



Melinda Estridge

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What to Know

- *In the 30 days preceding March 1, 2013 home sales in the DC Metro area inched up to 3,463 homes sold.*
- *DC Metro home sales are at a 21 day average.*
- *Only 2,465 new listings came on the market last month, which is the fewest number of new listings for any month since the data started being tracked in 1997.*
- *The median sales price for a home in the DC region was up 7.8% in 2012 over 2011.*
- *Washington, DC made Zillow's list of top 10 sellers' markets – the only east coast city to do so.*



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A Message From Melinda

Friendship continues, through time and across long distances.

Over the years, you have been a loyal supporter of the Estridge Group – friend, client, service partner, champion, or family – you are the connections that make up the heart of my business. I'm gratified and thankful for the bonds that have developed and grown over the last 30 years. During this time I have kept you informed about our area's ever-changing real estate market through a six-month market update. As we settle into the New Year we are faced with a consistently changing real estate environment, and I've determined that an update every six months isn't enough to keep you advised about current market trends. With this mailer, I'm excited to launch a new, redesigned update, one you'll be receiving every two months.

In this inaugural issue, I'm proud to introduce you to the real estate professionals that make up the Estridge Group. Whether it's our newest agent, Sherry Brennan, with her 30 years of home appraisal experience; Scott Sachs and his Master's degree in Real Estate; or closing manager Joyce Brown with her attention to detail and her tenacity in getting the job done correctly for our clients, I'm proud of the experience, personal attention, and professionalism my team offers. We also feature our recent sales throughout the area over the last six months. Also, keep an eye out for the *What to Know* column for the latest information and trends seen in the diverse DC Metro market.

Welcome to our new mailer. If you have any questions regarding the information provided, or questions about the value of your property, please don't hesitate to contact me. While we don't see each other regularly, my goal is to continue being the Realtor that comes to mind when you think of Real Estate in the DC metro area. I am always available to answer questions, give advice, share resources and, most importantly, talk to my valued clients and friends.

Happy New Year and Happy Spring!

Real Estate Market Update

Prepared Especially for

Johnathan and Angela-Marie Williams



www.EstridgeGroup.com

Presented by Melinda Estridge, your Local Real Estate Specialist





the
ESTRIDGE
group

*Over A Billion Dollars Sold
& Over 30 Years of Experience!*



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Search for homes, view current market statistics, find area information, and more!

Visit us online at www.EstridgeGroup.com

Featured Homes Sold By The Estridge Group



4607 3rd Street
Arlington, VA
\$650,900

Updated 4 BR/ 2 BA Colonial with detached 2 car garage with storage. (We found the buyer!)



1941 Valleywood Road
McLean, VA
\$1,570,000

All brick 5 BR/ 4.5 BA Colonial in prestigious Franklin Park. (We found the buyer!)



14410 Brookmead Drive
Darnestown, MD
\$365,000

Lovingly maintained 3 BR/ 2 BA Rambler home in perfect condition on half-acre lot. (We found the buyer!)



8116 Chester Street
Takoma Park, MD
\$575,000

4 BR/ 3.5 BA Colonial with European charm. Beautifully decorated and renovated.



4112 Blackthorn Street
Chevy Chase, MD
\$1,500,000

6 BR/ 5.5 BA Colonial with a three-story addition and white brick exterior. (We found the buyer!)



5008 Rugby Avenue
Bethesda, MD
\$975,000

4 BR/ 4 BA Colonial in the heart of Bethesda. Beautifully renovated in 2008!



1421 Chapin Street NW #32
Washington, DC
\$590,000

2 BR + den with lofted ceilings and private rooftop retreat.



6135 31st Street NW
Washington, DC
\$1,150,000

5 BR/ 3.5 BA Colonial in a quiet location with enchanting gardens and privacy.

Meet the Estridge Group



Melinda Estridge

Melinda Estridge has been helping people buy and sell properties for more than 30 years. Capitalizing on her professional experience and regional knowledge, Melinda has over a billion dollars in career sales and is ranked in the top 1/2% of REALTORS® nationwide. Her enthusiasm, dedication to her clients, and personal integrity make her the REALTOR® of choice in the Washington Metropolitan Area. For more on Melinda's considerable experience, please visit www.estridgegroup.com.



Bob O'Toole

Melinda's husband, partner, and Senior Buyer Specialist for the Estridge Group, Bob brings over 35 years of experience and expertise to every real estate transaction. As a top producing loan officer in the DC Metro Area, Bob uses his deep knowledge to navigate the most difficult lending issues and quickly eliminate any uncertainty for our clients.

BUYER SPECIALISTS



Scott Sachs

A native of the D.C. Metropolitan Area, Scott began his career as a real estate advertising executive for USA Today. Now, as a REALTOR® with a Master's Degree in Development, Scott applies his area expertise and business acumen for Buyers, Sellers, and Investors to ensure their real estate objectives are successfully met.



Sherry Brennan

A licensed real estate agent since 1989, Sherry brings her significant experience as an award winning member of the DC area real estate community to the Estridge Group. With 25 years of experience in appraising residential real estate as owner and operator of an appraisal business, Sherry has extensive knowledge of the DC area real estate market.



Daniel Schuler

As a Buyer Specialist, Daniel's personality, knowledge, and enthusiasm, paired with a strong background in architecture and housing, help him evaluate and serve his clients' needs in today's market. Daniel believes that maintaining a high level of personal service and striving to exceed the clients' expectations are fundamental throughout the home sale process.



Eric Goldstein

A Buyer Specialist for the Estridge Group, Eric is a long-time resident of the Montgomery County area with full knowledge of the entire metro area. He works exclusively with buyers, with the goal of saving clients time and energy in the search for their new home. Eric values and delivers excellence, efficiency and experience.

PROFESSIONAL SUPPORT STAFF



Joyce Brown

As closing manager, Joyce excels in her attention to detail and her tenacity in getting the job done correctly for our clients. A licensed agent and active in many aspects of the real estate profession, Joyce has taken the Estridge Group to a new level, ensuring that every client experience is exceptional.



Ellen Windom

As listing coordinator, Ellen Windom brings years of experience in many facets of real estate, including the mortgage banking, title insurance, and property management fields. Ellen's focus is to ensure that all of the many details associated with bringing your home to market are handled in the most timely and professional manner.

Johnathan and Angela-Marie, this market update was created especially for you. For a more in-depth comparative market analysis on your property, call me at 301-657-9700.