

# MEET YOUR REAL ESTATE PROFESSIONAL





# ALEX SAENGER

## CONTACT DETAILS

Mobile: 703.599.7933  
Office: 301.251.1221 x 1000  
Direct: 301.200.1232  
eMail: Alex@AlexSaenger.com

## WEBSITES

[www.AlexSaenger.com](http://www.AlexSaenger.com)  
[www.KWCapitalProperties.com](http://www.KWCapitalProperties.com)  
[facebook.com/AlexSaenger](https://facebook.com/AlexSaenger)  
[YouTube.com/AlexSaenger](https://YouTube.com/AlexSaenger)

## ACCREDITATIONS

Licensed Professional Realtor® (MD, DC)  
Short Sale & Foreclosure Resource (SFR)  
e-Pro (Internet Marketing Specialist)  
Top Agent Network (TAN) Member  
KW Global Property Specialist (KWGPS)

## EDUCATION

Masters in Information Management  
Marymount University

Bachelor of Science in Applied  
Mathematics/Statistics  
Rochester Institute of Technology (RIT)

## PROFESSIONAL MEMBERSHIPS

National Association of Realtors (NAR)  
Maryland Association of Realtors (MAR)  
Greater Capital Area Association of Realtors (GCAAR)

## COMODATIONS

#1 Agent Total Units Sold 2015 – KWCP Rockville  
#1 Agent Total Volume 2015 – KWCP Rockville  
Triple Gold Recipient 2015 – KW Realtors International  
Triple Gold Recipient 2016 – KW Realtors International  
Triple Gold Recipient 2017 - KW Realtors International

## ABOUT ME

I grew up in the Washington DC area, attended Walt Whitman High School, and returned to the area after college to start a family. I am a seasoned real estate, technology and marketing professional, and have been working in the real estate industry since 2002 and am a licensed agent in Maryland and the District of Columbia.

Over the past 5 years, I have assisted over 2,000 families, individuals and their Realtors market their properties for sale.

With all of my clients, I pay close attention to detail and work very hard for their benefit. I know the market and what buyers want. With a technology and marketing background supported with experience, education and certification as an e-Pro and SFR, my knowledge of the Internet is extensive, which is evident in how I market properties for my clients. I know what sells in any market and with my marketing and photography experience I have that extra edge to get homes sold fast and for top dollar.

Many of the nation's top 1% of Realtors come to my virtual tour company (BakerB Solutions) for assistance with their real estate marketing for their listings. As a home seller you will be able to access the source of your marketing through me, giving you even more marketing exposure than any other Realtor can provide.



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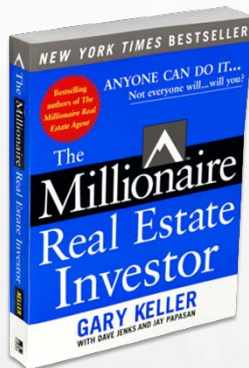
# Keller Williams ALC

For the last 3 years, Alex Saenger has had the privilege of being asked to serve on the Keller Williams ALC (Associate Leader Council).

The Keller Williams ALC is made up of the top 20% of agents in each office. This dynamic 'board of directors' is actively involved in the leadership decisions that make the office more productive and profitable. Their roles are to inspire, motivate, participate and listen. By having input from these associates, each office can tailor their strategies to thrive in all stages of the market.

Another role of the ALC is to be of assistance to associates in the office. New agents have lots of questions and who better to answer them than the agents who have been there and know how to handle certain situations. Also, since these ALC members are active in selling real estate, they are available to be shadowed by newer agents. There's nothing better than watching a seasoned pro generate new business.

In addition to being a member of the ALC, Alex has also served as an instructor for Ignite, an instructor for Real Estate Investing, certified to teach Brian Buffini Peak Producer. Alex also used to teach Marketing to MBA students at the University of Phoenix.



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# MEET THE SAENGER GROUP



**ALEX SAENGER**  
Professional Realtor  
SFR, e-Pro, CPRES



**ZACH FLETCHER**  
Marketing Assistant



**TERI GAY**  
Closing Coordinator



**MICHAEL JANUS**  
Lead Buyer Agent



**ALBA SEVA**  
Market Center Coordinator



**JACQUE GRENNING**  
Associate Broker



**NICK KELLEY**  
Market Center Administrator



**GEORGE PENG**  
Showing Assistant



**DEBORAH WANG**  
Showing Assistant



**JEFF WU**  
Realtor - VA



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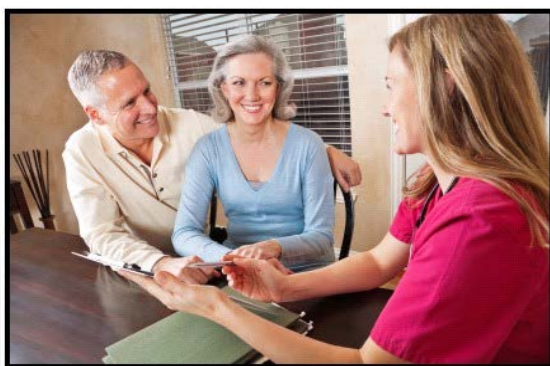


**SAENGER GROUP**



# OUR PHILOSOPHY

Our business is focused on **you**. Our success depends on building your trust and providing you with tremendous value in everything we do to make your real estate transaction a delight. We seek to **educate** you so that you can make the best decisions for you and your family, whether it be to buy, sell, rent or invest in real estate, or maybe even do nothing at all. We want you to be so **happy**, that if you come across any friends, family, or coworkers that are looking to move or do anything with real estate, locally, across the country, or even across the globe, you can say, “just call Saenger Group, I trust them, they’re a professional, They’re the best” and you know with confidence that we’ll take great care of them.



## **Our Business depends on your referrals!**

The highest compliment you can give us is to refer your family, friends, neighbors and co-workers to us when they have a real estate question or need. We will provide them with the same high quality service we provide you.

*We am never too busy for any of your referrals.*



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# RESULTS

## Variety of Past Home Sales

Sold Price	Address	City	Neighborhood
\$2,325,000	9112 Paytley Bridge Lane	Potomac	Kentsdale Estates
\$1,176,000	2933 28 <sup>th</sup> Street Northwest	Washington DC	Garfield
\$888,888	14433 Sylvan Glade Drive	North Potomac	Stonebridge
\$880,000	619 Pheasant Street	Gaithersburg	Lakelands
\$878,912	507 Crown Park Avenue	Gaithersburg	Crown Farm
\$840,000	14233 Platinum Drive	North Potomac	Stonebridge
\$835,000	12904 Buckeye Drive	Darnestown	Quail Run
\$815,000	14322 Night Hawk Way	North Potomac	Stonebridge
\$799,900	14165 Saddle River Drive	North Potomac	Dufief Mill Estates
\$737,000	11728 Becket Street	Potomac	Roberts Glen
\$736,800	1444 E Street SE	Washington, DC	Old City #1
\$695,000	117 Kent Oaks Way	North Potomac	Kentlands
\$639,888	5026 White Flint Drive	Kensington	White Flint Park
\$620,000	9802 Pebble Beach Court	Ijamsville	Fairways Holly Hill
\$600,000	818 Highland Ridge Avenue	Gaithersburg	Quince Orchard Park
\$590,000	9853 Canal Road	Montgomery Vill	Whetstone
\$569,500	9203 Gatewater Terrace	Potomac	Fallsberry
\$545,000	52 Waddington Lane	Rockville	Rockville Town



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# RESULTS

## Variety of Past Home Sales

Sold Price	Address	City	Neighborhood
\$520,000	10877 Deborah Drive	Potomac	Inverness Forest
\$515,000	17028 Hersperger Lane	Poolesville	Sumner Ridge
\$505,000	12300 Loft Lane	Silver Spring	Rolling Acres
\$500,000	9100 Coastal Highway #604	Ocean City	Princess Royale
\$474,950	15510 Aitcheson Lane	Laurel	Suburban Oasis
\$470,475	6108 Whittemore Court	Upper Marlboro	The Reserve
\$465,000	4012 Band Shell Court	Chesapeake Beach	Chesapeake Station
\$410,000	809 Burdette Road	Rockville	Burgundy Estates
\$400,000	20105 Stalvey Hill Place	Montgomery Village	Meadowgate
\$390,000	12113 Willow Wood Drive	Silver Spring	Springbrook Village
\$339,000	3727 Singleton Terrace	Frederick	Villages of Urbana
\$326,580	20448 Sunbright Lane	Germantown	Churchill Town
\$305,000	20454 Afternoon Lane	Germantown	Churchill Town
\$270,000	315 Upperlanding Drive	Essex	Back River Highland
\$263,000	78 Orchard Drive	Gaithersburg	The Orchards
\$190,000	207 Secretariat Drive #B	Havre De Grace	Bulle Rock
\$179,888	1701 16 <sup>th</sup> Street NW #204	Washington, DC	Dupont Circle
\$145,000	1801 Clydesdale Pl. NW 303	Washington, DC	Mount Pleasant



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# RESULTS

## Variety of Recent Home Rentals

Rental Price	Address	City	Neighborhood
\$4,900	4915 Fort Sumner Drive	Bethesda	Sumner
\$4,700	2933 28 <sup>th</sup> Street Northwest	Washington DC	Garfield
\$4,000	14213 Floral Park Drive	North Potomac	Stonebridge
\$3,900	12209 Grove Park Court	Potomac	Fallsberry
\$3,600	2 Country Creek Court	North Potomac	Stonebridge
\$3,500	14409 Quietwood Terrace	Gaithersburg	Stonebridge
\$3,250	8319 Still Spring Court	Bethesda	Carderock Springs
\$3,100	14200 Hi Wood Drive	Rockville	Glen Mill Knolls
\$3,025	6014 Johnson Avenue	Bethesda	Ayrlawn
\$3,000	14612 Antigone Drive	North Potomac	Westleigh
\$2,950	6 Boat House Court	North Potomac	Dufief Mill
\$2,800	17028 Hersperger Ln	Poolesville	Poolesville Town A-Z
\$2,600	3706 Emily Street	Kensington	Newport Hills
\$2,550	12014 Gatewater Drive	Potomac	Fallsberry
\$2,525	95 Golden Ash Way	Gaithersburg	Lakelands
\$2,500	15069 Joshua Tree Road	North Potomac	Westleigh
\$2,450	13705 Ivywood Lane	Silver Spring	Landfare
\$2,350	12824 Grand Elm Street	Clarksburg	Clarksburg Village



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# RESULTS

## Variety of Recent Home Rentals

Rental Price	Address	City	Neighborhood
\$2,300	12424 Falconbridge Drive	North Potomac	Potomac Chase
\$2,150	104 Autumn Flower Lane	Gaithersburg	Amberfield
\$2,125	10613 Forest Landing Way	Rockville	Stonebridge
\$2,100	15620 Cliff Swallow Way	Rockville	Norbeck Manor
\$2,100	13111 Hathaway Drive	Silver Spring	Foxhall
\$2,000	32 Owens Glen Court	North Potomac	Owens Glen
\$1,950	3727 Singleton Terrace	Frederick	Villages of Urbana
\$1,950	19226 Cross Ridge Drive	Germantown	Gunners Lake Village
\$1,950	14920 Forest Landing Circle	Rockville	Stonebridge
\$1,900	10512 Smithy Court	North Potomac	Stonebridge
\$1,878	8018 Crabtree Place	Gaithersburg	Flower Hill
\$1,850	710 East 16 <sup>th</sup> Street	Frederick	Fredericktown Village
\$1,825	146 Lamont Lane	Gaithersburg	Warther
\$1,800	13709 Creola Court #182	Germantown	Vill Manchester Farm
\$1,700	12913 Kitchen House Way	Germantown	Pleasant Fields
\$1,700	12913 Kitchen House Way	Germantown	Pleasant Fields
\$1,695	7002 Roslyn Avenue	Derwood	Cashell Estates
\$1,500	12709 Found Stone Road	Germantown	Milestone Codm



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## Sample of Past Lot Listings

Price	Address	City	County	Acreage
\$500,000	11600 Falls Rd	Potomac	Montgomery	0.571 Acres
\$389,900	11516 Falls Rd	Potomac	Montgomery	0.597 Acres
\$235,000	14517 Black Hills Rd	Boys	Montgomery	2.457 Acres
\$199,900	4003 Sigler Cir	Jefferson	Frederick	13.6 Acres
\$100,000	21929 Greenbrook Dr.	Boys	Montgomery	0.5 Acres
\$50,000	627 Raleigh Pl SE	Washington	Washington	0.125 Acres
\$45,000	2401 59th Pl	Cheverly	Prince Georges	0.166 Acres
\$44,900	Mitchellville Rd	Bowie	Prince Georges	1.0 Acre



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## CLIENT TESTIMONIALS

"In 2017 after an extensive review and interview process we selected Alex and his team to help sell our house. We selected Alex for his direct and honest approach. He had a solid plan and really focused on understanding our property not just bringing a cookie cutter sales plan to process. He gave us honest feedback and importantly worked every opportunity. Generating leads is just one part of the process. At the end of day closing the sale still takes experience and keen understanding of the property. Alex clearly brought that to our home. I'd highly recommend Alex if you are looking for someone to help sell your home." - *Brookeville, Home Seller*

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"Alex guided us on exactly what renovations were necessary for sale, which were not cost effective, and found the perfect price point to sell our house quickly and ultimately we received several offers higher than our asking price." - *Glen Burnie, Home Buyer*

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"Great experience. Last summer ('10) my company transferred me to Latin America and I had to quickly move out of the country with my family. Alex listed my home for rent and quickly found a suited tenant that moved into our home as we were already overseas. He took care of many things for us beyond his duty while I was out, help me sell my car; help me sell few pieces of furniture , etc. Highly recommended." - *The Greens of Warther, North Potomac, Landlord*

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"I bought a condo in MD and sold a coop in DC with Alex and he was wonderful to work with. His process requires you to really think about what you are doing and why you are doing it. I found his recommendations to be spot and continue to use the people we worked with for other jobs." - *College Park, Home Buyer and Seller*

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"Alex was great when it came to helping us find our first home. He was very knowledgeable about the area and was able to direct us to a home that we love now and will love for years to come. His experience was instrumental in making the process go smoothly for all of us." - *Germantown, Home Buyer*



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## CLIENT TESTIMONIALS



"Alex helped us pinpoint a location that made both of us happy. He made sure to find a home that we both liked. We both have some conflicting tastes. So if one of us had to work, Alex made sure to represent the person who was missing adequately. We found a home that we really love. We highly recommend Alex to anyone looking for a home in the metro DC Area. And he keeps telling us that he's our realtor for life, but he doesn't realize that he has us for life too."

- *Regency Estates, Potomac, Home Seller & Seller*



"I recently purchased a house in Chesapeake Beach from Alex Saenger. I met Alex at Chesapeake Beach, just by coincidence. I made a decision after looking at several houses with his guidance. It went very smoothly. I'm delighted with how I was treated, and really looking forward to taking ownership over this house."

- *Chesapeake Station, Chesapeake Beach, Home Buyer*



"We've recently done an international move and worked with Alex Saenger to find a house we love. Alex has got an international background. Extremely professional. Well versed in the market. Gave us a lot of clues, tips and insights regarding what we were looking for. He knew our needs and what we wanted; and knew the market. So low and behold, we got what we were looking for and are very satisfied. So if you're in the market for a place to call home, we strongly recommend you speak to Alex."

- *Glen Park, Rockville, Home Buyer*



"We just listed a house with Alex. We got 6.5% over asking price. The amazing part to me was response. In 4 hours of being on the market, there were already two people waiting to view the house. A tremendous response, in 5 days, we already had 5 offers. We highly recommend Alex. We interviewed three agents and Alex was the best. We'd recommend Alex to our friends, and we have."

- *Germantown Estates, Germantown, Home Seller*



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## CLIENT TESTIMONIALS



"I've worked with Alex a lot over the last couple of years and his straight-forward approach when helping meet his client's needs is why I'll continue working with him in the future! His knowledge of the buying and selling process as well as his negotiating skills are what makes him continue to be a leader in the real estate industry".

- *Home Buyer*

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"Alex helped me buy my first home, and during the entire process was as professional and knowledgeable as I had hoped an agent would be. He had extensive knowledge of all the areas we were interested in, and he took the time to sit down and fully understand what we were looking for. He knew what to show us, and what to not show us based on our criteria. The whole process, from looking at homes, to signing, went 100% smoothly thanks to Alex's hard work and expertise."

- *First Time Home Buyer*

"Alex Saenger helped us find a great house in a fabulous neighborhood. He was very knowledgeable about the area and made sure we knew what all our options were before settling in on a certain area. He was patient and generous with his time. He has become a friend and neighbor and we would definitely work with him again."

- *Home Buyer*

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"Alex handled two properties for us; one was a rental and the other a sale. In both cases, he proved to be very professional and a man of his word. For the rental, although the first tenant broke the lease several months into the lease, since Alex had verbally to relist the property in case of such an event, he did so. No questions asked and after a few weeks he presented a new tenant. On the sale of the property, his expertise in pricing and staging the condo we were trying to sell was the winning card as we beat two other similar condos that were also for sale at a price very close to our asking price. There were several other offers which were lower and at his recommendation, we rejected."

- *Home Seller*



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