

GREG FORD
Associate Broker, Real Estate Consultant
Long & Foster Real Estate, Inc.

Mission Statement

To devote myself to serving my clients needs before, during and after each real estate transaction and to always operate at a high state of excellence. To be a trusted advisor and to help my clients make excellent real estate decisions resulting in an improved quality of life. To have my clients refer me to their friends or family members who are thinking about buying or selling a home and would appreciate this same level of service.

Designations

- Senior Housing Specialist
- Graduate Realtor Institute (GRI)
- Certified Residential Specialist (CRS)
- Accredited Buyer's Representative (ABR)

Professional Memberships

- Member National Association of Realtors
- Member Maryland Association of Realtors
- Member Greater Capitol Association of Realtors
- Metropolitan Regional Information Systems, Inc

Real Estate Licenses

- District of Columbia - Salesperson 2003, 2004
- Virginia – Salesperson 2003, 2004, 2005, 2006
- Maryland – Salesperson 2003, 2004, 2005, 2006
- District of Columbia - Associate Broker 2005, 2006

Accomplishments and Awards

- Gold Team - 2005, 2006
- National Sales Award – 2005
- Outstanding Service Award – 2004, 2005
- Chairman's Club(25-63 transactions or \$5-\$10 million in volume) – 2004
- Founder's Club(64-124 transactions or \$10-20 million in volume) – 2005

Education and Real Estate Training

- Cultural Diversity – GRI404
- Commercial Property – GRI401
- Home Staging Class – Interior Excellence, LLC
- Advanced Real Estate Office Management – GRI402
- Listing Strategies for the Residential Specialist – CRS201
- Advanced Financing and Real Estate Investment – SMAR
- Business Development for the Residential Specialist – CRS200
- DC Law and Common Violations of the Licensure Act – GRI405
- New Home Sales, Marketing and Property Management – GRI403
- Introduction to Commercial Investment Real Estate Analysis - CCIM
- Graduate Real Estate Institute – GRI100, GRI200 and GRI300 Series
- Building an Exceptional Customer Service Referral Business – CRS210
- Creating Wealth through Residential Real Estate Investments – CRS204

Committee and Board Experience

- Sales Advisory Committee - Long & Foster 2004, 2005, 2006
- Membership Committee – Business Network International 2006
- STARS Committee Ambassador - Long & Foster 2004, 2005, 2006
- Grievance Committee - Greater Capitols Area Association of Realtors 2006
- Board of Directors - Gallery at White Flint Condominium Association 2005, 2006
- Board of Directors - Gallery at White Flint Home Owners Association 2005, 2006
- Contract and Clause Committee - Greater Capitol Area Association of Realtors 2006