

Discussion Item

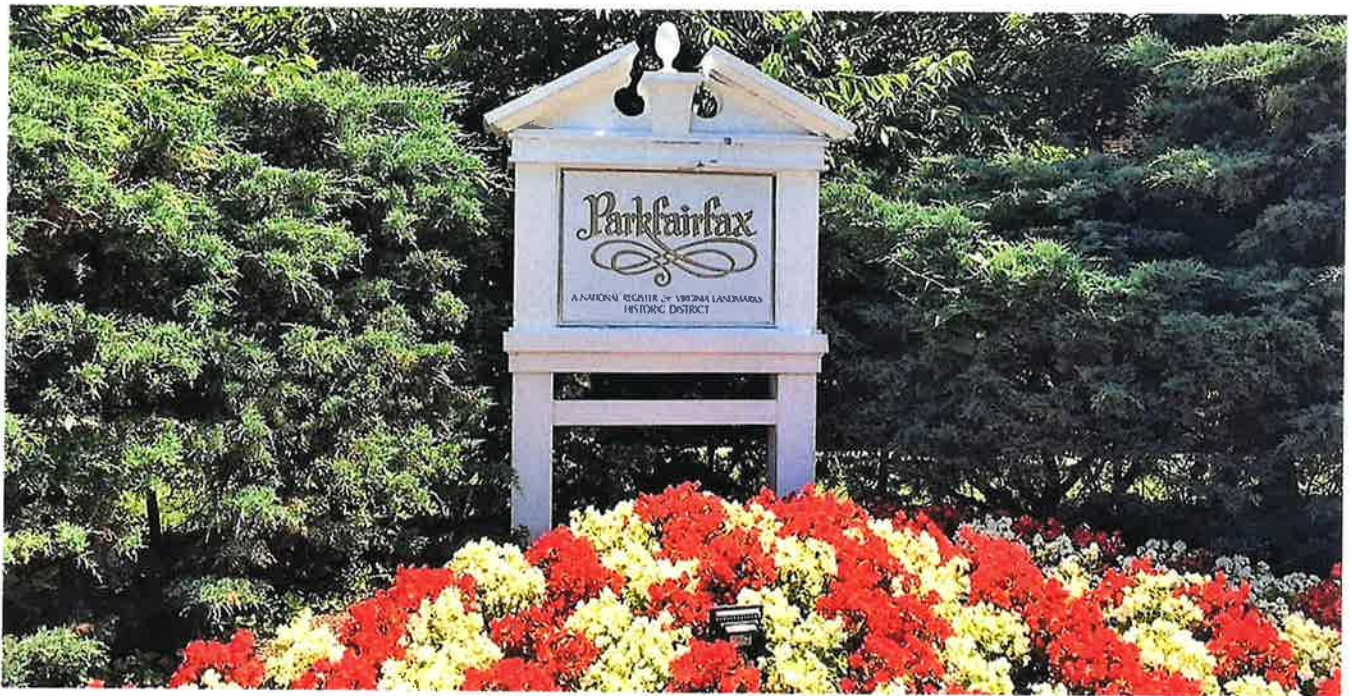
Disposition of acquired Unit 3278 Martha Custis Drive

1. Terry Rader:
 - Average Listing Price \$359,950.
 - Commission Negotiable
2. Randy Woods:
 - Listing Price \$304,900.
 - Commission 4.5%
3. John & John:
 - Listing Price \$260,000-\$270,000.
 - Commission 6%
4. Marlene Hall
 - Listing Price \$270,000-\$280,000.
 - Commission 5.5%
5. Jennifir Birtwhistle
 - Listing Price \$259,500.
 - Commission 6%
6. Karina Beltran
 - Listing Price \$284,900.
 - Commission 5%
7. Lisa Floryancic
 - Listing Price \$287,000.
 - Commission 6%

a custom consultation
exclusively prepared for

Parkfairfax

Board of Directors & Management



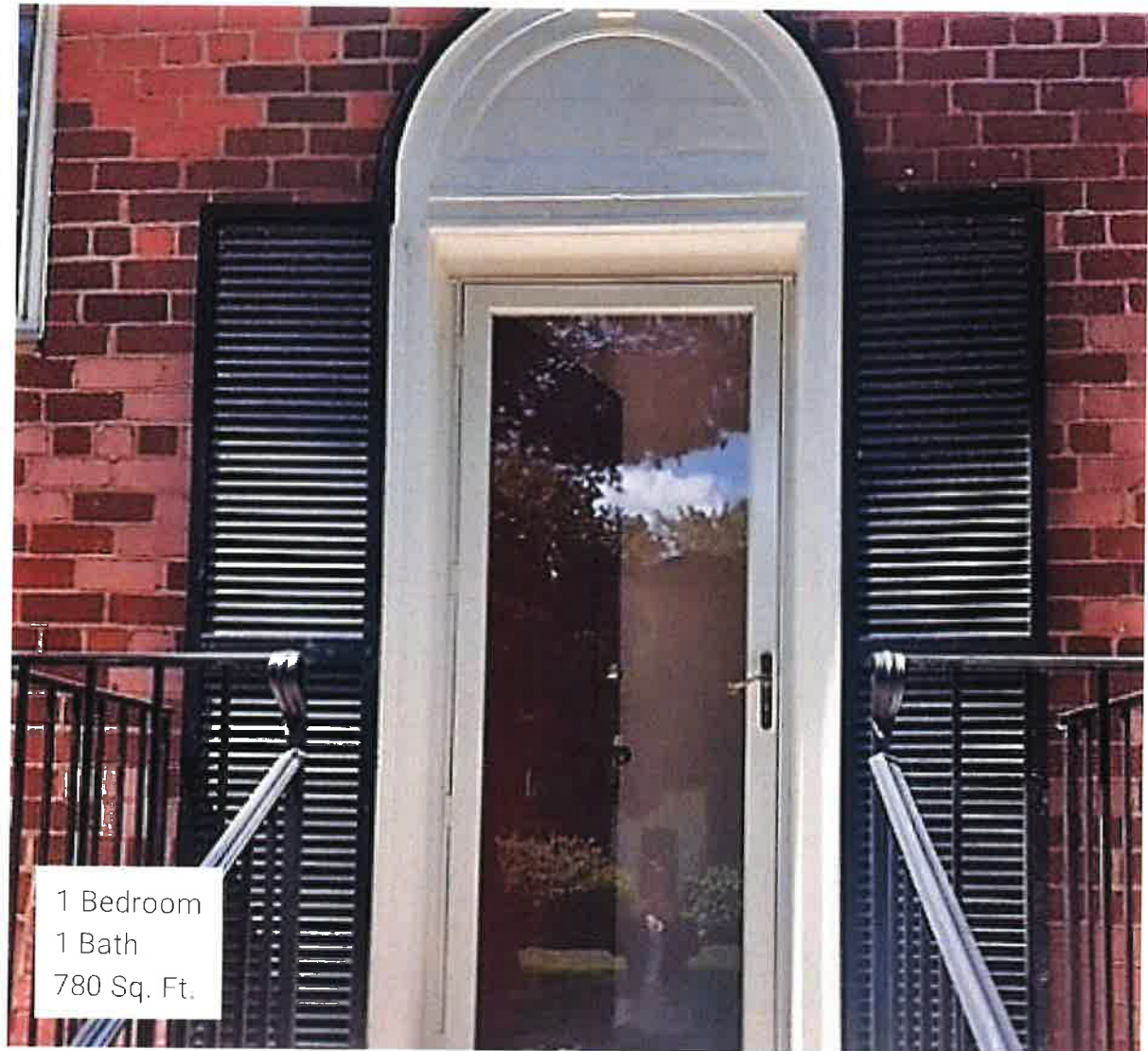
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KELLERWILLIAMS



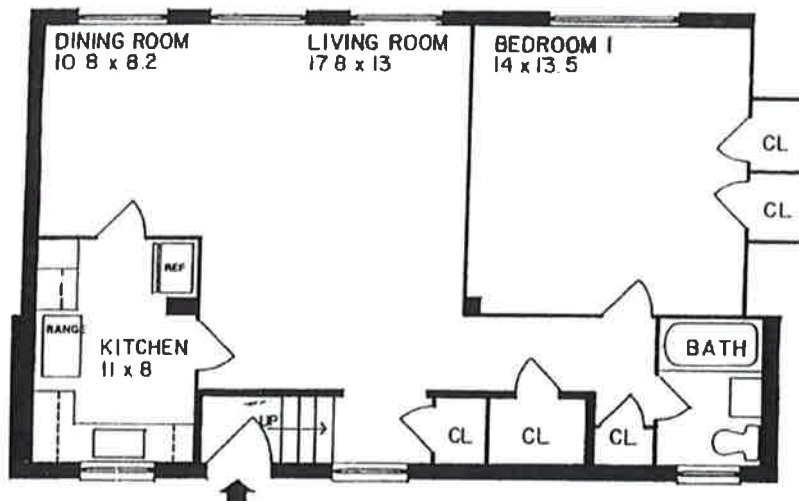
Compliments
of
Terry RADER
703.887.3735
TerryRader@kw.com
www.kw.com

YOUR PROPERTY

3278 MARTHA CUSTIS DRIVE



1 Bedroom
1 Bath
780 Sq. Ft.



COMPARABLE PROPERTIES



3235 Martha Custis Dr.

1 Bedrooms
1 Baths
750 Sq. Ft.
Sold for \$281,550



3336 Martha Custis Dr.

1 Bedroom
1 Bath
780 Sq. Ft.
Sold for \$248,500



3447 Martha Custis Dr.

1 Bedroom
1 Bath
750 Sq. Ft.
Sold for \$280,000



3524 Martha Custis Dr.

1 Bedroom
1 Bath
805 Sq. Ft.
Sold for \$279,000

THE PROCESS

**The real estate transaction is complex -
and navigating you through every step of
the sale is my expertise.**

Ratify the Listing Agreement with the following Terms

- Term of the Agreement is 120 Days
- Commission is TBD and agreed upon by all parties
- Sale Price is TBD and agreed upon by all parties
- Set Date and Method to review offer(s).
- Set Date for going Active in MLS
- Set Date for First Open House
- Identify my Association Point of Contact, POC, and method of communication
- Content of Weekly Update

Market Preparation

- Consult and Walk Through with my Handyman
- Consult and Walk Through with my Professional Stager
- Discuss Findings and Suggested Actionable Items with my POC.
- Negotiate Delivery Date for any mutually agreed upon work
- Once all prep work is completed, I bring in my Professional Housekeeper
- Final pre-market step is to bring in my Professional Photographer
- Turnaround for the Professional Photographs and Brochures is @2-3 Days
- During this time all listing information is input into MLS
- Once Photographs are uploaded, we go "Live" "Active" in MLS
- From here all real estate online sites pull and share our listing worldwide

3278 Martha Custis Drive

- I will hire the experts, coordinate the scheduling to ensure we meet all deadlines, and oversee all pre-market prep work. I will report regularly to my POC and will encourage her, him to meet with me at the property on a regular basis to ensure we all remain on the same page
- Once under contract I'll coordinate and oversee each step between myself, the buyer's agent, the buyer's lender, the appraiser, the home inspector if applicable, my closing agent, the buyer's closing agent, etc., and my Association Contact to ensure a seamless, transparent, and successful transaction from ratification through closing.

THE PROOF IS IN MY PARKFAIRFAX NUMBERS

These numbers depict not only the trajectory of my business, but the expertise, dedication and commitment that you will receive.

\$359,950

COMPETITION AVERAGE \$349,000

3%
HIGHER 

**MEDIAN
LIST PRICE**

3 DAYS

COMPETITION AVERAGE 5 DAYS

40%
FASTER 

**DAYS
ON MARKET**

101.3%

SOLD PRICE TO LIST PRICE 100.5%

.8%
HIGHER 

**SOLD PRICE
TO LIST PRICE**

KELLER WILLIAMS

LEADING THE INDUSTRY



WIN-WIN	or no deal
INTEGRITY	do the right thing
CUSTOMERS	always come first
COMMITMENT	in all things
COMMUNICATION	seek first to understand
CREATIVITY	ideas before results
TEAMWORK	together everyone achieves more
TRUST	starts with honesty
SUCCESS	results through people

When you work with me, you work with a trained agent that has the backing of the world's largest real estate company, consisting of 180,000+ associates around the globe. That puts your listing within the largest real estate network with the furthest reach.

And, by choosing to partner with me and the Keller Williams family, you gain access to a suite of technology that keeps you informed and engaged in what's happening in your neighborhood.

Keller Williams was built on a simple-yet-revolutionary principle: people are what matter most. To help cement this understanding, we've formalized a belief system that guides how we treat each other and how we do business.

Testimonials

From My Parkfairfax Sellers

"Over the past eight years, we have relied on Terry Rader's professionalism to lead us through multiple purchases and sales of Parkfairfax properties. Terry's value as an agent is based on his long-term focus on the Parkfairfax market and his appreciation for the features that make each Parkfairfax unit distinct. In addition to being skilled and experienced, Terry is a genuinely nice person to work with. Based on our many interactions with Terry over the years, we would recommend Terry to anyone planning to conduct real estate transactions in Parkfairfax."

"You were the best Realtor we have ever had!!! You sold our house in Parkfairfax, VA in less than 2 days! Our next house we will definitely use you!"

"I am in my new home because of the Herculean efforts of Terry Rader. Terry sold my Parkfairfax condo and represented me in the purchase of my new Parkfairfax condo. We hit some bumps along the way, but Terry got both sales done for me. If you're looking for a real estate agent who will work hard for you, call Terry Rader!"

"Terry Rader is by far the best Realtor we have ever worked with! Terry's extensive knowledge of the local market and spot on assessment of our property allowed us to realize the absolute best value in the shortest time for our home. His excellent advice, experience, optimism and full service above and beyond made for as seamless and stress free a sale as possible. Our sincere thanks to you, Terry!"

A LITTLE BIT ABOUT ME

I have been blessed with building a very strong and loyal base of clients. My greatest joy comes from the kind words and hugs I receive from the amazing people I'm able to work with every day. This drives me even more to ensure that I have the market knowledge, the skills, and the real estate education necessary to take care of these wonderful people in the best way possible.

Because of them and the fire they create in me I can honestly say that I have the best job in the world, and I look forward to making something wonderful happen for someone every day.

After spending many years on the airline side of the travel industry I took the sales and negotiating skills I knew I had, but had never used, and accepted a position as a Corporate Travel Regional Director for American Express. While there I managed a \$100M+ travel portfolio for corporate clients including, The Washington Post, Newsweek Magazine, and Fannie Mae.

A few years later I decided to take my skills and move to a completely new world, the world of real estate. Real Estate had always intrigued me, and I felt I would enjoy working directly with buyers and sellers versus spending my workdays negotiating with corporate airline and hotel representatives. I thought I would feel a stronger sense of personal and professional accomplishment and success by working directly with my buyers and sellers and guiding them through one of the most important decisions they'll ever make.

I wanted to drive their buy and sell experiences and ensure through my knowledge and negotiating skills that they experience the highest level of success possible in a given market. I'm always grateful for the people who have blessed me with their trust, not only for themselves, but also by sending their friends, families, and neighbors to me.

I look forward to many more years in real estate and to continuing to play a key role in helping people make their home dreams become a reality.

IN SUMMARY

Why should you choose me to represent you in the sale of 3278 Martha Custis Drive?

On a professional level my numbers speak for themselves. My "Days on the Market," my "List to Sale Percentages," and my "Number of Transactions" are all above the overall averages in Northern VA. In the Parkfairfax community, as a single agent, my averages are consistently above the competition. I'm a Lifetime Member of the NVAR Multimillion Dollar Sales Club and am recognized annually as an NVAR Top Producer.

I am blessed with a strong support team including a mortgage banker/lender, an experienced real estate attorney, along with handymen and women, painters, plumbers, my professional photographer, and my professional stager, etc., who due to my successes in Parkfairfax, have obtained a vast amount of knowledge and experience from working in our community.

Finally my affiliation with Keller Williams, who according to MLS is a part of more transactions in NVA than any other real estate company, provides me with the unparalleled technology and front line support necessary to guarantee my sellers the fewest number of days on the market, the highest sale price, and the best overall terms that are allowed by a current market.

Due to my many years of working with buyers and sellers here in Parkfairfax I've become an expert regarding preparing a condo for the market. I know what buyers are looking for, and the best path to bringing a Parkfairfax home up to market ready status. My team supports me in ensuring this is accomplished within the agreed upon timeframe and at the most reasonable cost possible to my sellers.

I've broken the "pricing code" and have developed an expertise with regard to setting a sale price that will ensure my sellers are priced at an amount that will bring in the highest pool of qualified buyers and that the condo will sell in a minimum number of Active days on the market. My stats are 100% supportive of my expertise and success in this area.

On a personal level there's my love and respect for all the amazing qualities that make Parkfairfax so special to so many of us. I'm always excited when current residents, many of whom I call personal friends, stop by my Open Houses to check out the renovations or to just say hi to me and my pups. I love visiting with so many people in Parkfairfax who are so very special to me in so many ways. I have a ball talking up all the qualities that make Parkfairfax so special to my buyers and sellers. She's an amazing community and I'm so proud and lucky to have her and her people in my life.

I thank you for this opportunity and am hopeful that you'll strongly consider and ultimately choose me to represent you and your interests in the sale of 3278 Martha Custis Drive.

With Much Appreciation,

Terry Rader

**3278 MARTHA CUSTIS DRIVE,
ALEXANDRIA, VA 22302**



\$304,900.00

One Bedroom, One Bathroom

Garfield Model, 780 Sqft

4.5% Listing Fee (2.5% Buyers Agent/2% Listing Agent)



Randy Woods

Real Estate Consultant

CDPE, SRES

703-470-0718

RandyBWoods@gmail.com

@RandyWoodsRealtor  

Samson 
 **Properties**

6363 Walker Lane,
Suite 130
Alexandria, VA 22310

Dana Cross

From: John Welch <parkfairfaxjw@gmail.com> on behalf of The johnANDjohn TEAM
<johnandjohnnteam@parkfairfax.com>
Sent: Monday, February 10, 2020 10:15 AM
To: Dana Cross
Subject: 3278 Martha Custis Dr., Alexandria, VA 22302

Parkfairfax Board of Directors:

Thank you for including The johnANDjohn TEAM to bid on selling "our community's" Garfield. We've been resident owners in Parkfairfax for 22 years. We own 6 units in Parkfairfax. We do everything we can to assist our owners in getting the best price, terms and conditions for the the sale of their homes. We look forward to doing the same for Parkfairfax.

If the unit went up for sale today, a comparable sale of another upper Garfield (780 square feet) at 3336 Martha Custis points to the value of \$250K-\$260K. <http://www.parkfairfax.com/homes-sold-1/3336-martha-custis-drive-alexandria-va-22302-parkfairfax>. Once we put our proven marketing plan to work, we estimate a QUALIFIED buyer should pay between \$260K and \$270K. We can solidify our suggested marketing price closer to the date when 3278 goes on market "for sale".

We continue to hold open houses on Sundays from 1-4pm. Around 90% of the time; the buyer attends our open house. We attracted 70+ people last Sunday and 5 offers on that property. On Thursday before our open houses, we send a pictorial email to all our data base inviting them to the open house while utilizing the new "coming soon" status in the multiple listing service.

We charge 6% of the sales price and \$395 transaction fee. We attract buyers' Realtors by offering them (1/2 of compensation) 3% of the sales price. If The johnANDjohn TEAM writes the winning offer, we will reduce our compensation by \$3000. When Realtors know they will get ample compensation; they are more likely to show the listing to buyers. We attract buyers by inserting your listing in www.Parkfairfax.com and 1000's of others. The brand name RE/MAX is another BIG attraction to buyers' Realtors. Our reputation precedes us. Successful Realtors want to work with The johnANDjohn TEAM.

As you probably know, The johnANDjohn TEAM has been Parkfairfax's biggest advocate for bringing in buyers to Parkfairfax for the past 20 years. www.Parkfairfax.com continues to accumulate 1000+ hits per week. We hear from buyers who are interested in owning in Parkfairfax in foreign countries, people from other states, and of course our next door neighbors. Being Parkfairfax's top Realtors in Sales for the past 20 years while having 3 Associate Brokers/Realtors on our team (highest Realtor education/experience) helps keep us #1.

We certainly look forward to working with you.

John Welch, John Meyer, David Lausier, Gio Stella
Fluent in Spanish/French/Italian
johnANDjohnTEAM@Parkfairfax.com
NVAR Top Producer 2019
Associate Broker
RE/MAX Allegiance
703-820-9723

JOHN WELCH
johnANDjohnTEAM@Parkfairfax.com
NVAR Top Producer 2019

Dana Cross

From: Marlene Hall <marlene.hall@gmail.com>
Sent: Monday, February 3, 2020 8:40 PM
To: Dana Cross
Subject: Re: Parkfairfax Seeking Proposals for 3278 Martha Custis Drive

Hi Dana,

I charge 3% to list and 2.5% for the buyer's agent so a total of 5.5% commission.

For a Garfield, I propose selling it in this price range:

\$270,000-\$285,000

Comps:

<https://matrix.brightmls.com/Matrix/Public/Portal.aspx?k=4782597X3c3S&p=DE-103155178-503>

\$248,500

\$305,000

\$307,000

\$319,999

On Mon, Feb 3, 2020 at 9:45 AM Dana Cross <dcross@parkfairfax.info> wrote:

Good Morning,

The Board is seeking proposals from qualified realtors to assist with the sale of one of the rental units (Garfield 223 - 3278 Martha Custis Drive). If you are interested in submitting a proposal please confirm receipt of this email. Your proposal must be submitted no later than 12:00pm Wednesday, February 12, 2020 and should include your commission rate and the unit market rate. The Parkfairfax Board of Directors would like to review the proposals during the February 19th Board Meeting.

Attached are photos of the unit. Please send proposals to me at dcross@parkfairfax.info. Feel free to contact me if you have any questions.

Thank you,

Dana Cross

Assistant General Manager/Covenants Director



Jennifir Birtwhistle

Realtor®

Put a "Different Approach" to Work for You

Trusted Advisor • Respected Peer • Proven Results

Dear Parkfairfax Board of Directors,

I am honored that I was asked to submit this proposal for the opportunity to sell the Association's-owned upper Garfield unit located at 3278 Martha Custis Drive. I have *attached an overview* of how I work to sell a home. Below is a market update and suggested pricing:

Market Update:

The City of Alexandria is very low on housing inventory – with less than a one month supply of homes. This has also translated to Parkfairfax. Currently, there are only two one-bedroom units actively on the public (non-FSBO, and by realtors) market in the neighborhood, and one pending. None of these units are upper Garfield models. According to our BrightMLS, there is a wide range of sold prices for the different, one bedroom models in the community – from the mid-\$250Ks for basic modes and then those having been renovated and with outdoor space selling well into the \$300Ks.

The last similar upper Garfield model to sell on the public market in the community was in Sept. 2019. This sold for \$248,500 – this unit was similar to the unit on Martha Custis as it had a “refreshed” but not updated kitchen with laminate countertops and did not have an updated bathroom. The unit at 3278 Martha Custis Drive has standard white cabinets and appliances, and laminate countertops. It also has a stackable washer/dryer combo in the kitchen and an old electrical panel. It does however have a nicely updated bathroom.

Unit Pricing recommendation:

Based on the market, the condition of the unit, and the recently SOLD comparables (that an appraisal will use as well), I would propose a list price of \$259,500 for 3278 Martha Custis Drive. Also, to have the unit show a bit better, I would also suggest having it painted as there are areas in the hallway to the bathroom/bedroom where the walls are dirty/stained. My commission as a full-service agent is 6% for the listing – which I split 3% with the buyer broker (3% listing broker/3% buyer broker). I'm happy to do a seller's estimated net sheet for the Association upon request.

Thank you for the opportunity,

Jennifir Birtwhistle

**Jennifer
Birtwhistle**
Realtor®



*Put a "Different
Approach" to Work
for You*

Weichert
REALTORS®

**3278 Martha Custis Drive
Alexandria, VA 22302**



Thank you for inviting me in...

*No one will do more than I will to sell your
home quickly at the best possible price!*

SOLD

My “Different Approach”

I go beyond
full-service, with **6** distinct
advantages that provide
maximum exposure to
potential buyers in order to
get you the best price.

*I'll use every
advantage to
bring you buyers*



ONLINE PRESENCE

An industry leader for
online exposure to homes.



DYNAMIC MARKETING

Advertising dominance
maximizes your pool
of potential buyers.



ENHANCED OPEN HOUSE PROGRAM

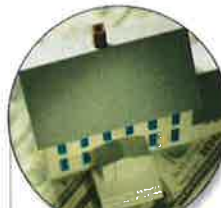
Drawing buyers with an
industry-leading approach.



Weichert Gold Services

GOLD SERVICES

A comprehensive source
of homeownership
services.*



STRATEGIC PRICING

Our exclusive pricing
method helps you get the
most for your home in
today's market.



REAL ESTATE CONSULTANT

Most
knowledgeable
about home values
and price trends

Market Exposure

20 times more buyers
find the home they
purchase online than
in newspapers*

Three of every four
online shoppers see
at least one home in
person*

Now that 88% of all
buyers search the
Internet, newspapers
are no longer the
favorite source for
listings*

I'll give more buyers access to your listing.

For today's buyers, the Internet is the number one place to search for homes.



My unique strategy takes full advantage of the Internet, because it's now the most important way to help potential buyers find your home.

Market Exposure

I will create more traffic to your listing

*Weichert.com is among the top 3 real estate broker sites nationally.**

I will use highly visible real estate sites, including weichert.com, to expose your home to millions of potential buyers.

Search Engines

Search

When buyers search for real estate sites online using the most popular search engines, including Google, Yahoo, Bing and AOL, our online marketing featuring nearly 1 million search terms directs them to weichert.com.

LISTING PARTNERS

Your home will automatically appear on many of the popular local and national websites where buyers search for real estate listings.



Market Exposure

I will feature your home at its best online with:

- Property website and custom virtual tour
- Paid social media ads
- E-flyers to my network group

By helping buyers save, manage and share search results, I create a unique property website for your home. Your home will show up front and center for Buyers looking for a home like yours will. This custom site also makes it easy to share your listing with anyone, anywhere.



No one does more to present your home to the right online buyers than I do...

Market Exposure

We capture more buyers

Weichert.com has a live call center that transfers all questions about a particular home directly to me the listing agent

Instant gratification!

No other real estate company wins over online shoppers by speaking to them directly.



1 Customer finds your home online



2 Customer speaks with our Contact Center by calling 1-800-USA-SOLD or submitting an online request



3 Contact Center immediately transfers calls to a local Weichert Sales Associate



4 Sales Associate sets up appointment and shows your home

Unique contact center turns many more browsers into buyers than the industry average:

- Staffed by knowledgeable service specialists who qualify serious prospects 7 days a week
- We know Internet users demand instant gratification so, while other real estate companies may take hours to respond, we respond in minutes
- Scheduled follow-up reminds buyers of your home's availability

All qualified buyers are instantly connected to a local Sales Associate like me.

Market Exposure

We attract
countless
homebuyers to
Open Houses

*We are the undisputed industry leader with the strongest
commitment to an extensive Open House Program.*

**73% of
homebuyers visit
at least one
Open House***

**1 out of every 3
Weichert Open
Houses leads
directly to a
sale***



*Last year, nearly one million potential buyers visited Weichert Open Houses.**

Your Specialist

*I know the
local
market
thoroughly*

By staying in constant contact every week until your home is sold, I can help you:

Understand current market
conditions and pricing trends
in your neighborhood

Keep track of the
inventory of comparable
local homes

Analyze feedback
from prospective
buyers

Negotiate the best sale
price the current
market will bear



YOU SHOULD KNOW...

I will commit all my skills as a Neighborhood Specialist to sell your home for the best price possible.

Your Specialist

*I'll serve
your needs
personally*

89%

*Of all buyers
trust a local
Sales
Associate to
help find their
next home**

"A Different Approach to Real Estate"



My "different approach" extends beyond the unusual
spelling of my name...
It's All About YOU!

"I understand that buying or selling a home can be a very stressful process. That's why I do everything possible to take care of all the details and make my clients feel as comfortable as possible throughout the entire process"

Professional Real Estate Credentials

- NVAR, Lifetime Top Producer
- Weichert, Realtors Ambassador Club, 2014-present
- Weichert, Realtors Executive Club 2005-2013

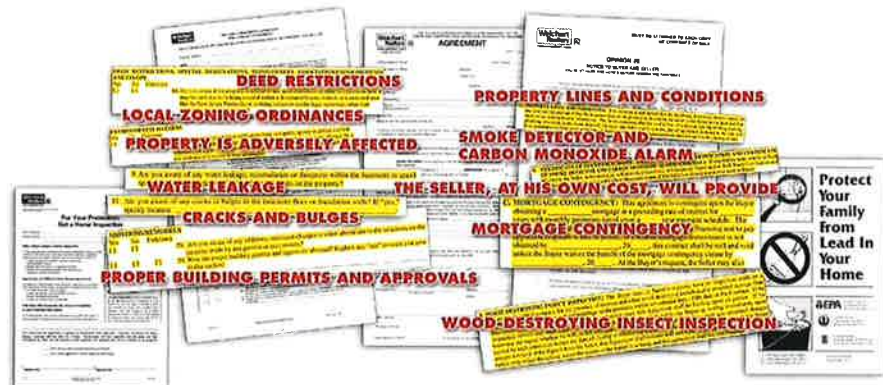
YOU SHOULD KNOW...

My experience, backed by Weichert's industry-leading training program, has prepared me to handle any obstacles to the completion of your sale.

Your Resource

I handle all
situations
from
contract to
closing

Selling a home is a complicated process



*A surprising amount of my efforts and expertise come into play
between your signed offer and your closing.*

The Sale

*I look
forward to
your
success!*

3278 Martha Custis Dr | Alexandria, VA 22302



YOU SHOULD KNOW...

You and I have one goal: to get you the best price and terms for your home as quickly and smoothly as possible.



Response for Request to Sell 3278 Martha Custis

Submitted by Karina Beltran Srebrow, Broker/Co-Owner

Beltran & Associates Realty

5317 Lee Hwy, Arlington, VA 22207

karina@beltranassociatesrealty.com * 703-338-0665 cell



Company Overview

Beltran & Associates Realty is a boutique real estate firm offering hands-on sales, rentals and professional property management located in Arlington, Virginia. Beltran & Associates Realty serves clients throughout the greater Northern Virginia metropolitan area. In addition to assisting with the buying and selling of properties, Beltran & Associates Realty offers its clients property management services like tenant screening, rental showings, all aspects of lease preparation and execution, the collection of rental income, maintenance and repair work, and more.

What makes Beltran & Associates Realty experience unique in Parkfairfax is that the firm handles all aspects of sales, rentals and property management in the community. More specifically, the company has a proven track record of selling homes in Parkfairfax for over 20 years. We are a recognized and trusted name in the community, as much of our business transactions come from referrals.

Beltran & Associates Realty Recent Sales Activity in Parkfairfax

Most recently, we successfully marketed and sold 3457 Martha Custis Drive, an updated Garfield one bedroom model. The home went under contract in 3 days! The owners received \$5,000 over asking so that we would cancel the open house to accept the buyer's offer. The home sold for \$280,000 (\$5,000 over list price) and closed on 4/30/19.

Another recent sale we had in the community is 3228 Ravensworth, a Lincoln patio model. This home was highly desirable because the patio is very private and one of the largest patios in the community. Comparatively, the home wasn't as updated as 3457 Martha Custis, but the privacy the patio provided outweighed this issue. Ultimately, the unit went under contract in 6 days with a closing price of \$10,000 over asking. The home sold for \$375,000 on 6/26/19.

It is evident from the examples above, spring and summer are categorically the best time of year to list, market and sell a condo home in bucolic Parkfairfax. Our proven track record of selling for over list price and quick closings makes Beltran & Associates Realty an attractive choice for the association.

Comparable Sales

Our attention to detail when marketing and listing a home for sale is what gets our listings noticed by discerning buyers in the community. First, we provide a market value price of the home. Looking at the most recent one bedroom sales in Parkfairfax (no more than 180 days), the most relevant comparable sales to 3278 are the following:

1. 3505 Martha Custis Drive, 1 bedroom Monroe model (805 square feet); sold for \$280,000 (listed for \$279,999) and closed 11/15/19. Some of the updates in this home include black granite countertops, stainless steel appliances, ceramic tile kitchen flooring and refinished parquet hardwoods.
2. 3524 Martha Custis Drive, 1 bedroom Monroe model (805 square feet), sold for \$279,000 (listed for \$279,000) and closed on 10/7/19. Some of the updates in this home include granite countertops, refinished parquet hardwoods, newer, white appliances, fresh paint.
3. 3336 Martha Custis Drive, 1 bedroom (780 square feet); sold for \$248,500 (listed for \$239,999) and closed on 9/9/19. Home had refinished original butcher block countertops (including the cutting board!), original kitchen cabinets and original bathroom. Therefore, this unit didn't command a higher price due to its historic features.

Pricing 3278 Martha Custis Drive

After conducting an onsite inspection of 3278, and comparing the Garfield home with the above 3 comparable sales, I feel confident that Beltran & Associates Realty can list the home for \$284,900. With an updated electrical box (to be installed,) and the spring market upon us, the timing couldn't be better to keep the momentum going from the fall market sales.

Marketing

Our attention to detail when marketing and listing a home for sale is what gets our listings noticed by discerning buyers in the community. With all of our listings we provide the following:

Marketing. With all of our listings we offer advertisement in local journals, Multiple Listing Service (BrightMLS), our website, and auxiliary real estate sites, like Zillow, Trulia, Facebook, Instagram. We are members of Top Agent Network (TAN) where we can post this home to share with other top agents even before it hits the open market.

Brochures. We provide FULL, COLOR brochures with professional photos that highlight and describe the features throughout the home.

Staging. We will stage the unit at NO EXTRA COST! Take a look at the marketing photos with staging from 3457 Martha Custis!!



5317 Lee Hwy, Arlington, VA 22207 * www.beltran-associatesrealty.com * 703-241-8821 office

Commission and Listing Contract

We are pleased to offer a 5% commission to the association. This means that Beltran & Associates Realty will split (co-op) with another listing company for a total of 5% due at closing based on the sale price. We fairly share the commission with another brokerage company, with 2.5% going to the buyer's agent/brokerage company. Should Beltran & Associates BOTH list and sell 3278, then we shall charge the association 4% commission due at closing based on the sale price.

A listing contract is the next step in order to work with Beltran & Associates Realty to list the home for sale. This will be provided after the board has made its final decision.

Next Steps

Please find my contact information on the cover page and below. Should the association need to reach me for any questions, please don't hesitate! I am easy to reach either over email, phone or text. I look forward to hearing from the association regarding its decision.

Respectfully submitted.

Karina Beltran Srebrow

Beltran & Associates Realty

Associate Broker, Co-Owner

NVAR Lifetime Top Producer

703-338-0665 cell/direct/text

karina@beltran-associatesrealty.com

Agent License #0225083352

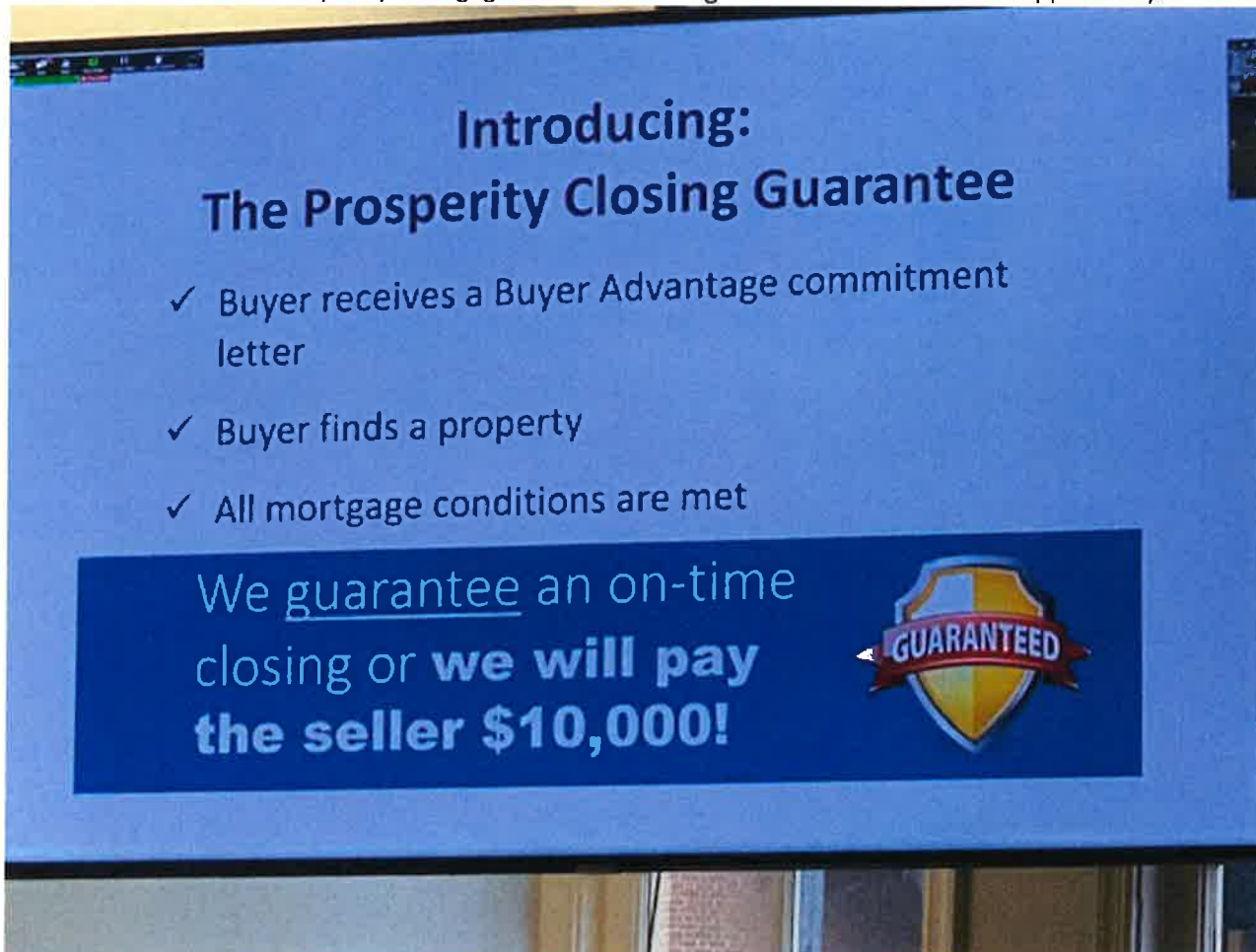
Firm License# 0226026039

Dana Cross

From: lsssetc@gmail.com
Sent: Friday, February 14, 2020 11:31 AM
To: Dana Cross
Subject: Parkfairfax listing

Hi Dana:

My suggested list price for the 1 bedroom unit Parkfairfax is selling would be 287,000. Commission is 6% (3 to buyer and 3 to seller agent). If you need any additional information please let me know. Attached is one more plus to Long and Foster. We work with Prosperity Mortgage and this is their guarantee. Thanks for the opportunity.



Lisa Floryancic
Realtor
Long and Foster, Old Town Alexandria
703.568.8136

Sent from my iPhone

Dana Cross

From: lsssetc@gmail.com
Sent: Friday, February 14, 2020 11:33 AM
To: Dana Cross
Subject: Prosperity rates today

We pre-qualify at no cost.

Thanks again,

RATES FOR February 14, 2020 (Based on 30-day lock)

Program	Interest Rate	APR	Points
30 Year Fixed Conforming (up to \$510,400)	3.625%	3.750%	0.000
30 Year Fixed High Balance (\$510,401-\$765,600)	3.625%	3.720%	0.000
30 Year FHA Fixed Conforming (up to \$510,400)	3.375%	4.487%	0.000
30 Year FHA Fixed High Balance (\$510,401-\$765,600)	3.375%	4.703%	0.000
30 Year VA Fixed Conforming (up to \$510,400)	3.5%	3.878%	0.000
30 Year VA Fixed High Balance (\$510,401-\$765,600)	3.5%	3.888%	0.000
30 Year Jumbo (\$765,601+)	3.625%	3.664%	0.000

***for internal use only; rates subject to change**

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