

# TOP AGENT MAGAZINE



## TINO PEABODY

Ever since he earned his license at the ripe age of nineteen, Tino Peabody has lived and breathed the real estate industry. As he worked his way through the ranks over the years, he earned his broker's license and went on to own his own brokerage. Eventually, he used his industry knowledge and experience to make a transition to property management, and

now he is at the helm of the thriving Peabody Residential. Equipped with nearly two decades of first-hand industry insight, Tino has founded a business committed to fostering a superlative team and the lasting success of his clients.

Primarily serving northern Virginia, Tino's reach extends into the northwest D.C. area. Together, he and his team manage between 225 and 250 properties depending on the time of year, and provide their clients with comprehensive property management services. These services include evaluating, pricing, and making properties market-ready, in addition to screening tenants and coordinating leasing. Other services offered by Tino and his team include inspections, transitions, lease violations, insurance claims, and even the sale of a property if it is required. As a specialty provision, Tino and his team often work alongside military personnel who are leaving their homes for years at a time and require reliable management to protect their investment. Tino and team offer an exemplary level of service and lure clients with their staff to client ratio of 1:26, while the industry averages about 1:80. This allows team members to hone in on each property they oversee and never become overloaded in a way that affects performance. Likewise, Tino offers an elective contract for clients, with a month-to-month performance guarantee: if a client is unhappy with their service, Tino refuses to charge them for that month. Highlighting Tino's commitment to proper execution, he and his team have received more awards than most any competing property management company in Virginia, D.C., and Maryland. They are the recipients of the Angie's List Award for Super Service for seven years running, and were named the Best of the Best in Property Management, earning a spot in the Top 5% of companies in the nation for best business practices.

As for marketing their listings, Tino utilizes the MLS to disperse listings across every possible platform online. Property listings are accompanied by professional photography, as well as measurements and immersive details regarding each home. Additionally, pairing with other brokerages as well as tenant placement services helps them sell and fill properties with efficiency. In reflecting on what he likes most about his work, Tino says: "Every day is different, and there's always a new story to discover. I've created a business where our staff is happy and we can help our clients maximize their investment." He focuses on providing an educational experience for his clients, so they are empowered to understand their returns and feel confident in the service Tino and his team provide.

Outside of the office, Tino is deeply involved with his community through various outreach efforts. He's the President of the Virginia State Chapter of the National Association of Residential Property Managers and the past President of the Northern Virginia Chapter. He also serves as the Chairman of the Virginia Association of Realtors and the Property Management Council. Through these organizations, Tino helps craft laws and guidelines related to his industry. He also helps host the largest property management conference for Virginia property managers, upcoming this October. Tino makes time to speak at national conferences to help educate other property managers on time management and best business practices. As for his free hours, Tino is a family man first, and loves nothing more than spending time with his wife, eight-year-old son, and five-year-old daughter, exploring the outdoors.

As for the future of his business, Tino has ambitious plans to create the first property management company to become nationally recognized, lease-certified residential management company—a status his company already holds locally in Virginia and D.C. Driven by the same enthusiasm that characterized his entry into the industry, Tino is looking ahead with an incisive eye. With knowhow, determination, and a proven track record of success already in place, the future is bright with possibility for Tino Peabody, his team, and Peabody Residential.



To learn more about Tino Peabody, visit [PeabodyResidential.com](http://PeabodyResidential.com), e-mail [tino@peabodyresidential.com](mailto:tino@peabodyresidential.com), or call (703) 436-6963, ext 123