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Professional Portfolio

Curated by Rachel Van Zanten

Hunt Country | Sotheby's
INTERNATIONAL REALTY

Character as unique as yours

Expert Insights

& PROVEN SALES STRATEGIES



Uniting Heritage and Innovation for Exceptional Real Estate Success

At Hunt Country Sotheby's International Realty, we empower developers and builders with unparalleled real estate insights and effective sales strategies that yield impressive results. Our expertise in the Northern Virginia market, paired with our forward-thinking approach, allows us to provide actionable data that enhances profitability while maintaining a personal touch.

Whether it's through comprehensive market reports or customized strategies for new home sales, we guide you confidently through the ever-changing real estate landscape. Trust Hunt Country Sotheby's International Realty to elevate your sales initiatives and achieve exceptional outcomes, combining our rich heritage with modern innovation to set you apart in the industry. Together, let's create a living experience that are both aspirational and attainable.



Rachel Van Zanten

Supporting your unique potential

With over 20 years of experience on both coasts, Rachel Van Zanten brings unparalleled expertise and a diverse portfolio to her clients. Having facilitated over \$50+ million in newly constructed properties in Northern Virginia and luxury residential resales exceeding \$200 million to date, Rachel has the knowledge and proficiency to successfully sell new construction, multifamily and luxury properties.

Rachel has represented a wide array of clients, including high-profile individuals, professional athletes, lawyers, judges and executives. Her ability to navigate complex transactions and her dedication to client success make her an invaluable asset.



Rachel Van Zanten

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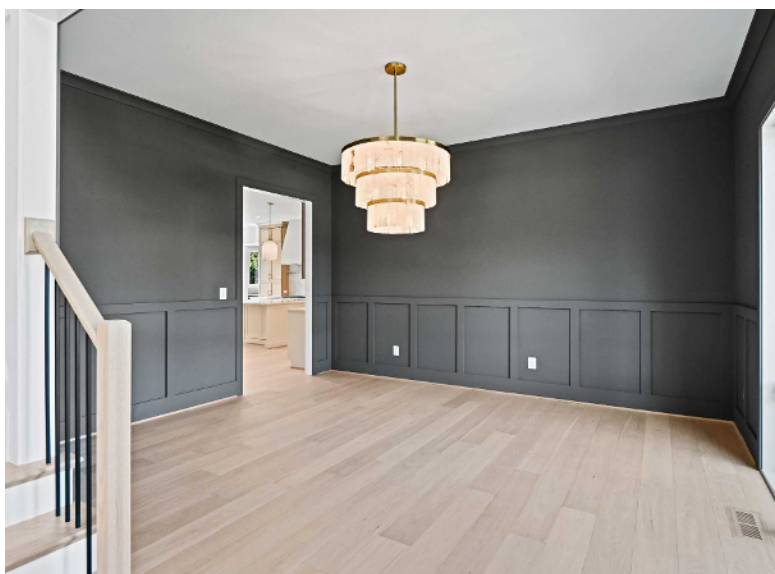
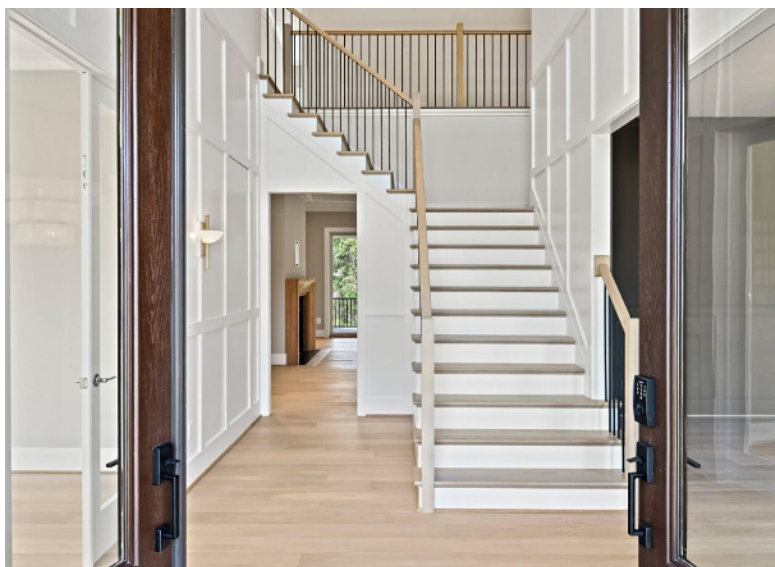
Featured Projects



Fairfax Hunt Estates

This custom residence at Fairfax Hunt Estates was designed by Rachel Van Zanten and built by Kingston Royce Homes. Spanning more than 6,000 square feet, Rachel personally curated the cabinetry, quartz surfaces, flooring, tile, lighting, hardware and fixtures to create a warm, timeless aesthetic. From early construction through completion, Rachel's hands-on approach brought the entire vision together—resulting in a beautifully designed home that ultimately sold for \$2,528,467, \$28,468 above asking.

SOLD | \$2,528,467
Fairfax Hunt Estates | Reston, Virginia





Lake Newport

This fully renovated contemporary home near Lake Newport was completely reimagined with a focus on warm materials, clean lines and elevated, timeless design.

Rachel personally selected and designed the finishes throughout the home, creating a cohesive vision that complemented its dramatic architecture, nearly 20-foot ceilings, expansive walls of glass and beautiful wooded surroundings.

At the heart of the home, the kitchen features a 10-foot waterfall island, custom cabinetry, quartz countertops with a full-height backsplash, premium JennAir appliances and statement lighting. Wide-plank hardwood flooring adds warmth throughout the open living spaces, while the spa-inspired bathrooms pair natural wood cabinetry, dramatic stone, brass accents and thoughtfully selected fixtures.

From cabinetry, countertops and flooring to tile, lighting, hardware and fixtures, every selection was intentionally chosen to create a home that feels modern and luxurious without sacrificing warmth. The result is a completely transformed 4,400+ square-foot contemporary residence that feels connected to its Lake Newport setting while offering a distinctly elevated take on modern Reston living.

SOLD | \$1,999,999
Reston, Virginia



Birch Floor Plan

UNDER CONTRACT

X
6,000+ | 5 bedrooms | 6 baths

X
FULLY FINISHED LL | WET BAR | FIREPLACES

X
PORCH | JUMBO ISLAND | WINE STATION

X
BASE : 1,894,000

OUTSELL: 2.100,000

DELIVERY: MAY 2027





The Hotel Burg

This distinctive carriage house residence at Hotel Burg blends historic Leesburg charm with elevated modern design. Thoughtfully curated interiors, high-end finishes and abundant natural light create a refined home that lives more like a private single-family residence than a traditional condo.

Case Study- Notes:

Developer ask price, \$920,000, Under my recommendation we listed at \$969,900 with the Owners Primary Bath reconfiguration. The result: SOLD! \$950,000 all cash offer.
Hotel Burg | Downtown Leesburg, Virginia



Silas Station

A charming community of 9 luxury single-family homes located in Burke, Virginia. This development sold out in just 1.5 years, generating \$9.8 million in outbound sales.



Trenton Square

Located on a beautiful, tree-lined street in North Arlington, Trenton Square features 19 stunning new townhomes. Rachel spearheaded the sales process, resulting in \$22 million in outbound sales over a 1.5-year period.





The Enclave At Aylors Overlook

An enclave of 16 new single-family homes in Falls Church, each offering 5,500 to 6,200 square feet of modern living space. With base prices ranging from \$1.9 million to \$2.2 million, this community offers easy access to downtown Falls Church, Tysons and Mosaic. Rachel helped guide this project to full sell-out in just two years.

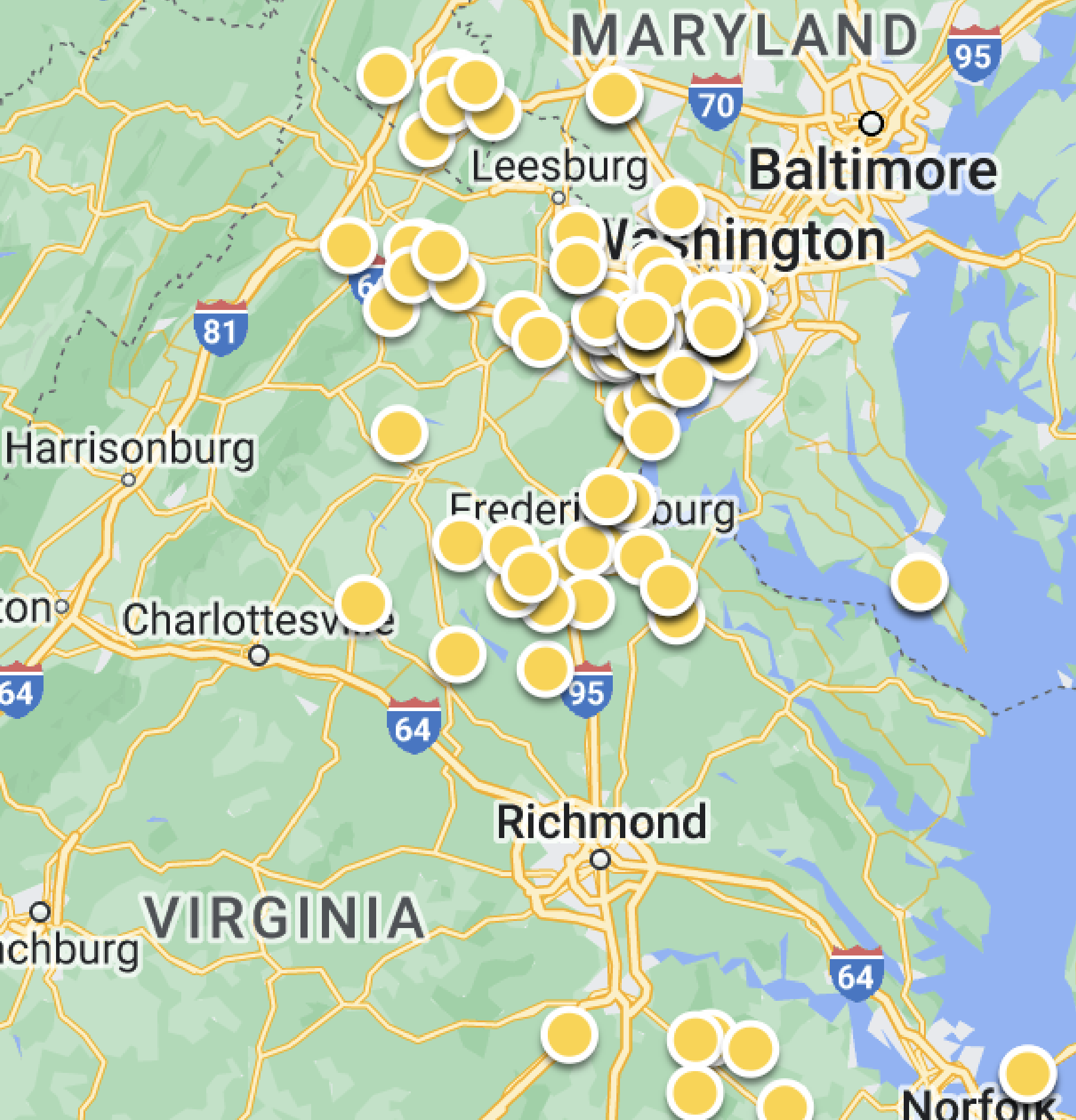


The Ellipse At Westfields

In the heart of Chantilly, The Ellipse at Westfields offers a blend of modern living and serene surroundings. This new community features 2- and 4-level garage condos with stylish finishes and smart home technology. With access to major commuter routes and prime shopping, dining and recreation, The Ellipse delivers convenience and charm.



Career Highlights



The one for every possibility

Rachel has proudly played a pivotal role in facilitating over \$50 million in newly constructed properties and vibrant communities across Northern Virginia. Her impressive track record extends to luxury residential resales that surpass \$200 million, showcasing her expertise in a diverse range of real estate sectors. From new construction and multifamily developments to high-end luxury homes, Rachel is adept at sourcing prime lots and land for regional developers, bridging aspiration with attainability in every transaction.

As a distinguished Top Producer with the Northern Virginia Association, Rachel's commitment to excellence is further reflected in her involvement on the Gala Committee for the Northern Virginia Builders Industry Association. Her heritage of success, combined with a forward-thinking approach, positions her as a leading force in the global real estate landscape. Discover how Rachel can help you navigate the possibilities of your real estate journey.

“

Rachel is fantastic and personable, with a great working knowledge of the area. She's also very good at spotting future problems with properties and guiding you around them. In addition to all these, she's a pit bull when it comes to negotiations. She was able to obtain several high level concessions for us from the seller. Would definitely work with her again.

”

TYLER C.

“

Rachel was extremely knowledgeable and transparent throughout the entire process. She patiently answered every one of our questions! The condo is now complete and we are absolutely thrilled with how it turned out. Rachel truly knows her stuff, especially when it comes to new construction and helping buyers understand a property's full potential.

”

GARY L.

“

Rachel has been so great to work with! She was very responsive and on top of everything that needed to be done to make this process complete. Rachel is very easy to talk to and knew the area and specifics. She was so helpful and really was an advocate for me. I am very thankful I had her in this process. Rachel is an honest person and I would recommend her to all friends

”

TORREY H.

THANK YOU

Trust builds a lasting relationship

Thank you again for this opportunity to share my qualifications.

Me and my team would love to work with you and show you why we've earned the trust of so many clients.

Trust, of course, is all about comfort. It's about feeling at home. Which is exactly how we want you to feel all the way to your new one.



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