



David Harbour didn't set out for a career in real estate, but after graduating from the University of Illinois and signing as a free agent with the Washington Redskins — eventually going on to win a world championship with NFL Europe — he was in search for a new professional path. After a stint in the computer industry, David knew he wanted to get back into the world of sports and took a job as the Director of Sales at a D.C. area arena, working on behalf of the NBA and NHL. He built his sales and leadership resume for

five successful years before he came to the realization that he was ready to become his own boss. That was back in 1998, and since diving headfirst into the real estate business nearly 20 years ago, David has never looked back.

Primarily catering to the northern Virginia area just outside of D.C., David serves as the State Broker with eXp Realty, fielding his own transactions in addition to leading nearly 200 agents statewide. From the early days of his career, David relished the freedom and self-directed effort required to succeed in real estate, and that sense of dedication and passion still fuels his practice today. “There are a lot of similarities between professional sports and real estate,” he reflects. “Both are competitive industries and there are no guarantees. Every day you're out there trying to prove yourself, to existing clients and new clients alike. I love that about this business. The industry allows a lot of flexibility and there's no ceiling. You get out what you put in.” In that vein, David's daily approach blends fun and professionalism, drawing on years of experience and a commitment to easing the anxieties of his clients. “As a real estate professional, it's important to not only be informative but to also ease the tension of those going through the buying process,” he says. “Oftentimes clients find it very stressful, whether you're working alongside first-time homebuyers or those relocating who don't know the area well.” Adding to his nuanced experience, David is a firm believer in the power of new technology and makes considerable use

of video to advance his practice, from video conferencing with international clients during a home inspection, to sending video e-mails to create face-to-face time with those he serves.

With an impressive 85% rate of repeat and referral clientele, David's ability to deliver on his professional promises and leave clients with a positive impression is well established. What's more, his company has received many accolades ranging from The Washington Post naming eXp Realty as one of the Best Places to Work for two years running, to a recent Inman nomination for one of the most innovative real estate companies, country-wide. As a professional in his own right, David has enjoyed cross-platform success, serving as a D.C. real estate expert on HGTV's Get It Sold for a seven-episode run. Altogether, it is David's personal touch, incisive counsel, and backing by a cutting-edge company that has kept business booming. In fact, his role is currently evolving as he takes on new responsibilities as a Regional Development Leader, overseeing multiple states to help clients and agents alike make the most of their real estate related endeavors. “I treat my clients like friends and family,” he says. “The people I work with I really take under my wing. I try to treat everyone the same way and with the same level of service.”

To give back to his community, David is a regular sponsor of the Loudoun Crime Commission, contributing to the resources of the area's police force. In the fall, David and his team have plans to begin a program to help firefighters, police officers, and teachers receive financial assistance when buying a home. As for his coveted free hours, David enjoys spending quality time with his family and traveling to new destinations. He is also an avid practitioner of Brazilian Jiu-Jitsu.

Considering the future of his business, David has plans to deepen his role as Regional Development Leader and lend his storied understanding of the industry in training up-and-coming agents ascending the ranks. Today, with nearly two decades of hard-won insight at his fingertips, along with an optimistic and well-balanced perspective in guiding his clients, the years still ahead are sure to be full and bright for David Harbour and his team at eXp Realty.

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