

## About Reem

Reem Trahan's story is one of balance and perseverance through adversity and success. Reem has, during the past 15 years, seamlessly switched focus between being a mother of 4 children and growing a top-producing real estate business in Northern Virginia. Her passion for both has helped her to excel, between supporting her daughters' with competitive sports and providing her clients top-notch customer service by demonstrating her tireless dedication to their real-estate needs.

A role model for her children and her profession, she has instilled in her children the narrative of a success story, through which in spite of myriad ups and downs she has prevailed, and continues to excel. Her children approach academics, sports and life with the same vigor and enthusiasm Reem shows in her every-day existence. And for this she is proud.

Reem demonstrates her excellence in customer service as a top-notch Realtor<sup>®</sup> daily, and has been awarded the NVAR Multi-Million Dollar Sales Club Award, REMAX 100% Club, REMAX Platinum Club – as well as making it on the REMAX Mid-Atlantic Region Top Producer List (#9, as of May 2014). In fact, Reem has positioned herself to be one of the top 1% of real estate agents in Northern Virginia. The Washingtonian has named her "Top Residential Real Estate Producer" in their "Best of Washington" issue.

Reem Trahan has joined a select group of leading real estate experts and entrepreneurs from across the country to co-author the forthcoming book titled, Top Dollar: The World's Leading Real Estate Experts Reveal Proven Price Strategies So You Can Get Top Dollar for Your Home in Minimum Time! Reem and others will team with noted real estate professionals, members of the National Association of Expert Advisors and business growth strategists, Jay Kinder and Michael Reese, to launch this book later this year.

Reem dedicates her time to helping clients achieve their goals and dreams and making sure she is knows her stuff. She has earned the following certifications and designations: Accredited Buyer Representative, Certified Investor Agent, Military Relocation Expert and the Graduate Realtor Institute. Her number one goal is to bring you value.

Reem's passion for real estate grew from advice she once provided her mother on a property. Instead of selling the property and taking a loss, Reem advised her to hold and rent the property

to later sell it, tripling her profit. Later when Reem was looking to purchase a new home, her friend and Realtor<sup>®</sup> convinced her to learn the business to better address the complex calculus involved with the purchase of a new home. Turmoil followed in Reem's life, which allowed her to rediscover her passions – learning about real estate and caring for her children. During this period, she worked for a prestigious homebuilder and developer in the new construction division, and she learned many important skills, which would serve her well later on.

Through her exposure in the real estate industry, she was able to quickly learn the business of building, buying, selling and flipping homes. But she needed more. In 2004, after earning her professional real estate license, she continued completing many hours of coursework that is not required, but adds value for her clients. All the while, as a single mother she was raising quickly growing children, and honing her real estate skills. She continues to stay up-to-date on current trends in the industry by attending classes, seminars, and conferences. She best serves her clients by meeting their needs, their budgets, and most importantly – by keeping them positive and energized throughout the sometimes onerous process of buying, selling and investing in a home. Reem's success through adversity and personal turmoil has molded her into the expert Realtor<sup>®</sup> she has become. And although she has accomplished so much, she will never stop learning so that she will always bring value to her clients in this ever-changing world of Real Estate.

Reem is grateful for her supportive husband, Donnie, who has always believed in her. She is inspired by her amazing daughters, Jenna, Aiyah, Giselle and Milan on their hard work, dedication, persistence, and how they respond positively to setbacks and failure!