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magazine



ADAM  
BELASCO



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As any military veteran can tell you, discipline, integrity, and a rock solid work ethic are traits you will come away with after you've served. And those traits have definitely given Adam Belasco an advantage in real estate after his stint in the Marine Corp. Initially as an investor, Adam got his start in the real estate industry by fixing up and flipping homes in Maryland, which eventually led to him getting licensed there. He is now licensed in Washington, DC and Maryland, as well.

Now as the head of Belasco Realty at Keller Williams where he serves Quantico, Virginia to Bethesda, Maryland, and the Washington DC area, Adam finds his core clients are active duty military members and investors, although he's recently seen an uptick in the number of referrals he's gotten over the past year. In fact, if he keeps up his current trend, he'll double the amount of business he gets from referrals by the end of this year.

It comes as no surprise, as anyone who has worked with Adam can attest to his outstanding communication and time management skills, which he also credits to his time in the military. "Communication is key to being successful in this business. I always have my clients' best interest at heart, so it's important to have honest and respectful conversations with them no matter how difficult those conversations might be," Adam explains. "And staying organized gives me the ability to keep clients informed of where we are at any point during the process."

In fact, communicating with clients is just one of the elements he enjoys most about real estate, whether it's advising them about investments, educating them about the current state of the market, or simply getting to know clients on a personal level. "I love just talking about the numbers and the market and how real estate can create generational wealth, but what I love even more is the human aspect of it," stated Adam. "Interacting with clients and learning about their needs and interests — that's the best part. It's an awesome feeling to work



with someone on what will probably be one of the largest purchases in their life."

Adam also stresses how important quality over quantity is to him when it comes to working with his clients. "I try to not overbook myself so I can provide the best





value to the small number of clients I work with at one time. I want to make every client feel like they're the only client I'm working with."

This philosophy goes hand in hand with an important piece of advice he was given early on: Never be afraid





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to say no. “There will always be other opportunities out there — not just in real estate, but in everyday life, too.”

Proving that he has what it takes to make it in this business, Adam achieved the Rookie of The Year and Rising Star awards at Keller Williams in 2021. “It was a big surprise and an honor to win those awards,” Adam said. But even more rewarding is the work Adam does while volunteering with various charitable organizations such as Wounded Warrior Project and Wreaths Across America.

Although so much of his time revolves around his real estate business, Adam enjoys any downtime he has with his girlfriend, hiking, skiing, and just spending time outdoors whenever possible.

As for the future, Adam has several personal and professional plans and goals in mind. “Of course I want to grow my business and my client base, but it’s equally important to get more involved in giving back to the community,” says Adam. “Habitat for Humanity is next on my list for this year. I would love to sponsor an event and organize a big group to get out there and help them out.”

On the business side, Adam has his sights set on securing a new construction project in the next few years. “There are lots of new condos being built in the DC area and I would love to win one of those projects. It’s a big deal to convince a large investor to sell their baby, so to speak,” says Adam. And with the experience and success he’s already had in that realm, there’s no doubt that Adam will accomplish whatever he sets out to achieve.

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