

Hello

Happy New Year. I hope that 2011 brings you health, happiness and prosperity.

If you are wondering what the housing market might be like this year for our region, think no more. You can count on me to be your Realtor and provide you the straight scoop as to what is going on in your neighborhood. Just tell me the particulars, how many bedrooms, baths, livable sq footage, lot size, address, improvements, etc... and I will tell you the typical price range.

In 2010, interest rates, lower home prices and tax incentives drove the market place. In 2011, interest rates, an improving job market and pent up demand will drive the market. Look for a shortage of good homes for sale in Northern Virginia prompting home owners to ask top dollar. Also, don't be surprised if well priced homes in great condition receive multiple contracts. This may even cause bidding wars. The spring market is when listings and buyers are at their peak in supply and demand. On the average, listings will get approximately 95% of sales prices.

According to the National Association of Realtors it should be an active market with sales increasing from 4.82 million to 5.23 million nationwide. If you are a buyer get pre-approved for a loan before you begin your search. Once you are qualified, I will pull listings for you in the location that interests you. If you are a seller I can do a market analysis of your home and provide you with a detailed marketing plan.

I appreciate the opportunity to be of service to you and your family, you may contact me at James.Nelson@LongandFoster.com or at 703-861-8675. Please pass my name along to friends and family who might be in need of my services.

Warm regards from your neighborhood Realtor,

James B. Nelson
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If your home is already listed this is not a solicitation of that listing