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Realtor Profile

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National Association of Realtors, Virginia Association of Realtors, Maryland Association of Realtors,

Name: Andy Norton
Company: RE/MAX Distinctive (Virginia); RE/MAX 2000 (Maryland and the District)
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Year started: 1984
How did you get started in real estate? During the process of buying my first home, I realized that I loved real estate. I got licensed in 1979 but did not work in real estate until 1984.
How long with the current company? 22 years
Licenses and designations: Associate broker in Virginia, Maryland and the District; graduate, Realtors Institute; Certified Residential Specialist; Green Designation, National Association of Realtors; certified by National Association of Realtors in Diversity; Seniors Real Estate Specialist; Accredited Buyer Representative; Transnational Relocation Certified
Associations: Northern Virginia Association of Realtors (NVAR),

Greater Capital Area Association of Realtors, Cyberstars
Awards: RE/MAX Hall of Fame
Greatest accomplishment in the past 12 months: Selected to chair the NVAR Green Task Force to help educate agents, buyers and sellers about energy and sustainability and its relationship to real estate
Area of specialty: I work with "techies," technical professional and managerial workers and IT people. Being a techie is a mind-set that transcends niche or neighborhood. If you carry a BlackBerry or iPhone and are married to your e-mail, that's a good start!
Highest-priced home sold: \$1,800,000
Most memorable house: A client walked into my office with a suitcase full of money and said, "I want to buy some properties." What's great about working in the Washington metro area is that so many of the people are memorable. Some are famous. Some are notorious. Everyone needs a roof over their head, and that's the common denominator.

Worst experience buying or selling a house: I was representing a seller who wanted to defraud the homebuyer. I had to put my foot down to protect the homebuyer. I lost the seller as a client, and I also lost some faith in humanity.
Age: 58

Education: Bachelor's degree in Russian studies from Boston University, 1974
Community affiliations/outside interests: I like to attend meetings advertised on Washington Network Group (www.washingtonnetworkgroup.com). Because there is so much going on in the District, you can pick and choose a different topic and venue every week. I learned to inline skate a few years ago and am a member of the Skatersquest skating speed team. I did a skate marathon in 2005 and hope to get back in shape to do another one.
Last book read: "Twilight in the Desert: The Coming Saudi Oil Shock and the World Economy" by Matthew R. Simmons
Last movie seen: "Heat" (on TV)
What kind of car do you drive?: Mercedes-Benz C230
Describe your personal dream house: I like all styles and types, which is why I can enthusiastically sell all styles and types. I love condos, town homes, detached homes, large homes, small homes, in-town homes, suburban homes — you name it.

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