

REVIEWS

"Gigi and the Winston crew are the Wizards of Watergate! If you are looking for the perfect fit in a Watergate apartment - and want to make sure you see EVERYTHING that is possible (whether currently on the market or not), they are the team. With literally decades of experience in the complex, they know every unit and most owners.

"We had our sights set on a very specific set of criteria and Gigi and her team were responsive, attentive and tenacious in pursuing options. She contacted sellers who she knew were not ready, but might be tempted and made sure no stone was unturned.

"And when it came to making an offer and following through, the transaction went smoothly and easily - even though we were out-of-town buyers and never appeared for the settlement. They are detail oriented professionals who we are happy and grateful to have found and whom we can know also call friends."

G. B.

"My husband and I looked at apartments in all three Watergate buildings for four years before we sold our home in upper northwest DC and bought an apartment in Watergate East. **Gigi Winston was incredibly patient with us during this time and never pressured us. She also introduced us to a contractor who had worked in the Watergate previously and, after we saw their work, we hired them to renovate our apartment. It turned out beautifully.** We couldn't be happier. We highly recommend Gigi to anyone interested in purchasing a Watergate apartment."

Joanne A.

"I found Winston Real Estate, Gigi as well as her staff, to be extremely knowledgeable about the properties at the Watergate that I was interested in looking at. Everyone was always on time for all of the appointments and ready with the necessary information. The final selected apartment is perfect and matched my needs exactly. Although Winston represented both the seller and the buyer, I felt Gigi Winston communicated between the two parties in a very professional and positive way; she cared that each party got what they were looking for."

Lynnette A.

"Gigi Winston and her staff deserve five stars! Professional, patient, experienced, compassionate, smart, Gigi Winston and Winston Real Estate shine with a steady light, without so much as a flicker. This is a company to count on all the way through the buying and selling process. We found two new homes over the years with Winston Real Estate due

to the hard and perceptive work of its team, led by Gigi Winston. We also sold a home through her diligence, caring, and smarts. **If you want the best, you'll find it at Winston Real Estate!"**

Peter & Marcy D.

"Gigi is an outstanding realtor who goes above and way beyond a professional relationship. She is committed to meeting the needs of her clients and won't stop until she does. She works tirelessly morning, noon and into all hours of the night. What's even more important is that we really like and respect her and her family.

"We think the world of Gigi and her expertise and know that if hired she will work until she meets your needs!"

Judith E.

"I've done three transactions now with Gigi Winston of Winston and Winston and can highly recommend her. She knows the Watergate complex like no one else, and also the West End."

D. C.

"Gigi Winston is a top notch real estate professional. She knows the Watergate like no one else, but her expertise is not limited to the Watergate. She is honest, focused and determined to make her client happy."

Linda B.

"I recently sold my Watergate West apartment through Winston Real Estate. They clearly have the depth of knowledge it takes to market the unique attributes of the Watergate, especially in these tough sell times !! Their resourcefulness in providing up to date and accurate price comparisons was unmatched. Their service and attention to detail was top notch. Their marketing of the property was very well done and brought in a lot of viewings. Simply put- they know their market!"

Sally H.

"Gigi and her team at Winston Real Estate are great! Gigi helped my family purchase an apartment in the Watergate complex 15 years ago and most recently sell. **Gigi and her team are full service, helping us prepare the property for sale, recommended contractors and ensured they had access when we were unavailable.** I whole-heartedly recommend Gigi and Winston Real Estate!"

R. P.

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Gigi and her family know Watergate unlike anyone else. A local celebrity of sorts in this close-knit community, Gigi is sure to provide unparalleled service, experience and has built a reputation you can depend on.

"I highly recommend this company if you are considering a coop or condo in the Georgetown, West End or Foggy Bottom communities."

C. R.

"You did an excellent job representing us for our Penthouse Apartment in Watergate East when we decided to move after eight wonderful years of living there. It's now been over two years since we moved, and we have fond memories. **The brochures you created were terrific and the exposure generated within the real estate community led to some excellent leads and finally to a very fair offer from an extremely qualified buyer.**

"In addition, the interchange between you and the Buyer's agent led to a quick and smooth settlement. Again, thanks for your service and always being available. **Being 'onsite' at the Watergate is a special plus in using Winston Real Estate. We did interview other agents but felt that they would not always take the time and effort to show our apartment.**

"Finally, the personal interaction with Gigi Winston made the whole process even fun to be a seller. Your attitude and positive outlook were a benefit in doing all the necessary things in selling an apartment, with specific knowledge of the Watergate cooperatives."

Joy & Graham W.

"Gigi is very responsive, professional, and knows the local market very well. She listens to what you're looking for and stays in touch when new listings appear. She's great to work with and makes the process easy and enjoyable. You never feel pressured. I highly recommend Gigi!"

WRE client

"Gigi knows the area and is a lady and could not be more helpful with pertinent info!"

WRE client

"In each case their representation was fair and professional. They worked hard to consummate each transaction, providing sage advice as well. Both principals have been attentive to client concerns and courteous at all times."

John W.

"Gigi Winston sold our coop in about 5 weeks. The first purchaser didn't make it past the coop board but Gigi was able to find a second buyer very quickly at above the asking price. Would recommend her to friends and family."

J. M.

"Now that it's all over, I had to send you a note to say thanks for all your help and encouragement over the past couple of months. Thanks to you, I get to stay in my favorite neighborhood, and in a wonderful community! I so appreciated your good advice, which made it possible, and your good humor, which made it fun."

J. B.

"Winston Real Estate got together with us the day we called, to plan the sale of our apartment. Their savvy about selling in a tough market was priceless. Their insight, responsiveness, attention to detail and marketing all resulted in a rapid sale at a reasonable price. If we had another apartment to sell, we would have Winston handle it, without question."

James L. R.

"I have used and done business with Winston Real Estate in the purchase of Apartment 1401-S as well as the sale of Apartment 1211-S in the apartment complex known as Watergate East.

"Gigi Winston is very well-informed and has handled most efficiently the requirements of the Watergate East Cooperative regarding the sale and transfer of title to these apartments. **Her vast experience in selling apartments in the various Watergate complexes gives her a sense of what any particular apartment is worth, how best to market it and what questions she might anticipate from prospective purchasers.**

"Gigi Winston also brings to the point of sale a most gracious and charming manner that tends to make her clients feel that much more comfortable.

"Lastly and most importantly, I understand that most of the recent sales of apartments in the Watergate residential buildings have been handled through Winston Real Estate. As a result, those looking for apartments in the Watergate are most likely to first get in touch with Winston Real Estate and examine their inventory of apartments before looking elsewhere."

E. F. B.

REVIEWS

“We relied on Gigi and her team not only to purchase our Watergate South home but also to sell our 200-year-old townhouse in Old Town Alexandria. So much has been said about the unique advantages of working with Gigi when buying at Watergate - I'll just say 'ditto.' Less well known is how good a job she can do in marketing other properties.

“Her team produced great marketing materials, provided excellent and timely resources that we needed, and gave us good advice. And because she was in a position to coordinate our townhouse sale as well as our Watergate purchase, both transactions concluded successfully.”

Jean W.

“My family and I are very pleased with the real estate services of the Winston Real Estate Company.

First, Gigi Winston helped us develop the asking price for our Watergate townhouse. The asking price was what we wanted and realistic. Second, she and her associates used modern technology to assist in showing it well. Third, they were very forthright in helping us deal with the challenges we faced during the process of selling our townhouse. Finally, Gigi provided us with excellent, professional advice during the final negotiations which helped to get us a fair price for our property at Watergate.

“We highly recommend Winston Real Estate Company!”

Tom C.

“After a couple false-starts with other brokers at finding an apartment in the Foggy Bottom area, we were referred to the Winston team. After seeing a couple great apartments, we were shown a beautiful unit in the Watergate that was just listed that morning. We were able to extend an offer and settle on a price within a couple of days. **This was the easiest and most pleasant house purchase we've ever made!**”

S. F.

“Gigi is tireless in showing properties. She is the hardest working agent I have ever met and thus her success matches her commitment and drive. Her staff is professional and easy to work with. You could have no better advocate as a seller or buyer than Winston Real Estate.”

S. S.

“Gigi is amazing!

“She is an outstanding agent who knows the business like the back of her hand. She will go above and beyond to find her clients their ideal home and she provides that same level of service when marketing your home.

I know first hand that, with Gigi, it's always a client's happiness—and not making the sale—that comes first!”

J. F.

“Winston listed and sold my apartment and helped me find the next perfect apartment for me. They screened who came into my home, and what I saw very effectively. I was extremely happy working with Gigi and her team and have already recommended Winston Real Estate to several of my friends.”

L. W.

“Gigi, I want to thank you for a great job with selling my home. You were very responsive, attentive and informative throughout the whole process. Your team also rocks!”

Dawn L.

“Gigi and her team did a great job. Always available and provided plenty of information. Helped me on the buy side and did a great job laying out the market, the options and the trade-offs. Was very responsive at all times.”

R. Z.

“I am so happy and impressed with Gigi and her team's service. They are knowledgeable, professional and kind. They are excellent negotiators and communicators. **It would have not been possible to find my home in short period of time without Gigi and her team.** I highly recommend them. Thanks for your service Gigi and team!”

W. C.

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