

ALL KINGSTOWNE TOWNHOUSES WITH NO GARAGE: SOLD 4/1/2008 TO PRESENT

Residential

RE: 7455 Collins Meade Way,
the first listed property below

Metropolitan Regional Information Systems, Inc
CMA Summary Detail

Only the 1st 25 listings are
included in this Report

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31-Mar-2010
7:40 am

SOLD 25 LISTINGS

	List Price	Sold Price	% Diff	DOMP	Style	Liv Sqft	BR	FB	HB	Lvls	Fpls	Gar	Bmt	YrBlt	Acres	Cont Date	Sold Date	Subsidy
7455 Collins Meade Way	\$515,500	\$510,000	-1.07	3	TH-Colonial / End	0	3	3	1	3	2		Yes	1992	0.06	11-May-08	17-Jul-08	\$0
6637 Thurlton Dr	\$489,900	\$480,000	-2.02	6	TH-Colonial / Interior	0	3	3	1	3	2		No	1993	0.04	12-Oct-09	13-Nov-09	\$0
6115 Bricker Ln	\$489,000	\$478,000	-2.25	15	TH-Colonial / End	0	4	3	1	3	1		Yes	1993	0.06	16-Jun-09	7-Aug-09	\$12,000
7334 Malloy Cir	\$475,000	\$475,000	.00	21	TH-Colonial / End	2,690	4	3	1	3	2		Yes	1989	0.06	22-Aug-09	29-Sep-09	\$0
6207 Roudsby Ln	\$468,000	\$468,000	.00	11	TH-Colonial / Interior	2,390	4	3	1	3	1		Yes	1993	0.04	7-Sep-09	27-Oct-09	\$8,200
7439 Gillingham Row	\$474,900	\$400,000	-1.45	29	TH-Colonial / Interior	2,596	3	3	1	2	1		Yes	1994	0.04	6-May-08	25-Jun-08	\$5,000
7035 Chesley Search Way	\$469,900	\$460,000	-2.11	104	TH-Colonial / End	0	4	3	1	3	2		Yes	1989	0.06	27-Aug-09	29-Sep-09	\$2,500
7438 Heatherfield Ln	\$464,900	\$458,350	-1.41	79	TH-Colonial / End	2,212	4	3	1	3	1		Yes	1994	0.06	28-Jul-08	30-Aug-08	\$0
6216 Walkers Croft Way	\$465,000	\$455,000	-2.15	2	TH-Colonial / End	0	3	3	1	3	1		Yes	1990	0.06	21-May-08	15-Jul-08	\$0
7301 Mallory Ln	\$449,900	\$453,200	.73	76	TH-Colonial / End	2,458	3	3	1	3	2		Yes	1987	0.05	29-May-08	27-Jun-08	\$13,200
6117 Donival Sq	\$459,950	\$450,000	-2.16	21	TH-Colonial / Interior	2,584	4	3	1	4	1		Yes	1992	0.04	17-Apr-09	13-Jul-09	\$10,000
6250 Taliaferro Way	\$474,900	\$450,000	-5.24	15	TH-Colonial / Interior	2,800	4	3	1	4	1		Yes	1994	0.04	27-Nov-08	30-Dec-08	\$0
7471 Collins Meade Way	\$449,950	\$449,950	.00	63	TH-Colonial / End	2,552	3	3	1	3	1		Yes	1990	0.07	16-Jul-09	31-Jul-09	\$15,000
6424 Castlefin Way	\$449,900	\$449,000	-.20	20	TH-Colonial / End	2,092	3	2	2	3	1		Yes	1995	0.05	18-Mar-08	30-Apr-08	\$5,200
7435 Gillingham Row	\$459,900	\$442,000	-3.89	9	TH-Colonial / End	2,162	3	3	1	3	1		Yes	1994	0.06	18-Apr-09	30-Jun-09	\$10,000
6203 Glenshire Row	\$459,950	\$441,000	-4.12	8	TH-Colonial / Interior	2,520	4	3	1	3	0		Yes	1994	0.04	11-Dec-08	28-Jan-09	\$0
7467 Digby Grn	\$439,900	\$435,000	-1.11	14	TH-Colonial / End	2,254	3	3	1	3	1		Yes	1993	0.06	10-Jul-09	18-Aug-09	\$0
6123 Bricker Lane	\$449,000	\$433,000	-3.56	38	TH-Colonial / Interior	0	3	3	1	4	2		Yes	1993	0.04	3-Aug-08	30-Sep-08	\$0
6005 Bradmore St	\$439,900	\$430,000	-2.25	27	TH-Colonial / Interior	2,316	3	3	1	3	1		Yes	1988	0.04	29-Apr-09	27-May-09	\$6,000
6640 Kelsey Point Cir	\$459,900	\$425,000	-7.59	11	TH-Colonial / Interior	0	3	3	1	3	1		Yes	1994	0.03	1-Dec-09	29-Dec-09	\$0
6205 Glenshire Row	\$424,500	\$425,000	.12	5	TH-Colonial / Interior	2,388	4	2	1	3	0		Yes	1994	0.04	1-Jun-09	15-Jul-09	\$3,500
6105 Bricker Ln	\$439,950	\$425,000	-3.40	20	TH-Colonial / Interior	2,404	3	2	2	3	1		Yes	1993	0.04	25-Mar-09	20-Apr-09	\$0
7202 Lensfield Ct	\$424,900	\$420,000	-1.15	18	TH-Colonial / Interior	2,160	3	2	2	4	1		Yes	1989	0.03	31-May-09	26-Jun-09	\$5,000
7426 Gadsby Sq	\$425,000	\$417,000	-1.88	32	TH-Colonial / Interior	0	3	3	1	3	1		Yes	1993	0.04	13-Oct-09	12-Nov-09	\$10,000
7419 Digby Grn	\$415,000	\$415,000	.00	2	TH-Colonial / Interior	2,050	3	3	1	3	1		Yes	1994	0.04	13-Oct-08	17-Nov-08	\$6,000
Average	\$457,384	\$448,500	-1.93	26			3	3	1	3	1			1992	0.05			
Median	\$459,900	\$449,950	1.88	18														

As of April, 2010, no townhouse in Kingstowne (Alexandria, Virginia) without a garage has sold for more than I sold 7455 Collins Meade Way. \$510,000 was not the original offer but I managed to negotiate a higher price for my client's home in a tough RE market. If you are considering selling your home, please call me for a listing interview so we can discuss how best to market your home to secure the very best price and terms. (703) 927-4448.

Courtesy of: Karen Davidson

Home: (703) 927-4448 Office: (703) 921-5515
 Cell: (703) 927-4448 Email: Kedavidson@aol.com
 Company: Jobin Realty
 Office: (703) 921-5515 Fax: (703) 921-5510

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 Information is believed to be accurate, but should not be relied upon without verification.
 Accuracy of square footage, lot size and other information is not guaranteed.

COMPETITIVE MARKET ANALYSIS DISCLOSURE: This analysis is not an appraisal.
 It is intended only for the purpose of assisting buyers or sellers or prospective buyers or
 sellers in deciding the listing, offering or sale price of the real property.

Report Totals**Properties: 25**

Avg List Price	\$457,384	Avg Sold Price	\$448,500	Avg DOM-P	26
Median List Price	\$459,900	Median Sold Price	\$449,950	Median DOM-P	18
Low List Price:	\$415,000	Low Sale Price:	\$415,000		
High List Price:	\$515,500	High Sale Price:	\$510,000		

7455 Collins Meade Way
sold in 3 days and there's a
reason it did. We were
ready!

Selling & marketing your home: Two important factors in my strategy:

1. Timing — exactly when your home goes on the market. What's your competition (other listings) at that moment? There's a pool of buyers looking for your home at any given time. These prospective buyers are looking for a home in a certain area range, not just your neighborhood or community. It's possible to guess estimate how many there are. And, it's important to know what your competition is. A buyer will purchase the nicest home offered for the best price. I will do my best to make sure that home is yours. Based on the information I obtain through my research of the current (very current) market conditions, we may wait a week before listing your home. It might be best to permit another, and better home, to contract so that it's off the market and no longer competing for your buyers.

2. Ducks in a Row — Everything needs to be perfect and ready: the condition of the home and all marketing tools and listing literature, etc., the first DAY your home becomes available to prospective buyers. Can't tell you how many homes I've shown or previewed their first week on the market and the home is not ready for sale — no listing literature in the house and/or the house itself is still being worked on which demonstrates a level of disorganization and some negligence. In such situations, there's always that nagging anxiety re: whether the home has been well cared-for over the years and also how responsive and competent the Realtor will be. Better to wait a week and present a superior product than to stick to some arbitrary listing date. If your home is not ready for sale & marketing & the work & attention to detail is not yet complete (i.e., cleaning, painting, updating, de-cluttering, mulching, trimming, etc), I'll recommend we wait a week to put the house on the market. If we don't wait, it could literally cost you several thousands of dollars.

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