

Hello My Friends

## It's Good to Reconnect with You

For some of you, I've been in touch with you in the last week. For others it has been a month and for others it may have been a year or more. What all of you have in common is that at some point we have discussed real estate matters.

This newsletter is a small gift from me to you. In it you will find useful information about the trends in real estate, the "state of real estate" and tips for sellers and buyers in the 2013 market place in Northern Virginia. It will help you to be better prepared to make

real estate decisions that affect you and your family.

After reading this if you know of anyone else who you think would like to receive it, please give me a call or drop me an email with their name. I'd love to add them to my mailing list. (If you would rather not receive these mailings every quarter, please call or email also and let me know that too).

I look forward to either staying in touch with you or getting back in touch. Either way, I pray that you and your family have an excellent 2013 and that you realize some of your dreams this year.

Finally, It is always a privilege to receive a referral from a current or former real estate client. Please know that if you refer someone to me for their real estate needs, I will do all that I can to help them have a smooth and positive experience in buying, selling or renting a home.

Sincerely,

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