



Licensed in Virginia, Maryland, and Washington D.C., Maria Solano's unique and educational approach to real estate is quite impressive. As eager as she is to learn more about the industry, Maria is equally happy to educate her clients about the process, proving to be an invaluable resource to those she works with.

With a bachelor's degree and a doctorate in education, Maria obtained her Virginia license in 2002, and in Maryland and Washington D.C. in the years that followed consecutively. "When I came to the United States, my husband and I bought a house and I really enjoyed the process," says Maria. Having always had a passion for real estate, Maria discovered the industry was a good fit for her.

Now as an associate broker at Samson Properties, Maria's main objective is to protect her clients at all costs. "My job as a REALTOR® is to guide my clients and give them the information they need to make good decisions. I provide them with quality service, honesty, courtesy, and respect," says Maria. "Family is also very important to me, so I treat my clients the way I would

want my own family to be treated, and never get involved in any sort of unethical situations. That is not even in my code of ethics."

Because family — both her own and those of her clients — is such a priority for her, Maria is grateful for every opportunity she has to represent families searching for a place to call home. "I specialize in working with first-time buyers who need a little more help during the process. I really enjoy giving them advice and guiding them to their first home," Maria says. Fluent in Spanish, she enjoys working with people in the Latino community, as well as military diplomats, thanks to the 23 years she spent in the Navy.

Maria's success in real estate is no accident, rather a result of many long hours of studying, hard work and determination. Along with her many designations such as ABR, CRS, SRS, and AHWD, it's also what she considers to be one her greatest accomplishments. "I am constantly studying and furthering my education because it's the only way I can get better at what I do and help my clients to the best of my ability," Maria says. "I will never stop learning. It's a very important part of this job and something I would advise anyone who is considering real estate as a career. Come into this profession with no expectations, try to learn as much as you can about every aspect of this business, and then keep learning even after you get your license. You always have to keep learning."

Outside of real estate, it's no surprise to learn that Maria spends much of her free time with her family. "I spend a lot of time with my granddaughters — they are my life," says Maria. "I have a big family and I love to take them all on vacation so we can be together all at once. They are everything to me."

Looking ahead, Maria sees herself continuing down the same path, helping others achieve their goals and being there for them when they need her. "I love seeing the happiness on the faces of my clients when I hand over the keys to their new home. It's such an emotional time, seeing their tears of joy and knowing they can provide a stable situation for their family," says Maria. "It's difficult to explain the feeling I get, but it's always my favorite part. And when they need me, even if it's five years later, they still call me and I'm always happy to help."

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