

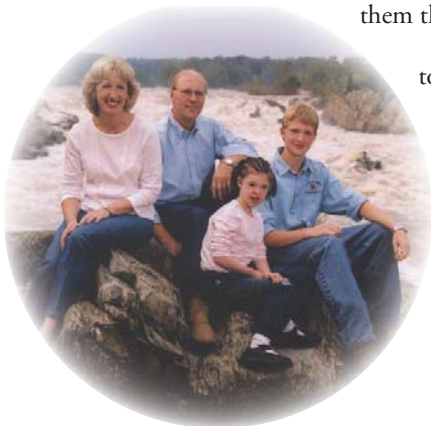
If you're in the market to either buy or sell a home, you've probably heard at least one real estate cliché. It's location, location, location; it's a seller's market; or owning a *home* is the most important investment you'll make in your life.

Real estate isn't about clichés.

It's about service.

I'm Carol Ellickson, a real estate professional with over 10 years of experience, an award-winning Weichert agent who is proud to be counted in the top 5% of all agents in the nation, and an agent who has built her business on her reputation with clients and their referrals.

It takes teamwork to buy and sell homes. As a former *teacher*, I often see myself as a coach who explains the ups and downs of the current real estate market, home inspection reports and mortgage options. Working with clients also means explaining all the *options* of either buying a home or selling one. My clients go through a process, and together we take it one step at a time. I give them the tools that they need to make *serious* decisions, while still keeping them organized and focused.



And like a good coach in the middle of a game, I back my clients by using due diligence to *learn* what a house is worth. My husband, an architect and construction attorney, is also part of the team, assisting in evaluating specific properties, if necessary.

Working hard for my clients is really only part of my strategy for success. I'm a 30 year *resident* of Northern Virginia; and I've seen how this unique area of the state has changed. Whether you are looking for *schools*, shorter commutes, land, or even downsizing, You will only see properties that suit your needs.

If you need to sell your home, we can talk about how to turn it into a *showplace*. We can use my extensive network and relationships with other Realtors and clients to bring qualified buyers to you.

I have sold many homes, some bought sight unseen by *trusting* clients, in some of the most exclusive neighborhoods in the area. Bringing people and property together takes patience and understanding. As a wife and mother of two beautiful children, one with special needs, I have both patience and understanding. My husband and my son are key players on my home team and my daughter, a leukemia *survivor*, is my cheerleader. It is important to understand family dynamics and how that affects both buying and selling a home. I work to help my clients make important decisions with confidence.