

United they stand

keep it all in the family

with sales in less than a day to just a couple months. Big properties are harder to sell, but buyers have a limited inventory. The biggest demand is for townhomes and condos.

Us both being “out in the country” gives us an advantage over city real estate agents. When you buy a rural property, there’s a lot to know about septic and setbacks and wells. It’s a totally different beast than selling a condo in Prince William.

We speak that language because we live it.

Why Fauquier

People come here – I definitely did – looking for a gentler life away from the city bustle.

Bonnie Ferris

Age: 63

Studied: Art and design at Memphis University

At home: On a mountaintop in the Free State region of Marshall

Finding Fauquier

We grew up in Ohio, but I came to Reston in 1986, and to Marshall in 1988. The hills, the horses, the people. I loved the small-town feel of Marshall.

I helped my late husband Dan, operate Ferris Automotive in New Baltimore until his death in 2006. I ran the business until I sold it in 2009. I was also the first garden market manager for Broad Run Nursery.

I love it out here. It’s a great community, a great place to live and raise your family.

Know thy neighbor

In a small town like this, everybody sort of knows everybody’s business. This can be good, this can be bad.

I remember the first time I went to the IGA when we first moved here. I needed to cash a check. I asked the man if I needed to fill out some paperwork, but he said no, “we just get to know you.”

That was pretty cool.

The next week I saw (entertainer) Dick Smothers at the IGA. You see Robert Duvall around town sometimes. It’s just an awesome place to call home.

I loved going to breakfast at the Fauquier Livestock Exchange, Kevin’s grill. The first time

I walked in there – this was at the back of the livestock auction, remember, with that low ceiling and that horseshoe shaped counter. It felt like I was walking into the “Star Wars” bar, where all walks of life were sitting there, shooting the breeze.

There was this sign, “No bitchin’ at Kevin’s kitchen.” It was totally the place to be.

An early start

I was always doing lemonade stands to earn money. My first memory is of my little sister Susan coming out to help me. That was our first joint business venture.

We ran another business together – EATS – Easy Access T-Shirts for nursing mothers. We employed stay-at-home moms here in Fauquier to make the t-shirts for mail order. We won a blue ribbon for marketing presentation at the Reston Business Expo.

It was a great venture while we were raising our kids.

The real story on real estate

I got my real estate license in 1988. After I sold the Ferris Automotive, I decided to go back into real estate.

I worked for a few other agencies, and went to Samson in 2014. The people are great, and their numbers are great. It was icing on the cake that it’s a family operation.

Susan and I sort of divide and conquer – Susan does a lot of the contracts, I do more of the marketing. We’re a team. I do more of the sellers’ representative work, Susan handles buyers’ representation and military relocations.

Since we’re sisters, we can yell at each other but know it’s okay.

Kidding. Sort of. But, honestly, we totally trust each others’ strengths. We see things through different lenses.

Why Fauquier

What brings you to Fauquier County initially is the beauty of the land. What keeps you here is the beauty of the people.

BY THE NUMBERS: SAMSON PROPERTIES

- Nearly 17,000 transactions closed since 2000
- Home sales of \$1.256 billion in 2015
- Price points range from under \$200,000 to over \$1 million
- 1,300 Realtors work for the family-owned company

showmeva.com

Bonnie Ferris

