.5% up to 20% or higher, depending on the type and terms of the loan. If you are able to come up with a 20-25% down payment, you may be eligible to take advantage of lower interest rates and possibly eliminate mortgage insurance.

Closing costs

You will be required to pay fees for loan processing and other closing costs. These fees must be paid in full at the final settlement, unless you are able to include them in your financing. Typically, total closing costs will range between 2-4% of your purchase price depending upon whether the home is in DC, VA or MD.



FINANCING ASSISTANCE IN DC, MD & VA

D.C. Open Doors with Down Payment Assistance (D.C.)

D.C. Open Doors offers deferred repayable loans for a down payment plus below-market interest rates for first trust mortgages for buying a home in the District of Columbia. Qualified first-time and repeat homebuyers are eligible. The down-payment assistance is in the form of a deferred 0% non-amortizing (no monthly payments) loan.

[DCHFA.ORG/HOMEOWNERSHIP/AVAILABLE-PROGRAMS/DC-OPEN-DOORS](https://dchfa.org/homeownership/available-programs/dc-open-doors)

Employer-Assisted Housing Program (EAHP) (D.C.)

The EAHP offers eligible District of Columbia government employees a deferred, 0% interest loan and a matching funds grant for down payment and closing costs to purchase their first single-family home, condominium or cooperative unit in the District of Columbia. There is no income cap for applicants or a cash contribution requirement. The maximum purchase price of a property under EAHP is \$766,550, based on the Fannie Mae and Freddie Mac maximum conventional loan limit for the District.

[DHCD.DC.GOV/SERVICE/EMPLOYER-ASSISTED-HOUSING-PROGRAM-EAHP](https://dhcd.dc.gov/service/employer-assisted-housing-program-eahp)

Federal Housing Loan Bank Down Payment Assistance (FHLB DPA) (D.C., MD, VA)

This down-payment assistance grant of up to \$10,000 is for eligible homebuyers in the District, Maryland and Virginia.

[FHFA.GOV](https://fhfa.gov)

Homeownership Down Payment Assistant Program (DPA) (VA)

The HOMEownership Down Payment and Closing Cost Assistance program (DPA) provides flexible gap financing for first-time homebuyers at or below 80 percent of the area median income (AMI) to purchase homes that are safe, decent and accessible. The down payment assistance is provided in the form of a grant with a mandatory "affordability period" for the applicant to continue to occupy the house as their primary residence. An income eligible homebuyer may receive up to 10 percent or 15 percent (within the established approved areas by DHCD) of the sales price, plus up to \$2,500 to pay for the cost of closing (e.g. attorney's fee, title insurance, taxes as needs demand).

[DHCD.VIRGINIA.GOV/DPA](https://dhcd.virginia.gov/dpa)

Housing Purchase Assistance Program (HPAP) (D.C.)

Offered by the District of Columbia Department of Housing and Community Development, first-time homebuyers can get up to \$200,000 in financing assistance and up to an additional \$4,000 in closing-cost assistance in the form of a loan. The amount of assistance and length of the loan deferment period are determined by the buyer's income and household size. Agents and would-be buyers should be aware of possible last-minute changes to assistance amounts.

[DHCD.DC.GOV](https://dhcd.dc.gov)

Maryland Mortgage Advantage Program (MD)

This program offers a 3, 4 or 5% loan to cover down payment and/or closing costs. It can be used with both FHA and conventional financing. This particular program does require you to be a first-time homebuyer unless purchasing in a targeted area. There are income limitations according to household size and max purchase prices according to the county. There is no payment on this loan and it does not need to be paid back unless you sell the home, refinance the mortgage or move out of the home as your primary residence. The program must be accessed through an approved lender.

MMP.MARYLAND.GOV/PAGES/1STTIMEADVANTAGE.ASPX

Maryland Mortgage Program SmartBuy 3.0 (MD)

This is a two-part loan program. The first is a conventional mortgage loan requiring a minimum of 3% down payment. The 2nd loan is forgivable after five years and covers up to \$20,000 of the buyer's student loans —and no more than 15% of the purchase price.

MMP.MARYLAND.GOV/PAGES/SMARTBUY

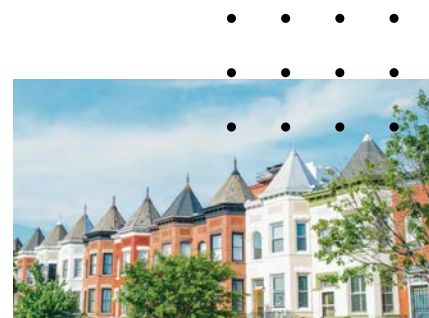
Maryland Mortgage Program Flex (MD)

The Maryland Mortgage Program Flex loans offer both loans and grants for homebuyers in the state of Maryland. The suite of loan products allows the borrower to have most, if not all, of their minimum down-payment requirements paid for. Borrowers do not need to be first-time homebuyers, but they can't own another home at the time of closing.

MMP.MARYLAND.GOV/PAGES/FLEXLOANS

Tax Savings Programs (DC)

Washington, D.C. offers several valuable tax savings programs for homebuyers, including the First-Time DC Homebuyer Program, Tax Abatement, and the Homestead Deduction. These programs can reduce or eliminate recordation and property taxes, offering significant savings for qualifying buyers. Each has its own eligibility requirements, but many homebuyers—especially first-timers—can benefit with the right planning. If you're purchasing in D.C., we can help you explore which programs might apply to you.





TAKING POSSESSION

Closing or Settlement

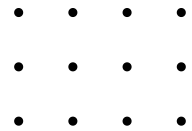
The “closing” is also referred to as “settlement.” You will sign closing documents relating to the transfer of the property and the loan. Once all the documents are signed and returned back to the lender, the lender releases the funds to the title company. The title company then notifies the jurisdiction’s Recorder’s office. Bring your ID to sign at closing and a checkbook to be safe.

Welcome Home!

The time has come and you can take possession of your new home. All the details, time and effort have been worth it as we get to hand you your keys!

Pre/Post Settlement Occupancy

A pre-settlement occupancy happens when a buyer moves into a home before closing, and a post-settlement occupancy is when a seller stays in the home after closing. These situations need a written agreement that covers things like rent, utilities, and insurance. A real estate agent helps coordinate the process by negotiating terms, making sure the agreement protects everyone, and keeping the move-in or move-out timeline on track.



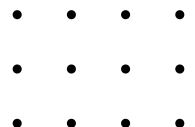
Satisfaction guaranteed.

Our team policy

We are so confident that our real estate system will work for you, that we guarantee you the right to cancel our agreement at any time prior to an offer on a home, if you feel our service doesn't live up to our promise.

Choosing the right real estate agent is the first step along the road to homeownership, and we appreciate you taking the time to consider us. We invite you to contact us with any questions you may have about our services or home buying process that will help ease the decision-making process.

We look forward to working with you!



WHAT OUR CLIENTS ARE SAYING!



"I've had the absolute pleasure of working closely with Reza and the Wardman team on multiple occasions, and I can confidently say that each experience has surpassed all expectations!

Reza's depth of knowledge in the intricate real estate market of the greater DC area is truly impressive, and his unwavering positivity and patience make every step of the process seamless and enjoyable. From pinpointing the perfect property location to navigating the intricacies of offers and closing, Reza's guidance ensures a smooth and successful outcome.

Without hesitation, I recommend him to anyone seeking unparalleled expertise and professionalism in their real estate endeavors. I eagerly anticipate the opportunity to collaborate with him again in the future for any buying or selling needs in the DC area."



"I had the pleasure of working with Charles and his team who made selling my condo a smooth and hassle-free experience. From their expertise to their dedication, everything was top-notch. They had an in-depth understanding of the local market and guided me with professionalism throughout the process. The showings and open house were flawlessly organized, allowing for maximum exposure and generating considerable interest. They also handled all the paperwork and coordination seamlessly. From start to finish, the expertise and dedication were evident, and I couldn't be happier with the outcome. I highly recommend Wardman Residential at Compass Real Estate DC for the exceptional service."



"So much appreciation for the outstanding service provided by Joe DeFilippo during our recent condo purchase! Over the course of a challenging two-year search, Joe demonstrated exceptional industry knowledge, unwavering dedication, and a genuine commitment to our needs. His selflessness with his time, coupled with his ability to navigate the complexities of the ever changing real estate market made an incredibly positive impact on our experience.

Joe consistently went above and beyond, treating us more like good friends than clients. We can't recommend Joe enough. His actions have not only helped us find the perfect home but also have left a lasting impression of your agency's commitment to excellence. He is truly an asset to your team, and we will be recommending your agency, and specifically Joe, to anyone in need of real estate services."



"Evan and Tom of Wardman Residential helped us purchase our starter home in Jan 2017. It was a little townhome in Alexandria that we absolutely loved. We were first-time homebuyers and they walked us through the process every step of the way. In just 5 short years we had gained substantial equity in our townhome, which Evan and Tom helped us leverage. We knew that we wanted a new build so Tom and Evan got to work to help us find an empty lot in an established neighborhood and a developer to help us build our dream forever home. Evan and Tom were with us every step of the way even after the completion of the sale. They also expertly timed the sale of our townhome with the completion of our new home so we didn't pay any double mortgage. We would highly recommend Wardman Residential no matter how complex or pie-in-sky your home dreams may seem!"

FREQUENTLY ASKED QUESTIONS

What price range should I be searching in?

In the DC metro area, we recommend searching at or below your maximum budget. In order to be competitive in multiple offer situations, you need to look comfortably below your maximum budget in order to have the ability to bid over the list price when applicable.

How quickly should I see a home I am interested in?

We recommend reaching out to us immediately to learn a specific home's showing instructions. Together we can coordinate the most convenient time to tour the home.

Can I send you homes I find online?

Yes. Finding a home is a collaborative process. As one of our services to you, we set up alerts directly from Compass Collections that provides real time updates on the available homes. You can respond to those or send me links from your favorite home search sites. We can show you almost any home you find on any search engine.

Who pays the realtor commission?

Sellers typically pay the buyer agent's commission in our area. However, in some circumstances the buyer may be responsible. We can chat in more detail should that arise.

How long is a typical offer to occupancy timeframe?

A settlement timeframe is typically 30-45 days from the date that an offer is accepted, depending upon if you are obtaining financing or paying cash or using FHA/VA. 30 Days is most common in our market.

What are my closing costs going to be?

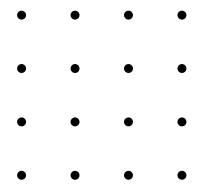
Closing costs vary according to your loan. For the most accurate estimate, contact your lender and request a loan estimate. As a rule of thumb, we advise clients to estimate 3% of your purchase price for your closing costs. Sometimes we are able to get the seller to contribute towards your closing costs.

Do you have a list of recommended inspectors and vendors?

Yes! Our team has many qualified inspectors and home service providers that we look forward to sharing with you.

How much should I budget for my home inspection?

We recommend budgeting \$500-\$600 for your inspection depending on the size of the home.



How will you tell me about the newest homes available?

The Compass Collections site we set up for you will provide up-to-date information for every home on the market. Our team constantly checks what is new, so we can be on the lookout for our clients. We will get you this information in real time and in the most convenient way for you. Most importantly, we often know about coming soon properties through our Compass colleagues.

Will you inform me of homes from all real estate companies?

We will keep you informed of all homes available through Compass Collections, which is a database compiling all available homes from all real estate companies. Our goal is to help you find your dream home, which means we will stay on top of every home that's available on the market.

Can you help me find new construction homes/condos?

Yes. Our team can work with most builders and get you the information you need to make an informed decision, including assisting with inspections, design center visits, and walk-throughs. We will accompany you on your visits with the builder. By using our services with a new construction home purchase, you will receive the services we offer, as well as those provided by the builder, at no additional cost. It is important that we accompany you on your initial visit to the builder's office in order for us to assist you.

How does a For Sale By Owner (FSBO) work?

Homeowners trying to sell their home without agent representation are usually doing so in the hopes of saving the listing agent commission, but most understand they will pay for buyer agent's commission. If you see a FSBO and want the advantages of our services, let us contact the owner for you and make an appointment. Most of the time the homeowner will work with an agent even though their home is not listed, since the agent is introducing a potential buyer to their property. With this scenario, this is typically no cost to you and ensures you are fairly represented and receive all of the disclosures and documentation throughout the sale and the seller agreeing.

How does a For Sale By Owner (FSBO) work?

Getting the lender the needed documentation and signed authorizations should be at the top of your priority list. The quicker you are, the smoother the process will be for all parties. Your lender will get you a loan estimate and will go over it with you in detail so there are no surprises at closing. We will assign your contract to our transaction coordinator to keep you on track along the way. Submit your earnest money deposit (EMD) to the settlement company, plan for inspections, complete all documents in a timely manner and ask any questions that you have. You will want to schedule your move, pack items, and notify businesses of your address change. Our team is here to guide you throughout the entire process

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ALTERNATE
PAGES



Evan Johnson

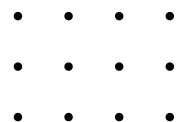
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Evan Johnson is truly dedicated to providing exceptional, professional and comprehensive real estate services to his valued clients. His trusted perspective, acute discretion and thorough and competent representation is highly valued. As co-principal of Wardman Residential, Evan together with his focused team deliver an insightful and in-depth assessment of the current regional trends within the Greater DC metro and Capitol Hill real estate market. In serving his clientele seeking to find their dream home, sell their special residence or make a strategic investment, Evan specializes in Residential, Condominium and Luxury Properties together with Developer Services.

At every interaction Evan works personally with each client to ensure that they receive outstanding guidance. Through his extensive experience as a real estate contractor/developer; he exhibits critical knowledge, skill and resourcefulness when advising his clients on all real estate matters. Highly knowledgeable of the entitlement process and technical and regulatory elements, he is exceedingly diligent in protecting his clients by bringing light to the critical issues that may impact their real estate investment. This includes issues pertaining to the areas of planning, land use and zoning, and design and pre-construction considerations. He has an excellent ability to identify properties that have unrealized potential and that may offer an opportunity for creating additional value for his clients. Evan takes great care to analyze the investment potential of each property and advise his clients as to their specific real estate goals.

When consulting with Evan, you will always receive current real estate market knowledge and property valuations from a professional. He delivers impressive results by staying on top of the details and keeping his clients informed of all their options. Evan applies his strong negotiating skills and strategies to ensure his clients' goals are reached. When met with a tough challenge, he is masterful in working through the issues. Evan ultimately ensures that each client receives outstanding guidance and exceptional representation in his efforts to accomplish and make their real estate dreams come true!





Tom Bauer

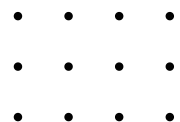
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Born in New Orleans, Louisiana, Tom moved around quite a bit as a child. From Northern Virginia to Hawaii and then back to the east coast, his family finally settled down in the quiet community of Berlin, Maryland. In 1996 he left Maryland's eastern shore to earn a Bachelor's of Science Degree in Economics at George Mason University.

Prior to joining real estate, Tom was a bank manager at a community bank and also a larger regional bank. Both experiences left him with core values of community, customer service and attention to detail. All of these attributes are integral in the day to day operation of Wardman Residential. Tom feels that you must live a brand and that our brand is one of superior service.

Tom puts himself in the seat of the client. He grasps their point of view and makes each client feel like they have someone that really cares about their needs and not someone simply trying to make a sale. At the end of the day, Tom knows that treating people the right way, is the only way. In his spare time, Tom enjoys working out and loves running. In winter months, when he has time, he straps on skis and attempts not to break any bones. He enjoys boating in the summer months and always, no matter what time of year, enjoys spending time with family and friends.





Charles Cornell

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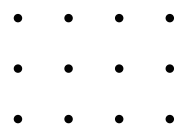
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Charles@WardmanRE.com

Charles Cornell is a dynamic and highly motivated real estate professional with outstanding analytic, oral, and written communication skills. Raised just south of Annapolis, Maryland, Charles completed his Bachelor's degree in southern California, undertaking studies in business administration, economics, and real estate development. Upon his return to the area, he completed his Master's degree at Georgetown University.

When it comes to his work, Charles is very detail oriented and has a passion for negotiating. He is always ready and willing to take on a challenge in order to make the house buying or selling process easier for his clients.

Charles has lived in Logan Circle for the past six years with his Brussels Griffon, Kris. When not at work, he loves to travel with friends and spend time with family in Annapolis. Charles also enjoys being active in the community, including participating in many Georgetown alumni events and fund raising activities for a variety of causes.





Reza Akhavan

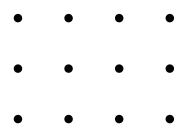
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Through his comprehensive and intimate knowledge of the Greater DC real estate market, Reza Akhavan provides valuable insights to his clients. Known as the “The Go to Agent” for one of his favorite neighborhoods and where he resides is the community of Petworth. Appreciated for his extra effort and attention that produces outstanding results, Reza constantly takes every measure to ensure that his clients successfully accomplish their personal real estate goals.

As a specialist in the Acquisition and of Residential Properties and Rentals in all price points; Reza offers exceptional representation and ensures that each client is provided with the expertise that meets their personal objectives. His main goal is to help each client make educated choices about their investments and takes great care to advise his clients with valuable analytical information and an informed and comprehensive understanding of the current real estate market. He delivers impressive results knowing the important questions to ask upfront. His clients know him to be genuine, honest and full of integrity. In taking every measure to help his clients successfully find the home that they will fully cherish, he is very skilled in finding solutions that result in a positive outcome.

Going above and beyond is all part of Reza’s special care and attention that makes all the elements come perfectly together. He is always extremely attentive, accessible and responds promptly. His attention to detail, consistent follow through and determination to indulge his clients with first class service sets him apart. Reza ultimately ensures that each client receives an exceptional real estate experience and takes every measure to accomplish their real estate goals.





Joe DeFilippo

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Born and raised in southern West Virginia, Joe was brought up on the core values of hard work, trustworthiness, and compassion—principles that continue to guide him today. He holds dual degrees in Marketing and Communications with a minor in Economics from the University of Pittsburgh, which laid the foundation for his strategic, client-first approach to real estate.

Joe launched his real estate career in Washington, DC, where he’s spent over a decade immersed in the city’s diverse and dynamic neighborhoods. His deep-rooted knowledge of the DMV area—combined with an intuitive ability to understand his clients’ needs—enables him to find the perfect property to match each client’s lifestyle and goals.

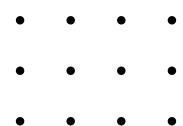
Joe has also personally successfully renovated two investment projects, giving him hands-on experience with renovation, budgeting, and the design decisions that add real value. This perspective allows him to guide both buyers and investors with confidence—whether they’re looking for a move-in-ready home or a property with potential.

A consistent top performer, Joe has been named one of Washingtonian’s Top 100 Agents and voted Best Real Estate Agent in DC by Washington City Paper—testament to the trust he’s earned from clients and peers alike.

Known for his same-day response policy, Joe is a firm believer that accessibility, flexibility, and dedication are essential in today’s fast-paced market. As both a Maryland homeowner and a DC landlord, he brings firsthand experience to the buying, selling, and investing process, and works to make every transaction seamless, stress-free, and hopefully even fun.

Clients appreciate Joe’s thoughtful communication style, expert local insights, and his ability to make even the most complex transactions feel effortless. His background in marketing also means your property is always positioned to stand out—whether it’s a starter condo or a million-dollar listing.

Joe currently resides in Mt. Rainier with his fiancé Cody and their dog Rosie. Outside of real estate, he is an avid tennis player, lover of international travel, and unapologetic fan of bad reality TV. His passion for food frequently turns showings into impromptu culinary tours of DC’s best hidden gems.





Madeline Garcia

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Born and raised in New York City, Madeline brings a scrappy, determined attitude to every real estate transaction. She is deeply committed to providing a highly personalized, luxury experience for every client, no matter the size of the task at hand.

With nearly a decade of experience as a TV news and documentary producer at CNN, ABC, and NewsNation, Madeline has covered some of the most significant events in recent U.S. history. Her background in storytelling, talent management, and navigating high-pressure, deadline-driven environments gives her a unique skill set in negotiating deals and ensuring her clients stay competitive.

Madeline's passion for home design and real estate led her to work for an interior design media company, where she discovered her true calling: helping people find and create their dream homes.

In her free time, Madeline enjoys playing tennis, experimenting with new recipes, thrifting for vintage treasures, and exploring her Northwest DC neighborhood.

