

## A NEW DIRECTION IN REAL ESTATE

Long & Foster Capitol Hill is committed to making the sale of your house simple and transparent. We utilize the latest technology to provide you with fast, responsive service. We forge close relationships with our clients. Let us put the Long & Foster Advantage to work for you ... again and again and again ...

### FEATURED LISTINGS

207 C ST., SE	\$949,000
548 25TH PL., NE	\$375,000
917 4TH ST., NE	\$649,900
509 FLORIDA AVE., NE	\$559,900
523 8TH ST., NE APT. #302	\$414,900
105 19TH ST., SE	\$325,000
21 17TH ST., NE	\$389,000
1433 A ST., NE APT. B	\$375,000

Seeking  
Customers for Life  
[longandfoster.com](http://longandfoster.com)

On Capitol Hill - 721 D Street SE  
202-547-9200



Licensed in  
DC, VA & MD

## REAL ESTATE FINANCE

### REALTOR PROFILE

## LEE MURPHY

BY JESSICA WHITE

Considering Lee Murphy's past, it is ironic that she helps people buy homes, the traditional sign of settling down. By her own admission, Murphy was anything but settled before she became a realtor a handful of years ago. "I went abroad every year since I was eighteen, starting with a trip to France," Murphy stated. Indeed, a precise chronology of her travels would be difficult to piece together.

Murphy continued her country-hopping in the late 1980's, when she was a student at the American University of Cairo in Egypt. "We had ration coupons and had to apply to get sugar. I went to Jordan once and came back with such enormous bags of sugar and flour that I thought my shoulder would fall off," laughed Murphy, relishing the memory.

Back home, Murphy received her BA from the University of Texas in international studies and French and received her MA from the same institution in Middle East studies. "I completed enough course work for two degrees," she added. She worked for the Texas legislature while she was in school.

When she was again free to roam, she did what came naturally to her. "I followed the (Grateful) Dead up and down the California highway," stated Murphy, with a smile.

"I had a friend in Taipei, so ... I went to Taipei with no job because I hadn't been to Asia. I didn't leave Asia for two and one half years and had significant reverse culture shock when I came back to the United States," Murphy said.

She spent a total of five years in Taiwan, and held a variety of positions – for the "de facto" United States embassy, for a newspaper, as a securities editor for the stock exchange and a public relations director for a national hotel. Before 9/11, Murphy was working in Egypt for a newspaper. "People were very sad about (the attacks) and would stop me on the street (to express sympathy)," Murphy said of her experience.

Murphy wanted to return to Paris after Taipei, but wound up in Washington, DC, where she volunteered for the Democratic Congressional Campaign Committee and later for different Democratic members of Congress. "I was passionate about politics and thought DC was a pretty town," said Murphy. "I worked on the most absurd legislation for Congress; I was chained to a desk, working like a ferret or a mole; in real estate I can have a direct impact on someone's life ... I am still passionate about politics, but it has been superseded by my passion for my family and real estate is related to that," she continued.

Six months pregnant with her second child, she means what she says about feeling passionate for her family. "My son, fifteen months old is learning sign language so he can communicate with us before he can speak. He can't say butterfly but he can sign it," Murphy said, beaming with pride. "His

first signs were "tree" and "bird." Now he has a larger sign language vocabulary than spoken vocabulary. He knows about 30-40 signs."

Murphy met her husband of four years on week-



end trip to England. They had one date in England and then a trans-Atlantic relationship for a month. "It was love at first sight, and he proposed on our second date," Murphy said. With one young son and another on the way, "he jokes that we are starting a rugby team." Currently, they live in 16th Street Heights. "We love the Hill for its strong sense of community, but couldn't find the space we needed for our growing family. Other parts of the city are just cross-through sections – you just cross through on your way to somewhere else. The Hill is not uptight like other parts of the city either. It is a sunny, carefree, happy place," said Murphy.

Murphy loves helping first time home buyers. Her experience, she believes, helps her to help her clients and manage different situations. "Normally smart, educated people start spinning around with real estate," she explained. Murphy strongly believes in showing her buyers the market, "I took a young couple to eight open houses last weekend. I don't want them to ever regret their decision," she explained. She also believes in being, "as competitive as possible – when you go for something, you want to win it for your clients," she expressed. "There's nothing like the thrill of achieving exactly what you want for them." ■

*Jessica White, also known as "Ms. Mortgage Maven," has been a resident of Capitol Hill since 1998 and specializes in residential and commercial lending. She can be reached at [www.msmortgagemaven.com](http://www.msmortgagemaven.com) or 202.607.4449.*