

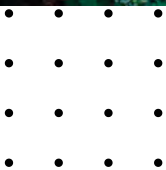
THE ESSENTIAL GUIDE

WARDMAN

RESIDENTIAL

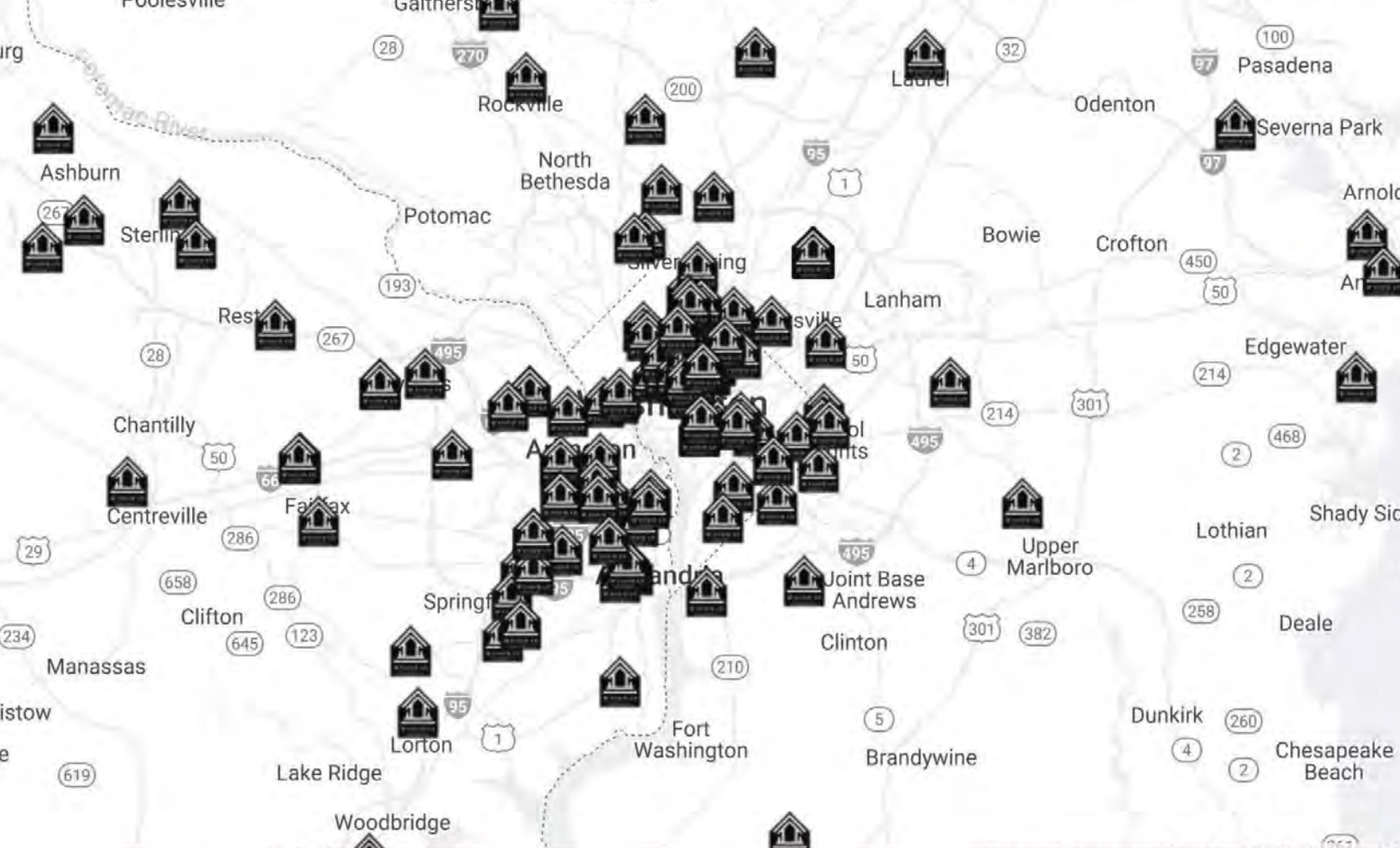
AT COMPASS

SELLER'S GUIDE









WHO IS WARDMAN RESIDENTIAL AT COMPASS?

Wardman Residential is a team of experienced, licensed real estate agents and support staff with over 103 years of combined experience to serve the needs of buyers, sellers, investors and developers from end to end. We have a client-centric approach to the industry while blending high touch with high tech at Compass.

We have made real estate personal again. We made something that can be stressful and complicated, easier and more 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.

SELLING YOUR HOME WITH WARDMAN RESIDENTIAL AT COMPASS

The Wardman Residential Home Seller's Guide is designed to help you understand the process of selling your home, condominium, or co-op before you put it on the market, as well as assist you in making informed decisions throughout the process. Of course, your Wardman Residential agent is here to help you each step of the way.



What to expect from your Wardman Residential Agent throughout the process of selling your home:

- Follow our Core Values in all aspects of the selling process.
- Meet to preview your home and coordinate a positioning strategy.
- Home preparation guidance i.e. maintenance, upgrades, staging etc.
- Develop a Pricing Strategy to meet your goals.
- Create a Marketing Timeline.
- Market and represent your home in a professional manner while making your home stand out.
- Consistent communication on the market conditions and your home's positioning.
- Negotiating an acceptable contract in the least amount of time, netting you the best possible price with the least amount of hassle.
- Handle all the details and paperwork from contract to closing.

Thank you for trusting our team with such an important decision!

OUR STATS

\$775M+

Million Total Sales

1550+

Total transactions to date

20%

Sales growth year over year

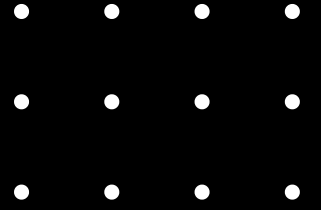
103

Collective years in real estate

8

Team members

MEET OUR TEAM



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.

OUR CORE VALUES

TRUSTWORTHY & INTEGRITY

We maintain steadfast integrity across all our efforts.

INDIVIDUAL GROWTH

We empower each other through the enforcement of individual growth.

CLIENT CENTRIC

We are client-focused and dedicated to their happiness and fulfillment.

TEAM PLAYER

We are team players and never cease to find ways to collaborate together.

ORGANIZED & PREPARED

We are always organized and prepared for every situation.

CONSISTENT BRANDING

We are consistent throughout all our branding and communication.



CHOOSING YOUR REALTOR

We know that selecting the right real estate agent and brokerage is an important decision. This decision should not be taken lightly. Your agent should do more than put a sign in the yard and enter the listing in the MLS. We do more than help people sell their home. We solve problems and create solutions.



PREPARING FOR THE FIRST MEETING WITH YOUR REALTOR

As the seller, it would be helpful to have the following information readily available to provide to your Wardman Residential Agent:

- List of any upgrades made on the property since you bought the home and the approximate year of those upgrades (any receipts, if available).
- List of any questions you have about Wardman Residential, your agent, market conditions, and of course, marketing your home.
- Mortgage payoff information (account holder, contact information, and account number).
- Homeowner/condominium association fees and management contact information.
- List of utility companies directly paid by you.



YOUR TRANSACTION TIMELINE

01

POSITION

Evaluate comparable homes
Analyze market trends
Competitively price
Discuss closing costs

02

PREPARE

Marketing strategy
Decluttering
Maintenance/Painting
Inspections

03

LAUNCH

MLS and syndication
Networking
Signage

04

MARKETING

Print and digital advertising
Print collateral
Targeted mailers
Email Campaigns

05

SHOW

Broker events
Open house
Lead follow-up

06

UPDATE

Client progress reports
Listing statistics
Price assessment
Gather perspective
buyer feedback

07

CONTRACT

Negotiate
Contingency timelines
Acceptance

08

CONTRACT TO CLOSE

Contingency removals
Payoff
Title Search

09

SETTLEMENT

Buyer's final walkthrough
Sign closing documents

10

POST CLOSING

Deed recordation
Receive your proceeds

WHY PRE-MARKET YOUR HOME?

Pre-marketing your home is a proven strategy to increase the sale premium and reduce the number of visible days on market. A valuable first step is to test pricing and generate buzz by listing your property as a Compass Coming Soon or Private Exclusive.

01 PRIVACY

Share information and access to your home only with Compass agents and their serious buyers.

02 FLEXIBILITY

Why not test the market privately first? Share details about your home — such as price — on your own terms.

03 QUALITY

Selling your home with our team helps your home to gain exposure to top agents nationwide, including premium placement on our website.

In addition, we can leverage our state-of-the-art platform and interconnected regional network to strategically market your home to achieve the best outcomes. Together, we can determine which program and approach will be most beneficial for your listing.

GETTING YOUR HOME READY FOR MARKET

Your Wardman Residential agent will work with you on every aspect of preparing your home for the market including: deferred maintenance, painting, kitchen and bathroom upgrades, professional photography and video tours, and print/digital marketing.

What areas of the home should you focus on the most in preparing it to attract the most discerning buyer?

- Exterior/Curb Appeal
- Kitchen and Bathrooms
- Owner's Suite
- Basement
- Decluttering/Staging

HOME SELLER'S CHECKLIST

Preparing the conditions of your home for its best showing, future home inspections, and to ensure a successful sale of your home.

- Are all utilities on — water, electric, gas? Pilot lights on?
- Do all interior/exterior lights and electrical outlets work?
- Are windows and doors in good operating condition?
- Are all plumbing fixtures working properly?
- Is the fireplace clean and working properly?
- Is there clear access to the attic and basement?
- Is there clear access to a properly labeled electrical panel?
- Is there clear access to the furnace and water heater?
- Does the HVAC have a clean air filter?
- Are heating and AC systems working properly?
- Are service records available for major systems?
- Are smoke detectors installed and working properly per local codes?
- Is all debris removed from gutters and near the foundation?
- Will pets be temporarily removed during the inspection?
- Are keys available to unlock all doors, garages, and sheds?



SHOWING YOUR HOME

When you open your home to buyers in the market, you want to show it in the best light so that they can imagine themselves living there and become eager to buy.

Since buying a home can be a decision based more on feeling than on logic, try to follow these tips when your home is on the market:

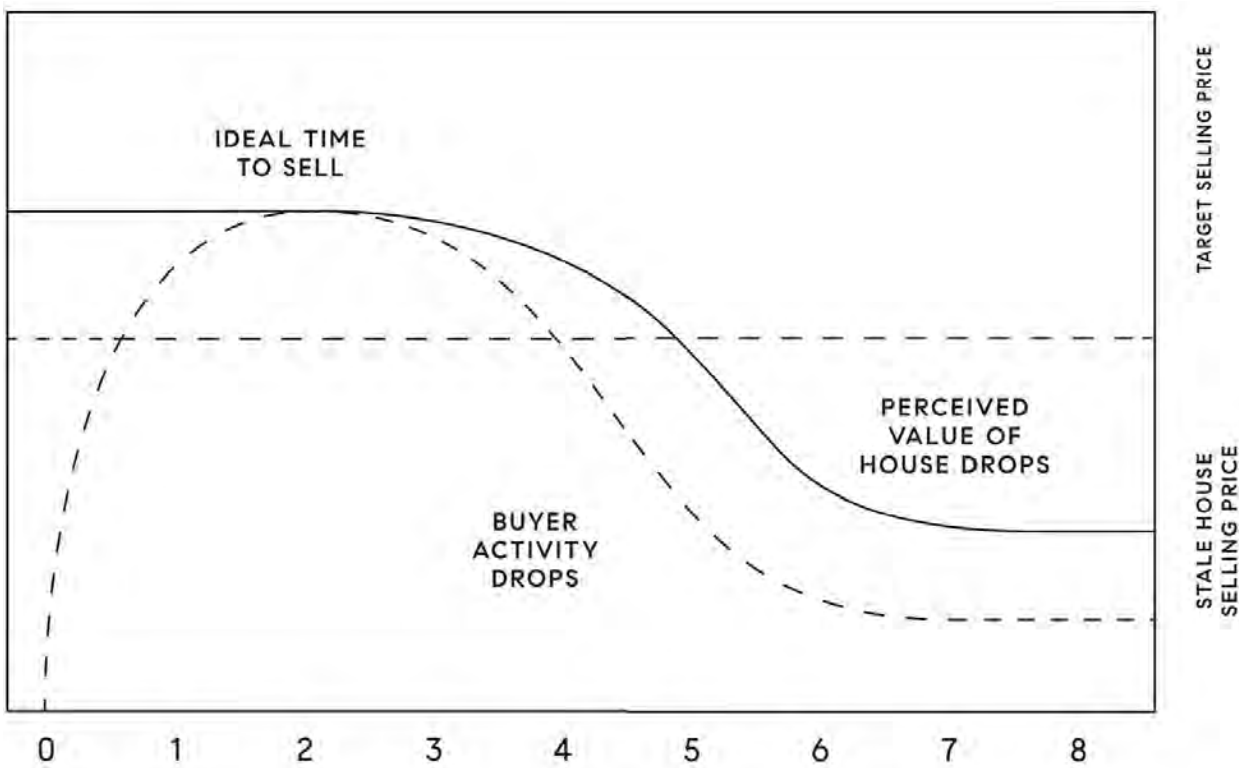
- Appeal to buyer's sense of sight before stepping into the home with beautiful curb appeal with bright flowers and well-placed planters, a clean front door, a new welcome mat, and a freshly mowed lawn.
- Be out of the home when the buyers come with their agent. You want the prospective buyer to feel comfortable and be able to see themselves living there.
- Have all the lights on and window treatments open allowing as much light as possible.
- Keep your home as comfortable as possible. In the cooler months ensure the heat is turned up and is warm and inviting. If it is summer, ensure the air conditioning is on keeping the home cool and pleasant.
- Create an inviting atmosphere including decluttering the home, playing pleasant music at low volumes, and making sure the home is spotless.
- Take your pet with you when you leave, when possible.
- Pay attention to potential odors in your home. Ensure to empty the trash cans prior to showings, and do not use room sprays or candles as some people may have a sensitivity to those artificial scents.
- Be sure to depersonalize your home as much as possible. You want the buyer to see the home and not focused on your family photos or collections.
- Cameras, video door bells, and any recording devices will need to be turned off or acknowledged in remarks and showing instructions.



CREATING A PRICING STRATEGY

Intelligent pricing is among the most crucial determinants of a successful sale. By considering both timing and value, we are able to strategically assess your home and advise you on a price range to market your home for maximum impact. After discussing market conditions and comparable nearby sales and properties currently on the market, the seller will set the listing price for the house.

PRICING YOUR PROPERTY



97-102%

The median original list price to sold price

7 DAYS

The period of time during which your home receives peak attention once it's been listed

9%

The average percentage below list price that homes sell for after 24+ weeks on the market

YOUR PRE-MARKETING TIMELINE



01 PREPARATION

- Appliance upgrades
- Furnishings
- Virtual Staging

02 PHOTOGRAPHY

- Professional photography
- 3D tour
- Video Tour

03 FLOOR PLANS

- Traditional floor plans
- Virtual walkthrough

04 LAUNCH

- Compass.com
- WardmanRE.com
- MLS Activation
- Syndication

05 SIGNAGE

- Yard sign
- Window sign
- QR Code

06 EMAIL CAMPAIGN

- Property announcements
- 3000+ agent email blast
- Open house invitations

07 PRINT/DIGITAL CAMPAIGN

- Postcards
- Brochures
- Social Media Promotion and Ads

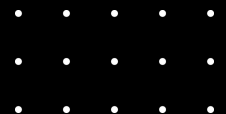
08 EVENTS

- Open house
- Broker's open house



OFFERS AND CONTRACT

Receiving a contract is still just the beginning of the home selling process. Typically, closing happens within 30-45 days after contract ratification, although it could be sooner or later depending on the terms of the contract. There are many hurdles to overcome from the time of ratifying the contract to actually getting to the settlement table. Some of these hurdles range from dealing with the inspection items to financing matters to potential title complications. Your Wardman Residential agent will be with you and guiding you every step of the way.



CONTRACT TO CLOSE PROCESS

01

REVIEW PURCHASE AGREEMENT

Carefully review and understand the terms of the purchase agreement, including sale price, contingencies, and timelines.

02

COORDINATE INSPECTIONS

Work with buyer scheduling any necessary inspection requests such as a home inspection or pest inspection.

03

TRACK EARNEST MONEY DEPOSIT

Ensure that the buyer has submitted earnest money deposit within the specified timeframe in contract.

04

PREPARE FOR APPRAISAL

Coordinate access and ensure appraiser has all pertinent comparables to justify contract sales price.

05

LOAN APPLICATION

Work with lender to ensure that your loan application is progressing smoothly and in a timely manner.

06

NEGOTIATIONS

Home Inspection Repairs and/or credits and any additional contingency items purchaser requests.

07

SETTLEMENT COMPANY

Work with settlement company to order title and deed search ensuring clear title and mortgage payoff; schedule closing.

08

FINAL WALK-THROUGH

Coordinate a final walkthrough with the buyer and buyer's agent prior to closing and ensure any agreed-upon repairs have been completed (usually day before or day of closing).

09

CLOSING DAY

Review Closing Disclosure to verify accuracy of closing costs, ensure all keys, access codes are provided to buyers, attend closing, ensure receipt of buyers funds.

10

POST CLOSING

Ensure the deed is recorded for properly transfer of ownership; ensure your proceeds are wired to you

Wardman Residential clients are served by our full time Transaction Coordinator. This coordinator ensures all of the items listed during Contract to Close Process are monitored, communicated, and seamless.

BUYER CONTINGENCIES

Many real estate sales contracts have a number of built in contingencies that need to be navigated throughout the process. Our team focus is to monitor these contingencies to ensure the deadlines are met, negotiate the terms of these clauses, and advise you on your options in progressing the contract forward.

Below are a few of some of the common contingencies you will see:

Home Inspection Contingency: A home inspection contingency period is typically within 5-10 days from the date of the contract ratification and provides all parties a broader picture of the condition of the home. The scope of the inspection covers a general examination of the interior and exterior of the home, as well as the systems. The buyer typically pays for this inspection.

Financing Contingency: This contingency gives the buyer the opportunity to apply for and receive the funds needed to purchase your home. A normal contingency period is 21-30 days from the date of the contract ratification.

Appraisal Contingency: This contingency goes hand-in-hand and is a condition of the financing contingency. An appraisal determines a fair market value of the property.

Home Sale Contingency: This contingency allows a buyer a specified amount of time to find a buyer for their current home while still having a contract on your home. If the buyer is unable to secure a buyer on their home they have the option of voiding the contract for your home.

FINAL WALKTHROUGH

The purpose of the final walkthrough is to determine if the conditions of the contract are satisfied and the property is in substantially the same condition as when they made the offer and completed the home inspection. The buyer will be checking to ensure all lights and switches are operational, all faucets and drains are in working order and the major systems in the home are functioning properly. If something is not in substantially the same condition we will work with the buyer's agent to negotiate any repairs.



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.

SETTLEMENT

Settlement day is the day all the paperwork for transferring the deed is signed and keys exchanged. Settlement occurs with an attorney or title company representatives going through all of the documentation to transfer ownership, and account for the disbursement of funds from the lender to all pertinent parties. You will receive a final settlement statement with a breakdown of all of the costs associated with the sale of your home.

Below is an example of the seller's settlement costs:

- Attorney's fees (preparation of the deed, settlement fee, and any release fees)
- State deed transfer tax or recordation fees
- Condominium or homeowner association resale document fees
- Broker compensation
- Interest up to the date the mortgage loan is paid off
- Prorated taxes/dues/fees up to the closing date



FREQUENT QUESTIONS

What needs to be done to my house before putting it on the market?

You want to ensure you are preparing your home for the buyer's eye. What does that mean? Buyers want to be able to see themselves living in the home. They want the ability to envision their furniture and future life living in the home. Ensure the home is decluttered, possibly freshly painted, install new carpeting (if needed), and of course, make sure odors are eliminated.

Should we redecorate or stage the home?

We do not necessarily recommend you do a complete remodel of the home decor since you cannot anticipate the tastes of strangers who will tour your home. However, we have found that staging homes are a more effective way to decrease your days on the market, and in some cases, helps the home sell for more money. We have a number of staging companies to assist you in the staging process.

What do I need to disclose about the home's condition?

Each jurisdiction and state have its own rules and regulations in terms of property disclosures. Most areas require the sellers to provide either a residential property disclosure or disclaimer statement. However, we recommend if you are aware of any defects, that you repair them prior to listing your home for sale. We are here to walk you through this each step of the way.

How much is my home worth and can I determine this by reviewing third-party websites?

Unfortunately, the short answer is no. Third-party websites typically use a mathematical algorithm that incorporates data from multiple regional sources to determine an estimated value. These types of algorithms cannot take into consideration the variables of the unique selling features of the home or the current market conditions of the area. The best way to determine your home's value is by consulting with a local real estate expert who will provide you with a competitive market analysis specifically for your home and neighborhood.

Should I price my home higher to leave room for negotiations?

Real estate sales does not follow the same logic as other types of sales. The most important step in negotiations is to get potential buyers into the home for a tour. Well priced homes that show well will typically have the most showings within the first 2 weeks the home is being actively marketed, and they typically will sell quickly and for close to the listing price. A seller who prices their home too high eliminates buyers who may not qualify for the higher list price which creates a more challenging scenario by not getting as many buyers touring the home thereby extending the days on the market.

WHAT OUR CLIENTS ARE SAYING



Nathan M.

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.



I cannot say enough positive things about Joe! He honestly is the best agent I have ever worked with. He helped me buy an amazing home at a great price. His negotiation and communication skills are second to none.

Additionally, he most recently sold my condo in record breaking time! The comparable listings in my building sold on average in 90 days whereas Joe cut that timeline in half by closing within 45 days of listing the unit. I couldn't have asked for a more stellar experience with Joe and I'm super grateful that I met him.

I highly recommend him to any prospective buyer or seller. You are guaranteed to have a high quality, professional experience with someone who is truly a real estate expert!



Brad L.

Simply amazing! If you are considering buying or selling a home in the DC area you have to use Wardman Residential.

Reza was extremely helpful, very professional, and available throughout the whole process.

I cannot thank Reza and the team enough for helping me obtain a great place in an amazing location for a steal!



I've worked with Evan, Tom, and team on two purchases and one sale. Fantastic team, very responsive, extremely knowledgeable, and great strategically.

Concierge Capital was very easy to use for some improvements on the sale. They helped us dial in the right improvements for the market, and we were under contract within 4 days at full asking.

Wouldn't hesitate to work with them again and highly recommend.

WARDMAN
— RESIDENTIAL
AT COMPASS

COMPASS

1313 14th St NW
Washington, DC 20005

O: 202.386.6330

WardmanRE.com



Compass Real Estate is a licensed real estate broker. All material is intended for informational purposes only and is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdrawal without notice. No statement is made as to the accuracy of any description or measurements (including square footage). This is not intended to solicit property already listed. No financial or legal advice provided. Equal Housing Opportunity. Photos may be virtually staged or digitally enhanced and may not reflect actual property conditions.



Evan Johnson

Realtor®
DC | MD | VA

M: 703.447.6137
O: 202.386.6330
Evan@WardmanRE.com

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

Realtor®
DC | VA

M: 703.966.4986

O: 202.386.6330

Tom@WardmanRE.com

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

Realtor®
DC | MD | VA

M: 443.624.5629
O: 202.386.6330
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

Realtor®
DC | MD | VA

M: 202.309.0073
O: 202.386.6330
Reza@WardmanRE.com

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

Realtor®
DC | MD | VA

M: 202.341.2877
O: 202.386.6330
Joe@WardmanRE.com

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

Realtor®
DC

M: 917.974.8427

O: 202.386.6330

Madeline@WardmanRE.com

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.