

For those
seeking the
exceptional

KIM RICE

TTR | Sotheby's
INTERNATIONAL REALTY



Kim Rice

Kim is a proud Washingtonian born and raised. She's as much a part of the area's history as she is well-informed and involved in its exciting future. Over the years, she has enjoyed an accomplished career having earned her a reputation for resourcefulness, creativity, and as a swift negotiator. Having proven expertise as a Real Estate Professional, Kim has facilitated successful transactions for both a discerning domestic and an international clientele – even in the most challenging markets. Additionally, she has been the exclusive consultant on several new construction luxury-condominium projects and has worked with developers from concept to completion in the Washington, D.C. area, and has mastered the art of matching buyers with exceptional homes as well as achieving optimal value for sellers' prized properties.

Prior to becoming a licensed agent, Kim Rice worked as a Strategist and Financial Analyst. She eventually moved on to provide advisory and consulting services to Real Estate investors and developers with great success, and since then, she has been featured in a plethora of publications and consistently recognized as a Top Producing Realtor. Today, she draws on her analytical background to provide customized strategies to best benefit her clients. Kim earned her B.S. Degree in Business Finance from the University of Maryland and studied International Tourism at George Washington University.

When she's not working, she serves on the GCAAR Community Service Board and is a proud mom to a son and daughter. The truest definition of "well-roundedness," she enjoys travel and connecting with people world-wide, cooking, dancing, teaching, writing, great music, reading, yoga, volunteering and meditation. She's also involved in other Philanthropic Efforts including the Non-Profit, (EKWIP) Encouraging Kids with Incarcerated Parents she has established herself. A new and anticipated Podcast "Another Day in Paradise, With Kim Rice" will launch in 2020 for Kim and last, but not least, she is the owner of a small Fashion company of over 20 years.

Kim's philosophy is to always provide the "white-glove service" and her highest priority is optimal client satisfaction.

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KimRiceRealEstate.Com

ACCOLADES

Over \$40m Sold
Million Dollar Guild Designation '19
TTR Sotheby's Sales Achievement
Award '19
Sapphire Medallion Exceptional
Sales '18
Washingtonian Magazine "Best Of"
'18 & 2020
Diamond Medallion Top
Producer '17
Certified Luxury Home Marketing
Specialist (CLHMS) '17 - Present

Testimonials

"Kimberly is the Best in the business! She is totally committed to addressing the needs of each client with professionalism, resourcefulness, and careful attention to the details of each transaction. Her positive and uplifting energy is also a welcome bonus!"

– Loretta Giles, Vocalist & Professor

"For several years, we have been blessed to have Kim Rice handling the family's real estate transactions. There have been several of them (and some very tough), and her time and attention have always been unstinting. She has negotiated the most equitable buys, and the highest sales. She is a calming influence in the rockiest negotiation and the most complicated escrow. Kim is, in fact, the quintessential real estate professional."

– Raheem DeVaughn, Award Winning Musician & Humanitarian

"Her accomplishments are unparalleled. She's not only one of the most successful women in real estate, but one of the most successful individuals in the business, and a truly delightful person to work with."

– Kamran Youssefieh, Real Estate Developer & Investor

"Kim, I would like to sincerely thank you for all the support that you have extended to me and my family during our house hunting experience. From the moment we started this project, you have been nothing but helpful and supportive and it means more to us than you'll ever know!

When I ran into a brick wall, you immediately took over without any hesitation and got things DONE! I know that we would not have ended up with our house if you had not helped us with all of the challenges that came up along the way. You have gone far beyond the normal expectation of a realtor. Your vast knowledge, experience and professionalism made what would have been a stressful experience a very pleasant one! Your enthusiasm, work ethic and friendship are much appreciated and I'm proud to say I'm your client and even prouder to say you are my friend!

Thank you for helping me find the perfect home for me and my family

– Angela Foster, Washingtonian

"Thank you so much Kim for sticking with me and helping me through my VERY complex situation! It was a journey and you saw it through all the way to the end. I really appreciate all that you have done and I will definitely tell my friends, especially who face challenges with Estates! Thanks Kim, it is so wonderful to have someone represent my interests with such a passion for detail and great professionalism."

– Aaron Evans, Technology Consultant

"Kimberly Rice is my real estate agent and is, without a doubt, the best I have ever encountered. She not only knew what I was looking for, but took all the necessary steps to arrange a tour of the condominium I wanted and quickly submitted a bid for me. She handled everything with a degree of professionalism that was unbelievable and I did not have to worry about anything except going to settlement to secure my new home. I now understand why she was listed in Washingtonian Magazine as one of the top real estate agents in the Washington Metropolitan Area. I would recommend Kimberly Rice to anyone who is looking to either sell or purchase a new home, or both. She is fantastic."

– S. Petruccelli, Retired Executive

As a first time home-buyer, I could not have asked for a better agent than Kim Rice. I could probably write an essay on everything Kim as done for me. I am extremely grateful to have gone through this process with her. The most important character I was looking for in my agent was someone I could trust and who would not pressure me into buying. Kim was extremely patient, she listened to all of my concerns, and took action right away. She never left any questions unanswered and always responded promptly. She took her time to understand my wants and needs, and truly delivered. I know that I would not have ended up in my dream home, if she had not been supportive and helped me get through all of the challenges. She went above and beyond to make sure that my happiness was met. In fact, she was even present at my closing which fell on the day after Thanksgiving. This is evidence of her dedication, love, and support for her clients. Her wealth of knowledge, professionalism, and experience made the process less stressful. I would highly recommend her over any agent because you will receive the best service anyone can ask for. Kim – I could not thank you enough for everything that you have done for me. I am blessed to know you, and grateful to call you my friend!

– M. Yohannes, First Time Buyer in D.C.

After a couple weeks of searching, I told Kim Rice I had a cut off date to notify the property I wasn't going to renew my lease. I asked her if she thought we could really find a home before I had to move. She told me to go ahead and notify them, have faith and together we would find me the perfect home.... and she did just that! Kim was nothing short of amazing! She was kind, patient and thorough. With Kim you know you have a partner through the process, a counselor to both advise and console you when the home you wanted gets an offer before you get a chance to see it. Kim should be the first call you need to make when you're in the market to buy or sell your home!

– T. Harrigan, Attorney

Notable Sales



Olney, Maryland Sold \$2,066,986



Washington, D.C. (16th Street Heights) Sold \$1,155,000



Washington, D.C. Kennedy St (Petworth) Sold \$3,400,000



Washington, D.C. (16th Street - Walter Reed) Sold \$1,100,000



Washington, DC , (Van Buren St. Brightwood) Sold \$925,000



Washington, DC , (16th Street Heights) Sold \$891,000 (\$100K over ASK)



Washington, DC (Shepherd Park) Sold \$950,000



Washington, DC (Petworth) Sold \$764,000

Our Heritage

Recognized worldwide, the prestige of the Sotheby's brand is unparalleled. The acclaimed Sotheby's auction house, established in 1744 in London for collectors of art and other fine possessions, expanded to New York City in 1955.

TTR Sotheby's International Realty inherited the iconic brand name, building on its centuries-long legacy by delivering unrivaled real estate services. Our reputation of quality service and expertise is unmatched. Our connection with Sotheby's is our unique difference. We offer an outstanding alliance of marketing efforts that present our properties to the esteemed clientele of Sotheby's.





Global Network

The Sotheby's International Realty® network was founded 42 years ago and shares nearly three centuries of heritage with Sotheby's selling the world's most cherished possessions.

With over 1,000 offices in over 70 countries worldwide, the team at TTR Sotheby's International Realty offers clients direct access to the global real estate marketplace and an unparalleled platform for transitioning to and from the Washington Metropolitan Area.



Queenstown, New Zealand



ACROSS THE GLOBE

23,000 Agents

71 Countries

1,000 Brokerages

\$114 Billion
Annual Sales



Logan Circle, Washington DC

Local Expertise Since 1988

From the bustling neighborhoods in The District to the country homes of Loudoun County, our reach covers a variety of different regions, and our team provides a wealth of local expertise.

With over 500 real estate associates across the Washington Metropolitan Area, TTR Sotheby's International Realty is uniquely positioned to serve buyers and sellers of real estate at all price points. To guide them in this, we have a team of brand marketing experts that stand ready to offer assistance and insight, and an array of tools and resources they can tap into.

LOCAL BROKERAGES

Georgetown

1206 30th Street NW
Washington, District Of Columbia
+1 202 333 1212

Bethesda

4809 Bethesda Avenue
Bethesda, Maryland
+1 301 516 1212

Arlington

2300 Clarendon Blvd, Suite 200
Arlington, Virginia
+1 703 745 1212

Downtown DC

1515 14th Street NW
Washington, District Of Columbia
+1 202 234 3344

Chevy Chase

5101 Wisconsin Avenue NW, Suite 100
Washington, District Of Columbia
+1 301 967 3344

McLean

6723 Whittier Avenue, Suite 101
McLean, Virginia
+1 703 319 3344

Annapolis

209 Main Street
Annapolis, Maryland
+1 410 280 5600

Alexandria

400 South Washington Street
Alexandria, Virginia
+1 703 310 6800

The Plains

6474 Main Street
The Plains, Virginia
+1 540 212 9993



Bethesda, Maryland

White Glove

At TTR Sotheby's International Realty, luxury is not a price point, but rather a level of service. That's why we're pleased to introduce White Glove, an exclusive suite of real estate services designed to make the process of buying and selling a home a delight.

From strategic home renovations and home staging to furniture consignment and settlement services, White Glove offers buyers and sellers a seamless real estate experience designed to provide value at every stage.





BESPOKE SERVICES

Pre-sale Renovation

Pre-sale renovation can add thousands of dollars in additional value to your home. Our clients can enjoy a full suite of home renovation services and an average return on investment of 201% — all at no upfront cost.

Title Insurance & Settlement

Real Estate Professionals at TTR Sotheby's International Realty offer buyers and sellers a suite of exclusive settlement services that help get you from contract to close with ease.

Home Staging, Moving & Storage

We offer sellers comprehensive home staging services, while also taking care of the laborious process of moving, packing, and storing your home goods. Our clients pay no upfront costs for staging or storage — with payment not required until settlement.

Asset Valuation

Chances are that you are curious about the value of something unique or special in your life. That's why we offer clients appraisals and valuations for items such as jewelry, fine art, wine, and more — regardless of price point.

Inspection Repairs

Don't let an inspection report be the roadblock to your successful closing. We've partnered with Punchlist to provide the fastest and most effective way to complete inspection repairs.

Property Insurance

TTR Sotheby's International Realty has teamed up with Capital Insurance Partners to provide our clients with tailored insurance strategies to protect their greatest asset — their new home.

Brilliant Photography & Videography

TTR Sotheby's International Realty's properties are brought to life through world-class photography and videography. With strict guidelines for property photography and videography — including standards for lighting, composition, and content — TTR Sotheby's International Realty guarantees the best image of your home is distributed across the globe.





McLean, Virginia



Woodley Park, DC



McLean, Virginia

Unrivaled Web Exposure

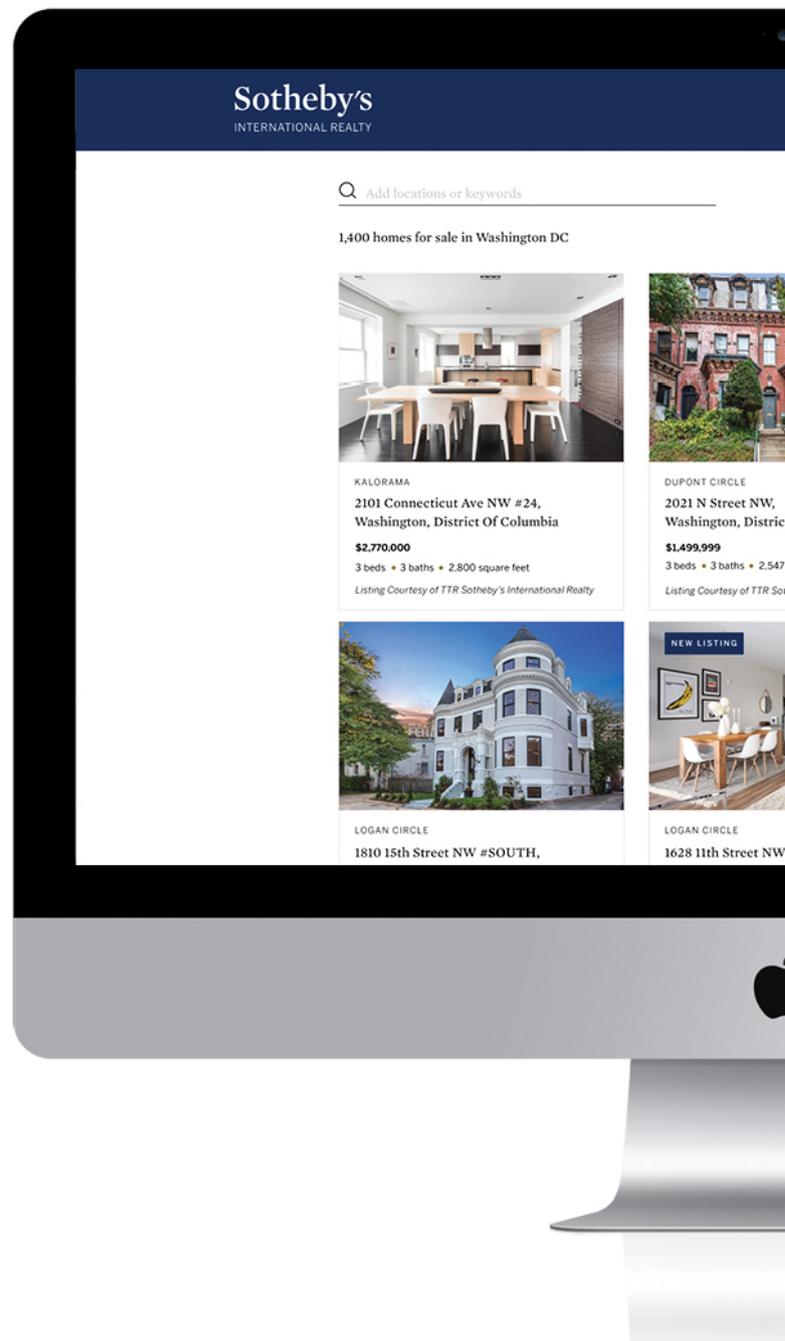
SothebysRealty.com is the number one luxury real estate site in the world. Every TTR Sotheby's International Realty listing makes its global debut at SothebysRealty.com and then cascades through our global network of 100 regional Sotheby's International Realty affiliate websites, providing massive additional exposure to buyers in virtually every market in the United States and around the globe.

Translated into
18 languages

Presented in over
40 currencies

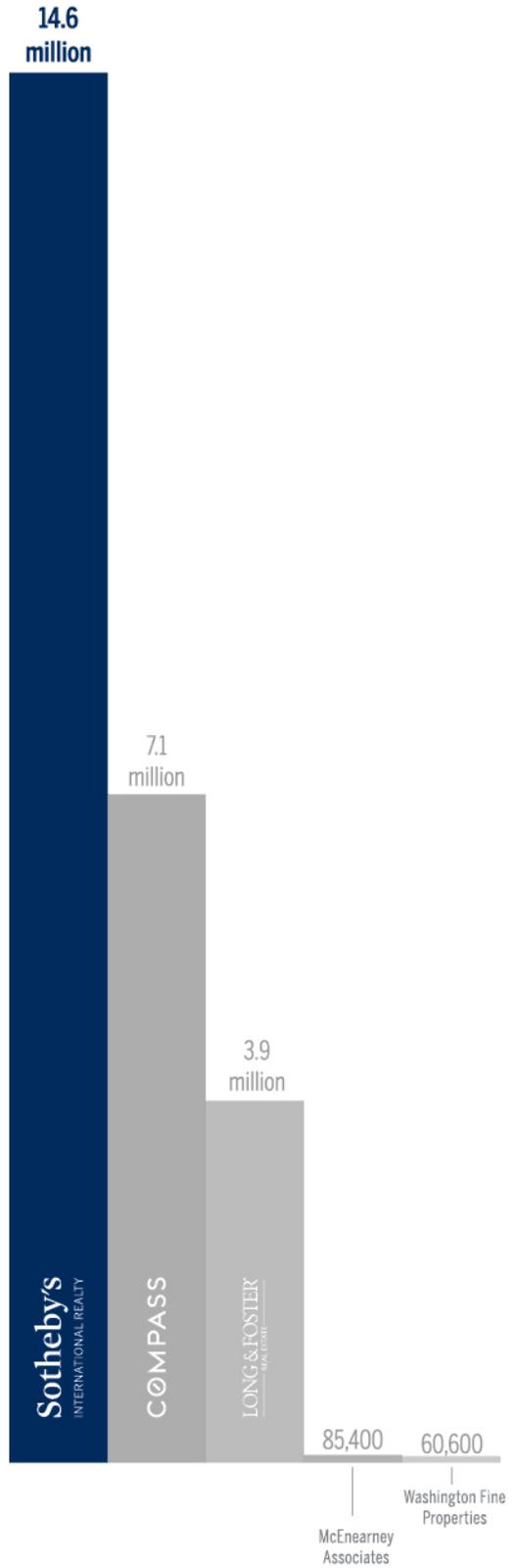
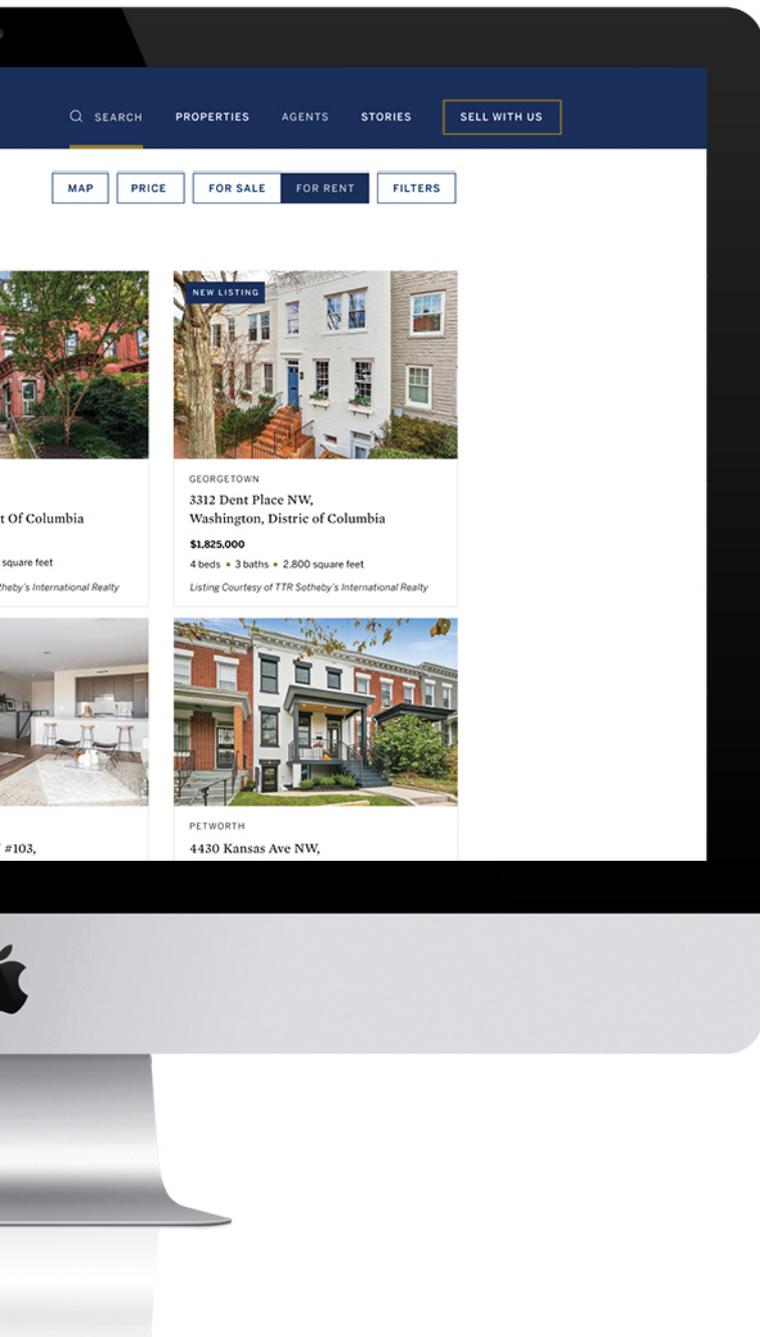
Destination &
Lifestyle collections

Virtual reality
& 3D tours



Website traffic

Six-month comparison of SothebysRealty.com, compass.com, longandfoster.com, wfp.com, mcneareney.com.
July-Dec 2019. Source: Similarweb.com



The journey your home will make

The exposure and worldwide reach of our listings is a crucial piece of what sets us apart from the rest of the industry. Our global property marketing partners include the most authoritative news, lifestyle, and financial voices, as well as real estate centric websites.

Additionally, once a home is showcased on SothebysRealty.com, it is exclusively marketed on more than 100 Sotheby's International Realty affiliate websites around the world. Results are measured with a variety of analytics and reporting tools, which enable sales associates and clients to define a marketing campaign's impact.



Sotheby's

INTERNATIONAL REALTY

Sothebysrealty.com , TTRSIR.COM & a network of 100+ Sotheby's International Realty Brokerage websites worldwide

trulia

 **Zillow**

realtor.com

JamesEdition

The Washington Post

THE WALL STREET JOURNAL.

MANSION GLOBAL



Bloomberg

 **居外**
Juwai.com

The New York Times
INTERNATIONAL

NIKKEI

COUNTRY LIFE

Google

 Homes.com

YouTube

FINANCIAL TIMES

facebook

H²⁴OUSE

Instagram

 homesnap

PropGOLuxury

LUXURY ESTATE

 Nextdoor

 HomeFinder
.com

EXPANSION

REAL-Buzz
Global Real Estate Network

Media Partnerships & Targeted Advertising

TTR Sotheby's International Realty has exclusive advertising partnerships with the most significant media companies and real estate-focused websites in the world. With an emphasis on brand exclusivity, we have contracted with strategic media powerhouses whose innovation, experience, and international impact allow us to give unmatched exposure to our listings worldwide.

Our advertising plans are driven by a consumer-centric approach targeting potential homebuyers and sellers at all stages of the real estate journey. Our robust digital strategy is aimed at showcasing homes to highly-qualified homebuyers.

TARGETED SOCIAL CHANNELS

facebook

Instagram

YouTube

Google

GLOBAL ADVERTISING PARTNERS

MANSION GLOBAL

The Washington Post

THE WALL STREET JOURNAL.

The New York Times
INTERNATIONAL

FINANCIAL TIMES

Bloomberg

NIKKEI

JamesEdition



AD

ELLE DECOR

dwell



For those who seek an exceptional life

only TTR Sotheby's International Realty

how to spend it

SIX CULT SHOPS FOR VINTAGE DESIGN

Where to seek out rare, classic and idiosyncratic objects from East Sussex to Santa Fe

WOMEN'S STYLE TRAVEL WATCHES & JEWELLERY FOOD & DRINK CARS, BIKES & BOATS MORE+

Sotheby's International Realty

Location: Upperville, Virginia

The New York Times Real Estate

ON THE MARKET

Homes for Sale in Brooklyn, Queens and Manhattan

This week's properties are in Hell's Kitchen, Forest Hills, Queens, and Carroll Gardens, Brooklyn.

Capitol Hill, DC

Del Ray, VA

Log In

SEARCH SUBSCRIBE MENU

REAL ESTATE WEDDINGS TRAVEL

DESIGN & HOME WEDDING SHOWCASE UNVEILED



WASHINGTONIAN

NEWS THINGS TO DO

100 BEST RESTAURANTS

FOOD HEALTH SHOPPING NEIGHBORHOODS

For those who seek an exceptional life

only TTR Sotheby's International Realty

EXPLORE

Most Popular in

1 Japan Open With Sea

2

3

7 Fun Food Events Around DC This Weekend

On the menu: a Tunisian market, pancake pop-up, and the Oscars

WRITTEN BY EMMA FRANCOIS

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PHOTOS VIDEOS SHOP PROPS

Explore

Price Range

Savannah, Georgia

Annapolis, Maryland

Sign In

Try Details For FREE

Instagram

TTR Sotheby's International Realty

Annapolis, Maryland

209 likes

tsrir Welcome to a stunning re

18 3

ed Epping

REAL ESTATE CALIFORNIAN HOMES

1901 Old Arts and Crafts by Bernard Maybeck Lists for \$4.25M

By Kathryn M. - December 18, 2019

AD

ARCHITECTURE + DESIGN CLEVER CELEBRITY STYLE LIFESTYLE AD PRO

Subscribe now and get the Star Power Issue guaranteed!

Location: Arlington, Virginia

Architecture + Design

REAL ESTATE AD100 GARDENS + LANDSCAPES

VIEW ALL ARCHITECTURE INNOVATIVE DESIGN

Southampton, New York

Bethesda, Maryland

facebook

TTR Sotheby's International Realty

Thursday at 3:02 PM

Every aspect of your home should be a reflection of who you are, where you've been, and the life you aspire to live. Schedule your private tour today.

Comments

Reside Magazine

Conceived in the belief that home and living are inextricably entwined, RESIDE® is our brand's magazine devoted to the finest in inspirational homes and lifestyles worldwide. A destination for connoisseurship in the arts, culture, design, travel, fashion, food, and philanthropy,

RESIDE casts its net wide to discover the very best of gracious living. We present it to our readers through stories told in words and pictures by the world's most talented and creative individuals.

RESIDE is produced in conjunction with the Pulitzer Prize-winning Dow Jones



BY THE NUMBERS

20,000

Print copies are produced
& distributed annually

THE WALL STREET JOURNAL.

Each edition of RESIDE is packaged with
The Wall Street Journal & delivered to subscribers
across the metropolitan region.

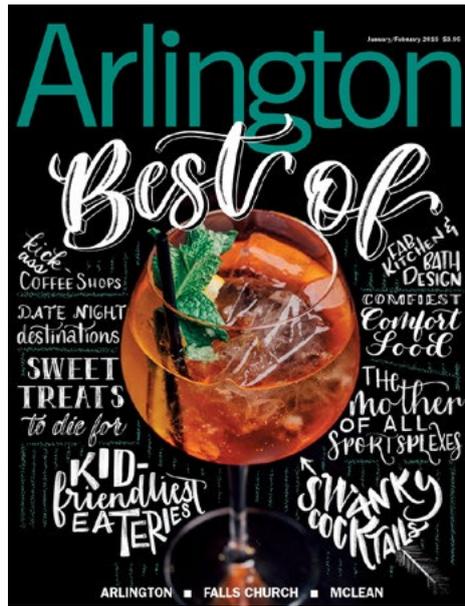
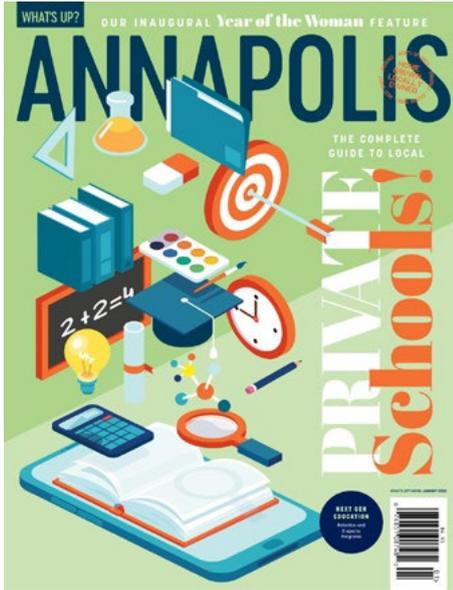
30,000

Reads/Impressions of our
digital edition annually



Extraordinary Print Marketing

TTR Sotheby's International Realty takes great pride in producing top-notch print marketing pieces that showcase our best-in-class photography. Beautiful brochures are produced for each of our properties, and are distributed to our nine offices, key Sotheby's International Realty offices worldwide, and on display at Sotheby's Auction House locations in New York and London. Additionally we periodically produce books and direct mail announcements, featuring images of our finest properties.

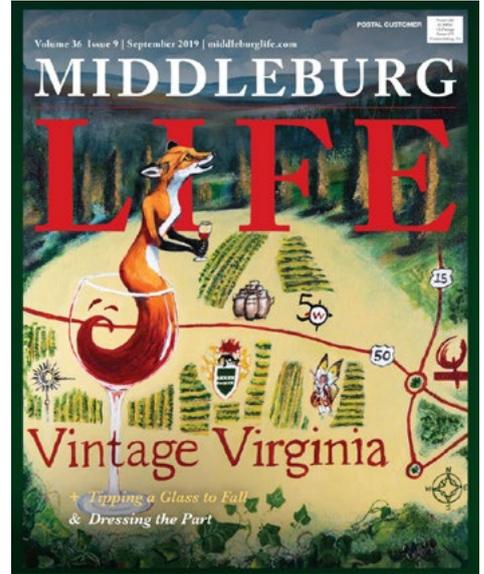


For those ready for what's next

 1000 North Potomac Pk. Georgetown Office at \$1,000,000 Home at \$2,200,000	 2000 North Potomac Pk. Arlington Heights Office at \$1,200,000 Home at \$1,500,000	 1000 North Potomac Pk. Arlington Heights Office at \$1,200,000 Home at \$1,500,000
 1000 North Potomac Pk. Georgetown Office at \$1,000,000 Home at \$2,200,000	 1000 North Potomac Pk. Arlington Heights Office at \$1,200,000 Home at \$1,500,000	 1000 North Potomac Pk. Arlington Heights Office at \$1,200,000 Home at \$1,500,000
 1000 North Potomac Pk. Arlington Heights Office at \$1,200,000 Home at \$1,500,000	 1000 North Potomac Pk. Arlington Heights Office at \$1,200,000 Home at \$1,500,000	 1000 North Potomac Pk. Arlington Heights Office at \$1,200,000 Home at \$1,500,000

Only at TTR Sotheby's International Realty

Georgetown/Bethesda | 2025 3300 Shaker Rd. | 202 331 2222
Bethesda, MD | Chevy Chase, MD | Potomac, MD | Reston, VA | Silver Spring, VA | Arlington, VA | Alexandria, VA | The Plains, VA



All-in-one Print & Social Media Advertising

TTR Sotheby's International Realty hand selects the premier print and digital publications covering the DC, Maryland, and Virginia regions. We target publications that focus on real estate, luxury lifestyle, art, regional events, and philanthropic missions.

For all properties featured in our print advertisements, TTR Sotheby's International Realty launches a targeted social media campaign. A comprehensive report is available following the completion of a property advertising campaign, which details the print circulation, total digital impressions, reach, and overall engagement statistics.

THE REACH

Over 5.7 million people reached via our print & social media campaigns

Organic Social Media & Email Marketing

TTR Sotheby's International Realty's integrated marketing tools enable our associates to quickly create impactful digital and social media marketing materials to maximize property exposure. Our email platform allows associates to deploy beautiful, professional and mobile responsive emails, and provides detailed reporting on how contacts interact with each property.

The image displays a collage of digital marketing materials for a real estate listing. On the left is a Facebook post from Amelia Drake, dated Thursday at 6:08 PM, announcing an open house at 64321 Elm Street, McLean, Virginia, on Saturday, May 5, from 1-3 PM. The post features a photo of a large white house and an interior view of a living room. Below the post, it shows 14 comments, with one from Margaret Rowland stating "I'll be there!". In the center is an Instagram post from Amelia Drake, also in McLean, Virginia, featuring the same exterior photo of the house. The post is marked "Under Contract" and has 174 likes and 14 comments. On the right is an email notification with a red header, titled "Just Listed - Elegant Langley Residence to me" at 4:36 PM. The email includes the TTR Sotheby's International Realty logo, the exterior photo of the house, and a description: "We invite you to explore this extraordinary residence in the heart of Langley Farms. European style architecture and interiors for comfortable daily living and gracious entertaining. Featured on garden tours and Traditional Home Magazine, this home includes an enchanting Master Suite and four additional en-suite bedrooms." An "EXPLORE" button is visible at the bottom of the email content.

Committed to Giving Back

TTR Sotheby's International Realty is committed to a deep level of engagement and leadership in our community. Each year, we support a wide range of art, community, and educational organizations that further strengthen the communities in which we live.

TTR Sotheby's International Realty is the only residential real estate firm ranked in the **Most Philanthropic Companies** in the Washington Area by The Washington Business Journal for seven consecutive years.

PROUD PARTNERS





Volunteers at Celebrate Logan – an annual event hosted by TTR Sotheby's International Realty which raises funds for N Street Village.



Sotheby's International Realty partners with New Story to transform dangerous living environments into communities of safe, sustainable homes.



TTR Sotheby's International Realty at Concerts in the Park – a family-friendly event series supporting Citizens Association of Georgetown.

Relocation Specialists

Each year, thousands of military personnel, government employees, and professionals from the world's leading corporations relocate to the Washington Metropolitan Area. As a trusted broker in the real estate network of relocation management companies such as CARTUS, SIRVA, AIRES, and Graebel, to name a few, TTR Sotheby's International Realty offers a variety of relocation services.

Our team of relocation specialists is uniquely positioned to help you find your perfect home and ensure a seamless transition to the Washington Metropolitan Area.





HQ Partnerships

When Amazon, the world's largest technology company, announced Arlington to be the location of its new corporate headquarters, TTR Sotheby's International Realty established a collaboration with our Sotheby's International Realty brokerages in the cities of Amazon's current headquarters, Seattle and Nashville.

With these partnerships in place, TTR Sotheby's International Realty uniquely positioned with market leading brokerages in each of the HQ markets from coast to coast.

— THE EFFECT —

**Amazon HQ2 will
bring 25,000 jobs
to the DC Region**

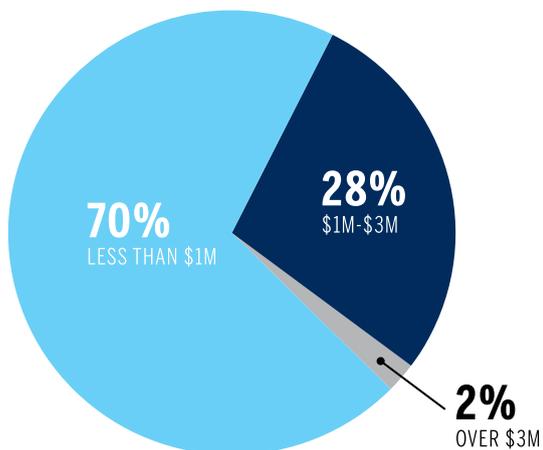
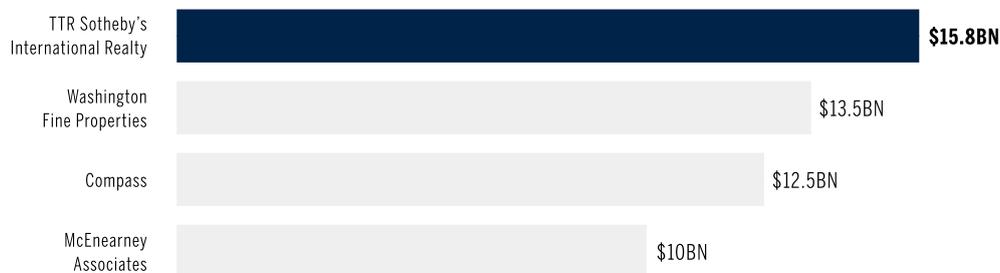


Strength in Numbers

TTR Sotheby's International Realty is one of the highest-performing residential real estate companies in the nation and in the Washington metropolitan region, closing over \$3.4 billion in sales in 2019. Our performance stems from our approach: never rest on your laurels and redefine the highest standard of service.

Six Years Of Leading the Market

Total sales, all price points, for 2014-2019.
Data Courtesy of Bright MLS.

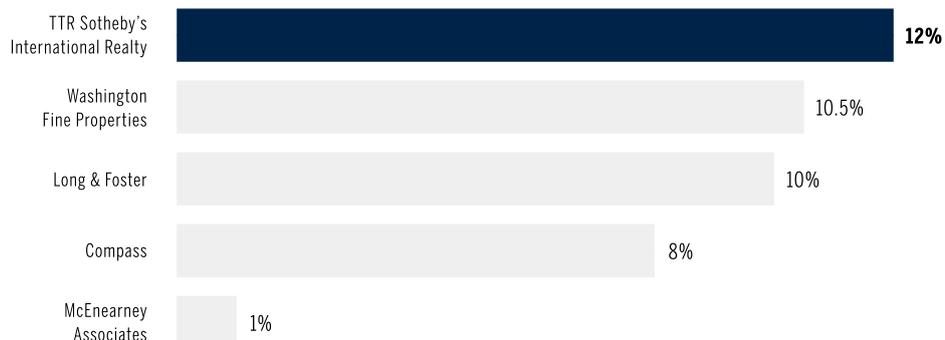


Representing All Price Points

Regardless of price, clients of TTR Sotheby's International Realty benefit from the firm's global reach, powerful marketing, and superior professional service. In 2019, 70% of our transactions were under \$1 million.

Leading the Luxury Market

In 2019, TTR Sotheby's dominated the Luxury Market, selling 12% of all properties priced \$1.5m+ across all MLS's.
Data Courtesy of Bright MLS.



Trusted with life's most
prized possessions for
275 years and counting.

TTR | Sotheby's
INTERNATIONAL REALTY

ttrsir.com

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KIM RICE

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