

CAPABILITY STATEMENT

EXCELLENCE | INTEGRITY | SERVICE

COMPANY OVERVIEW

Dorsey's International Realty is a Maryland-based, minority-owned small business delivering end-to-end solutions in **probate real estate brokerage, estate logistics, and clean-out/preservation coordination**. With over 200 successful closings since 2022 and more than a decade of experience in real estate and consulting, we empower government agencies, legal representatives, and estate families to manage, transition, and maximize inherited real estate assets—**on time and with integrity**.

CORE SERVICES

- ✓ **Real Estate Brokerage Services:** Specializing in probate, estate, and trust property sales for personal representatives, heirs, and estate attorneys.
- ✓ **Real Estate / Management Consulting:** Property valuation, market analysis, and strategic asset disposition guidance. Estate support systems, workflow management, and vendor coordination consulting.
- ✓ **Property Clean-Out & Preservation Oversight:** Coordinating vendors for property readiness (debris removal, clean-outs, light maintenance).
- ✓ **Published Author & Real Estate Educator:** Published thought leader delivering estate-focused consulting and education for municipalities, attorneys, and service agencies.
- ✓ **Podcast Host & Community Leader:** Weekly podcast educating the public and professionals on probate real estate, planning, and empowerment strategies.

GOVERNMENT USE CASES

Government Contract Capabilities Include:

- » Strategic real estate disposition for public estates and trust departments
- » Vendor oversight for federally funded property maintenance
- » Minority small business subcontracting on preservation contracts
- » Broker Price Opinions for HUD or SBA recovery portfolios
- » Education & outreach support for government estate initiatives

DIFFERENTIATORS

- » One-stop probate real estate brokerage offering education, service, and strategy
- » Published author and media platform owner with direct audience access
- » Deep local market knowledge of Maryland and Washington, DC
- » Lean, responsive, and community-focused operations
- » Integration of technology, outreach, and education to support estate families
- » Capable of executing BPOs, clean-outs, and strategic sales under tight timelines

BONDING & INSURANCE

Errors & Omissions (E&O) Insurance: \$1 million «
General Liability Insurance: \$2 million aggregate «

CERTIFICATIONS

MD licensed Realtor/ Broker license # 530643 «
Notary Public of Maryland «
Maryland: MBE/DBE/SBE(in progress) «
Minority, Female, and Disabled-Owned Businesses Program «
Maryland (Small Business Reserve Program) «
Montgomery County (Local Business Preference Program) «

NAICS CODES

531210 – Offices of Real Estate Agents and Brokers «
531390 – Other Activities Related to Real Estate «
541611 – Administrative Management and General Management Consulting «
561720 – Janitorial Services «
541990 – All Other Professional, Scientific, and Technical Services «
541350 – Building Inspection Services «
531320 – Offices of Real Estate Appraisers «

PAST PERFORMANCE

Sold multiple probate and trust properties in the Baltimore and DC regions «
Coordinated property clean-outs and preservation for estate-held homes «
Provided consulting to attorneys and PRs on estate property asset management «
Hosted "Dorsey's International Real Estate Podcast" with over 2000 listeners/downloads. «

COMPANY INFORMATION

Fred Dorsey – Broker/Owner
Dorsey's International Realty
CAGE Code: 08S57
UEI - QHTAT56AMVM9

Toll-Free: 1.800.367.7397, Office: 301.760.2178, Fax: 301.760.2176 «
Email: contact@dorseysrealty.com «
Website: dorseysrealty.com «
Headquarters: 17 W Jefferson St Suite 105D, Rockville, MD 20850 «