



McLean/Old Dominion Office  
6257 Old Dominion Drive  
McLean, VA 22101  
(703) 821-8300  
Fax: (703) 556-0422

**RESUME**  
**CECELIA A. LOFTON, GRI, SRES**

**Currently licensed REALTOR in the Commonwealth of Virginia.**

**Member of the:**

- Northern Virginia Association of Realtors (NVAR) Multi-Million Dollar Sales Club**
- Top 5% Sales Nationwide**
- NVAR Top Producer**
- Weichert's Chairman of the Board Elite**
- Virginia Association of Realtors (VAR)**
- National Association of Realtors (NAR)**
- McLean Chamber of Commerce**
- Business Network International (BNI)**
- St. John's Women's Club**

**Education:**

- College Degree - Business Administration**
- Graduate, REALTORS Institute of Virginia – 1989**
- SENIORS Real Estate Specialist**

**Past Experience: Executive Assistant to the Comptroller of the Army, The Pentagon, Washington, D. C.**

**Personal: Grew up and educated in New Hampshire. McLean resident for the last 35 years. A Weichert agent for the last 23 years. Cecelia and her husband, Pete, have two grown sons, Greg and Michael. Greg owns a business, and Michael is a Lieutenant Colonel in the United States Army.**



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Cecelia,

Thank you for handling my real estate transactions. You are a professional – hardworking, conscientious and diligent.

I was in the market as a buyer and made an offer on a condo. Immediately after my offer, I went out of town for a week. There were negotiations back and forth and you handled them for me. I didn't have to worry at all because you were in constant communication with me until I had a contract. The whole process and closing went very smoothly.

Later, you represented me in the sale of my house. As before, you were very organized. You researched comparable sales and made a plan of action. You discussed the plan with me and then implemented it when I was ready. You held open houses and promptly followed up on all leads. You kept me informed about my house and the market in general.

I found you to be an ethical person in both transactions. You were a dual agent in the sale of my house. Let me assure you that I would not have agreed to that if I had not had the utmost confidence in your ability and your ethics. You represent your profession at the highest level.

It was a pleasure working with you and I wish you continued success. Again, thanks.

  
Barbara Cooper

Hans C. Pittner  
21 Murray Avenue  
Goshen, NY 10924

Mr. Steve Gaskins  
Weichert Realtors  
6257 Old Dominion Drive  
McLean, VA 22101

Dear Mr. Gaskins

I would like to take this opportunity to express my sincere appreciation for the truly outstanding service provided by Cecelia Lofton in selling my home 31 January 2007. Without question, it is thanks to her professional expertise and efforts during the entire period of the home sale that resulted in a positively excellent outcome and experience. This was my first time selling a home and not only was she helpful guiding me through the process, but in fact, exceeded all my expectations resulting in the final sale and a good deal.

Cecelia was especially helpful working with me from a long distance since I was mainly out of town caring for my elderly mother recovering from two major operations. There are many more instances of her detailed handling of issues from listing to selling the home and she always stayed on top of them for successful resolution. Some of these actions included helping get the home in right condition, establishing right price range, good advertising, keeping me informed on activities and progress, and always being available to answer questions along with providing sound advice.

Cecelia communicated very well with everyone involved in the home sale and she had excellent rapport with other realtors as well as potential buyers (such as at open house, etc).

It is hard to put into words how happy and fortunate I am having Cecilia as my Realtor. Please convey my appreciation and thanks for the outstanding service. She did a super job!

Sincerely,

A handwritten signature in cursive script that reads "Hans Pittner". The signature is written in dark ink and is positioned to the right of the word "Sincerely,".

Maj. Gen. Lloyd B. Ramsey  
3624 Bowling Drive  
Salem Virginia, 24153-8806  
(540)380-2265

Weichert Realtors  
6257 Old Dominion Drive  
McLean, Va. 22101

I would like to compliment and thank Cecelia A. Lofton for the outstanding work she did in selling my house in August 2000. The reason for the delay in writing this letter is that in September my wife got seriously ill and passed away 20 October 2000.

When we decided to put our house up for sale we had discussions with three different realtors. Cecelia's presentation was so much superior to the other two that it made it very easy to select the proper agent to represent us.

Cecelia told us what we should do to get the house ready for sale and we agreed to try and get the house ready by 1 August 2000. Cecelia recommended a sale price which I thought was high, so we dropped it by \$12,000.00. As time got closer I called Cecelia and told her that we would not be ready by 1 August. She came by and made very nice compliments about how well we had prepared the house and suggested we put it up for sale on 2 August. Again we agreed.

On Wednesday 2 August Cecelia put the sign up in the afternoon. She had already brought a number of beautiful pamphlets describing the house with a very nice picture on the front. She had cleared everything in the pamphlet with us. On Friday 4 Aug. she received the first offer which was \$5,000.00 above the asking price. Sunday was an open house in which Cecelia did a wonderful job. From Friday to Sunday she had a total of five offers all above the asking price, the highest being \$1,000.00 above all bids up to \$20,000.00 above the asking price.

Cecelia discussed all the bids with my wife and I and told us that some would like to negotiate a price. If we agreed she said that she would call the highest bidder's agent to see if we could get a final dollar bid from her. We agreed. The agent came back with a \$25,000.00 offer above the asking price. No other bidders would top that offer so for all practical purposes the sale was complete.

This is just a short brief of Cecelia's outstanding work. She is a very lovely person with an great personality and she is all business being on time for all meetings and never changing times or dates. I would rate her at the very top of her profession.

Sincerely

*Lloyd B. Ramsey*

Patricia Nelson-Douvelis  
1103 Dunaway Drive  
McLean, VA 22101

Mr. Stephen Gaskins  
Weichert Realtors  
Old Dominion Drive  
McLean, VA 22101

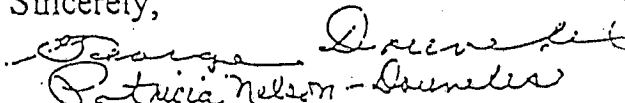
Dear Mr. Gaskins:

We wanted to write to you to say how happy we are with our new home and with the service given to us by Cecelia Lofton.

Cecelia helped us through a very complicated deal that involved selling our home and purchasing another, with coinciding closings. Not only was the deal complicated, but the buyers of our home wanted a very quick closing, putting added pressure on us and Cecelia to get everything completed at near break-neck speed. But first, Cecelia had to find us a house to buy!

Cecelia found us the most perfect house and coordinated masterfully the myriad details of the two closings. We are so pleased with the excellent service Cecelia gave us and will certainly recommend her to anyone we know looking to buy or sell a house in this area. She's a real pro.

Sincerely,

  
George Douvelis  
Patricia Nelson-Douvelis

George Douvelis  
Patricia Nelson-Douvelis

*HAROLD & EMMA HENRIQUEZ  
716 SUNFLOWER COURT  
PURCELLVILLE, VA 20132.*

Mrs. Cecilia A. Lofton,  
6257 Old Dominion Drive,  
McLean, VA 22101.

Dear Cecilia:

As we are making the final arrangements for our move to Aruba we are also reminiscing about the developments regarding the marketing and sale of our former residence at 6205 Nelway Drive in McLean.

We would like to share with you that we decided to choose you to list our property for sale because we did appreciate your initiative to approach us even before we had decided to put our house on the market.

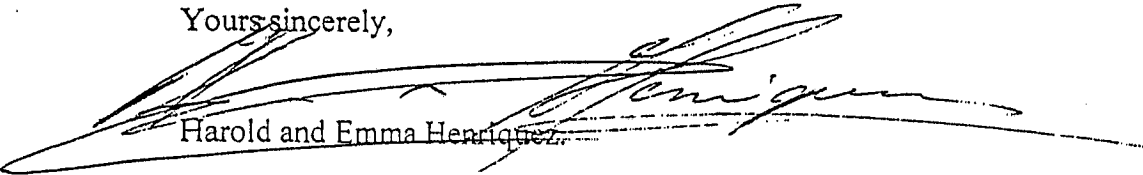
It proved to be a wise decision as the house sold within 2 weeks. We are convinced that this was also due to your dedication and professional handling of the listing.

We lived for about 24 years at 6205 Nelway Drive and leave with mixed feelings as we leave wonderful friends and neighbors behind.

Rest assured that we have informed our neighbors that we are very satisfied with the way you handled the sale of our former residence.

We thank you again and wish you continued success.

Yours sincerely,

  
Harold and Emma Henriquez

43280 Clifton Terrace  
Ashburn, VA 20147

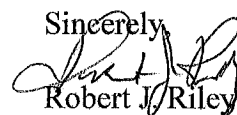
Mr. Steve Gaskins  
Manager  
Weichert Realtors  
6257 Old Dominion Drive  
McLean, VA 22101

Dear Mr. Gaskins:

My wife Sandy and I would like you to know how impressed we were with the energy and expertise exhibited by Cecelia Lofton last fall when she successfully guided us through the stressful process of trying to sell our house in McLean while also looking for a smaller home in or near Leesburg, where our two grandsons live.

It was an anxious time for us. I was newly retired due to some health problems, the real estate market was slowing, and house prices in the area were beginning to slip. But thanks to Cecelia's advice about how to prepare our home for sale, her willingness to answer our questions at virtually any time of the day or night, and her readiness to conduct open houses, we succeeded in selling our place shortly after Thanksgiving.

But what we will remember most were the countless times she drove us on house-hunting trips to such areas as Leesburg, Hamilton, Waterford, Purcellville, and Ashburn, often spending the entire day with us. There must have been times when we frustrated her with our insistence that we wanted a small, maintenance free, single story house – a rare commodity in this area – but she never showed it. The combination of her professionalism and good humor made working with her a pleasure. Now that we are settled in our new patio home in Ashburn Farm, just a few miles from our daughter and her family, we couldn't be more pleased with the way things have worked out. For that we will always be grateful to Cecelia.

Sincerely,  
  
Robert J. Riley

cc. Cecelia Lofton

Cecilia A. Lofton  
Weichert Realtors  
6257 Old Dominion Drive  
McLean, VA 22101

Dear Cecilia,

I am delighted to take this opportunity to say how very pleased my family and I have been with the truly professional services you provided in the sale of my dad's home in Arlington. Selling a home from long distance can be a very difficult process - you smoothed the bumps in a very rough road and brought us to a successful conclusion. I will always be grateful for the help you provided. I know that the circumstances of our sale were much more complicated than typical transactions and appreciate your hard work.

As you know, I have been involved in real estate here in Maine for many years. I have not often seen a broker as persistent, professional, and attentive to even the smallest detail. That is why I chose you to represent us over other brokers who were recommended by family friends, and I am glad to say that my instincts were right on target.

You gave us good counsel in regard to listing price and preparing the home for marketing.

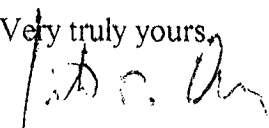
You located competent contractors for a number of tasks and made sure that they followed through on their instructions. That they completed their work at a fair price and on time is a credit to you.

You found good buyers in a very short time and negotiated excellent sales agreements for us.

You kept us informed every step of the way. When we discovered that my stepmother's condition would require a lengthy court process to resolve her ownership interest it was a disappointment to all of us. You faced that additional task with typical good humor, professionalism and diligence. You steered us through that legal morass and kept the lawyers on track.

Finally, I am grateful for the great working relationship we developed. It was a pleasure doing business with you and I would be glad to be a reference for you. Please feel free to use this letter in your presentations, and to have any of your clients call me.

Very truly yours,

  
Kenneth C. Allen