

18th Annual Bethesda

“DUMP & DONATE” DAY

Saturday, May 18th | 9 - 11 a.m. | Rain or shine

at the corner of Alta Vista Road & Linden Avenue



Clean Up & Clear Out!

We will have:

- A shredding truck available for you to dispose of your sensitive paperwork
- A dumpster for the disposal of other items, with the exception of paint cans (unless dry), tires, appliances, and food
- A collection for charitable donation (Central Union Mission will issue receipts for those accepted)

A community service sponsored by

the
ESTRIDGE
group

*Your Maplewood Alta Vista
Real Estate Specialists*



For more details about this event, call 301.657.9700 or email Melinda@EstridgeGroup.com

www.MaplewoodAltaVista.com



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A Message From Melinda



As Spring finally arrives, Maplewood Alta Vista's real estate market is definitely in the seller's favor. Most of the homes listed this year have gone under contract in the first week or two, some with multiple contracts and over the asking price. If the property is priced too high, even by 5%, it typically requires a price reduction of 4-6% in order to attract attention again. Intuitively, sellers think that they need to put negotiating room in the price, but in

reality the market is very educated and buyers do not hesitate to pay the asking price or over if in competition and they see the value. Today's buyer typically does not make an offer on a property that, in their mind, is priced too high. They wait and watch. Although the Estridge Group has been proud of their statistics, pricing homes to sell within a few percent of the asking price, we are not perfect. Sometimes we are optimistic or the seller wants to test the market. In that case we watch carefully, monitor the feedback, and usually know very quickly whether or not the market is responding favorably to the price. If not, meaning

lots of showings but no offers, very low offers, or very few showings, then price is always the issue. It is better to respond sooner than later to not lose momentum. A seller is better off not having to lower the price because they lose momentum and often end up selling for less than if the property was priced right to begin with. There are Realtors who advise pricing very competitively or below market value to let the buyers set the price. This actually works very well. There were several houses in Maplewood Alta Vista that took this approach, and each had in excess of 10 offers and sold well over the asking price with few, if any, contingencies. Buyers realize that with prices rising and interest rates still very attractive, now is the time to buy. Remember, houses that are updated and staged sell for top dollar. Look for an invitation to our renovation, remodel, and staging seminar this year to help sellers increase their value, whether planning to sell in the near future or years down the road, with improvements that are most cost effective.

If you would like to discuss the market in more detail, get ideas about which improvement make sense for you, whether selling or staying, call for a free confidential consultation. We are always happy to help Maplewood Alta Vista neighbors.

Johnathan and Angela-Marie, call me for an in-depth comparative market analysis on your property.

Maplewood Alta Vista Homes Sold Since January 1st, 2013



9303 Jesup Lane
Was Listed at \$665,000



5111 Elsmere Avenue
Sold For \$790,000



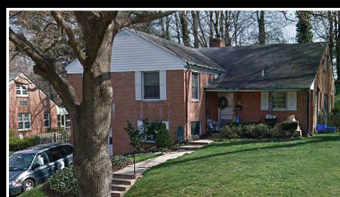
9417 Balfour Drive
Sold For \$776,000



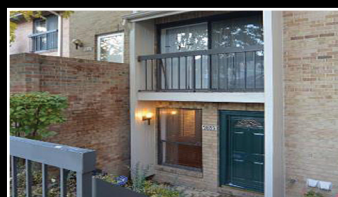
9413 Kingsley Avenue
Sold For \$740,000



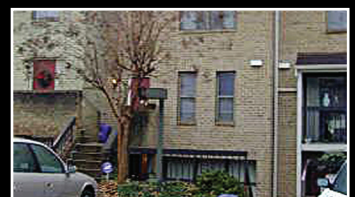
5407 Cedar Lane
Sold For \$670,000



9413 Corsica Drive
Sold For \$440,000



9855 Bristol Square Lane #250
Sold For \$380,000



26 Dudley Court #13
Sold For \$360,000