

Housing Market



Welcome!

Ready to elevate your real estate journey? Whether you're an investor, owner looking to sell/rent, a renter looking to transition into home ownership, or simply searching for your next rental; I'm here to help you achieve your goals. Let's embark your next real estate adventure together!



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HOW TO WIN THE DEAL

Winning a contract in the Virginia housing market can be very competitive, but here are a few quick tips I encourage my clients use to increase their chances:

1. **Pre-Approval:** Show sellers you're serious and financially ready. Being pre-approved reduces deal risks and boosts your offer's appeal in a competitive market.
 - *As my client, I would connect you with lenders who guide you through financing options and eligible no-money-down programs!*
2. **Act Fast:** Speed matters. Be prepared to make an offer immediately upon finding a property you like. Quick action gives you an edge in fast-moving markets where properties attract multiple offers rapidly.
 - *Securing me as your agent can ensure you're ready to seize the opportunity to submit the right offer!*
3. **Flexible Terms:** Make your offer stand out by offering flexibility. Consider options like a quick closing, willingness to negotiate on price, contingencies, or accommodating the seller's timeline.
 - *Tailor your offer with me to ensure the highest chances of acceptance through strategic negotiations!*

These three strategies address key aspects of winning a deal in a competitive housing market like Virginia. Focusing on financial readiness, responsiveness, and adaptability to the seller's needs and preferences. Actualize your real estate goals with me—whether buying, selling, renting, developing, or investing, I bring the expertise and dedication to turn your vision into reality!

FEATURED HOMES



6113 Liverpool Ln Alexandria, VA 22315

\$535,000 + HOA \$123/mo

Townhouse: 3 Beds, 2 Full Baths, 1 Partial Bath, 1,504 Sq. Ft.

Discover luxury and comfort in this Kingstowne townhome. Featuring three bedrooms, including a versatile lower-level room, and a spacious primary suite with an electric fireplace and a deluxe bath.

The main level offers hardwood flooring, a cozy living room with a fireplace, and a gourmet kitchen with granite countertops and a built-in wine rack. Recent updates include solar panels, a new HVAC system, and a new roof.

Enjoy community amenities like pools, a fitness center, and scenic walking trails. Conveniently located near shopping, restaurants, and the Franconia Metro station.



6038 Ashby Heights Cir Alexandria, VA 22315

\$997,000 + HOA \$97/mo

Single Family: 5 Beds, 4 Full Baths, 1 Partial Bath, 4,948 Sq. Ft., 2 Car Garage

This versatile home offers everything you need for work, entertainment, and relaxation. A grand central staircase welcomes you into the two-story foyer, leading to a sunlit living room, elegant dining room, and cozy family room with a gas fireplace. The kitchen boasts upgraded appliances, oak cabinetry, granite counters, and a breakfast ledge. Outside, enjoy a private backyard with a deck, hot tub, and fire pit.

The basement includes a bedroom, full bathroom, and versatile entertainment spaces. Upstairs, the primary suite features a tray ceiling, sitting area with a two-sided fireplace, and a large dressing-room-style closet. Three additional bedrooms, a laundry room, and a flexible study space complete the upper level.

Conveniently located in the Hayfield school district, this home is close to Wegmans, Dunkin' Donuts, Franconia Springfield Metro/VRE, and Ft. Belvoir. The garage is pre-wired for an EV charger, and the home has owned solar panels for efficiency. Enjoy a lifestyle of comfort and convenience in this beautiful enclave.

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Average Home Price Report

Home prices in America continue to rise steadily. Contact me to find out your personalized plan to home ownership. *Don't get priced out!*

- **Median List Price in MLS is \$449,000**
 - That's a 5.9% increase from last week and 12.5% increase from this same time 2023.
- **Virginia:**
 - Median List Price: \$370,000
 - Median Sales Price: \$340,608
- **Maryland:**
 - Bethesda: \$1,895,000
 - Columbia: \$507,500
 - Rockville: \$675,000
 - Baltimore: \$225,000
 - These prices reflect the diversity of the Maryland housing market, with higher prices in areas like Bethesda and lower prices in cities like Baltimore.
- **Washington, D.C.:**
 - Median List Price: \$650,000
 - Median Sales Price: \$625,000



Financing News

As of mid-May 2024, the current average mortgage rates for home loans in the United States are as follows:

- **30-year fixed-rate mortgage:**
 - Approximately 6.80% to 7.56%
- **15-year fixed-rate mortgage:**
 - Around 6.13% to 6.28%
- **5-year adjustable-rate mortgage (ARM):**
 - About 7.73%

These rates have seen slight decreases recently, providing some potential savings for homebuyers (NerdWallet: Finance smarter).

Rates can vary depending on individual financial situations and the specific terms of the loan, so it's advisable to shop around and compare offers from multiple lenders.



CONTRACT PENDING

\$500,000 - All Cash Offer
1.4 Acres, Clifton, VA
On Market 2 days

Thank you for reading!