

C&S Development, LLC.

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Re: Joel Nelson Witness Resumé

Joel Nelson -- Realtor-Owner, KW Capital Properties

For 14 years, Joel has been one of the most effective Realtors in Washington, DC, working with his team to represent buyer and seller clients on Capitol Hill and across the District. Ten years ago, Joel and a group of like-minded agent entrepreneurs founded the first Keller Williams (KW) franchise office in DC – now the home of 300 affiliated agents across the City.

Joel got his first hands-on experience with real estate as a teenager, working for several years on the maintenance crew of a classic 1912 apartment building in Philadelphia. The job taught him early how to work with experts in every trade, and to keep tenants and neighbors happy with creative problem-solving. In 1989, Nelson moved to Washington, DC to attend American University, where he obtained a degree in psychology. That foundation has been invaluable in daily life as an agent and consultant, as he helps people see their own competing objectives aligning with those of another party for mutual success.

For six years in the 1990s, Joel worked for a national company managing community group homes for residents with developmental disabilities. Along the way, he and wife Thonya relocated to five different cities for work assignments. They returned to Washington in 1998 and fell in love with Capitol Hill, where they began finding, fixing, and selling neglected homes – their passionate occupation and avocation ever since! Joel and Thonya live and raise their son and daughter in one of those historic row homes, just blocks from Lincoln Park and Potomac Avenue Metro.

Joel's varied and hands-on experiences as a counselor, investor, renovator, marketer – and NEIGHBOR -- have all combined to make him an extraordinary advisor and guide, helping his clients achieve their individual goals in the vibrant neighborhoods of the Capital.