



KRISTEN JONES

*McEneaney Associates Realtors
Kristen Jones Real Estate | Realtor®*

Vogue magazine named Power Player Kristen Jones the Most Influential Woman in Washington this year for her invaluable real estate market knowledge and superb negotiation skills.



What does it mean to be powerful in your area of expertise?

KJ: Walking into a home I am selling and being able to transform it into what buyers want and selling it quickly and for over asking being me joy. Acting as a people connector, I facilitate meaningful connections that enrich the fabric of Old Town Alexandria, fostering a sense of belonging and camaraderie among its residents.

What are positive ways you use your power in your community?

KJ: I cherish the vibrant community of Old Town Alexandria, where I live, work and play. The intertwining of personal and professional life is seamless here, as I delight in chance encounters with friends, clients and neighbors while running errands or exploring the charming streets lined with shops and restaurants. My husband and our two teenage boys enjoy supporting locally-owned businesses and restaurants in any way we can, ensuring our community thrives. We also recently celebrated our 20th wedding anniversary in April, a milestone that proudly testifies to the meaningful balance I create between my personal and professional endeavors.

What are your specialties in your industry?

KJ: With a keen eye for properties and a knack for guiding sellers and buyers through the intricate process of real estate transactions, I specialize in curating seamless experiences for my clients in the bustling market of Northern Virginia. My passion lies in ushering clients

onto the next chapter of their lives, making each transition smooth and fulfilling.

What does power mean to you in your industry?

KJ: What sets my business strategy apart is a relentless commitment to exceeding client expectations. To me, power in this industry means delivering results that not only meet but surpass the visions and goals of those I serve.

What is the most valuable lesson you have learned in your career?

KJ: Through years of experience, the most valuable lesson I've learned is to trust my gut instinct unfailingly. This intuition has been the compass guiding me through countless negotiations and decisions, ensuring the best outcomes for my clients.