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REAL ESTATE

LUXURY HOMES

CHRISTIE'S
INTERNATIONAL REAL ESTATE





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not...Where we
are!**





**...the
same as a
BUFFET**





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Friday, December 2, 2011 | Richmond, Virginia 51°F Feels Like: 51°F Partly Cloudy

Top Stories

State Fair of Virginia's opera files for bankruptcy

The State Fair of Virginia, which has been entered by Virginia since 1854, filed for Chapter 11 bankruptcy protection Thursday afternoon.

LONG & FOSTER

Looking for an agent?

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2011 Richmond Association of REALTORS® Award Winners!

Congratulations!

Long & Foster is proud to be an Award-Winning agent in this prestigious ceremony and testament that an exceptional commitment to excellence is the hallmark of Long & Foster. We are proud to be an award-winning real estate agent.

Agents' Search and Contact

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LONG & FOSTER

The Leader in Luxury Homes Real Estate

We are pleased to announce that Long & Foster is now an affiliate of Century 21 International Real Estate in the Washington Area. As the #1 seller of luxury homes in the Mid-Atlantic, Long & Foster is the best choice when you're ready to buy or sell a luxury home.

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Karen@longandfoster.com
804-822-3000

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Real Estate Headlines

- **Worrisome economic indicators everywhere you look,** Inman News 8/10/2014
- **Housing market is a 'crapshoot',** CNN 7/7/2014
- **Housing market outlook great for 2014,** Midland Daily News 7/7/2014
- **Fannie Mae: Housing market recovery on pause,** Housingwire 7/7/2014
- **Housing Market Falters Amid Rising Prices, Lower-Paying Jobs,** Bloomberg 6/20/2014
- **Today's housing market: 'Not for the faint of heart',** CNBC 6/24/2014



REAL ESTATE PROFESSIONALS STATS

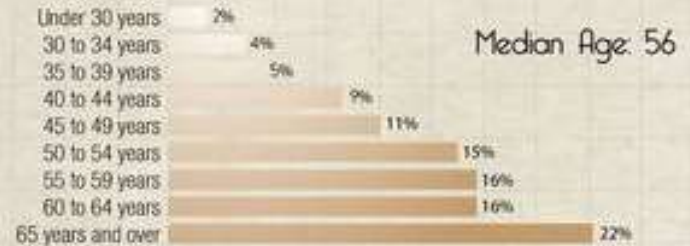
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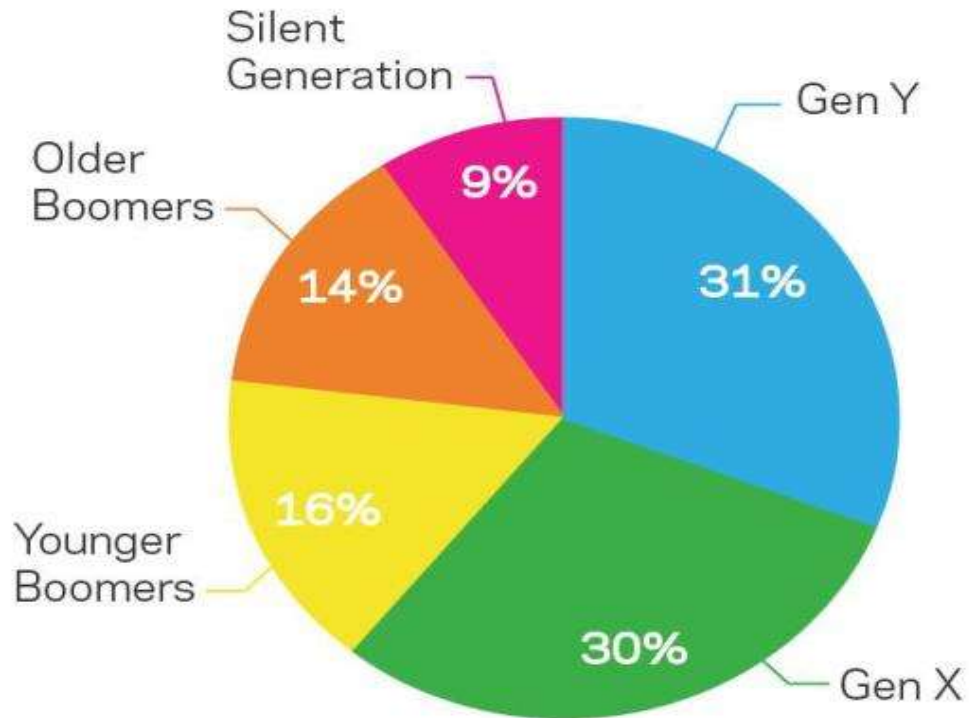
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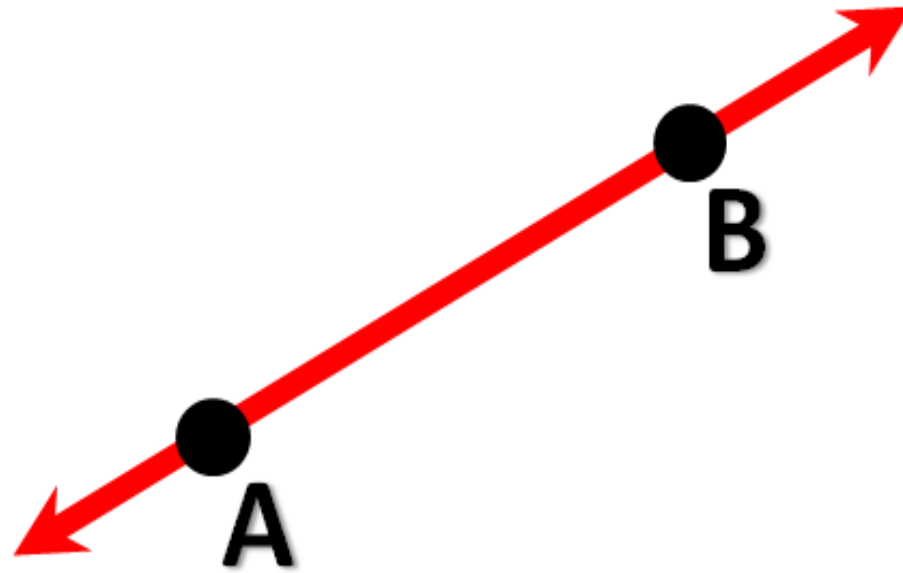


Generational Shares of Home Buyers



Source: 2014 National Association of Realtors' Home Buyer and Seller Generational Trends







Where we are!







PRESIDENTIAL ESTATE FOR SALE MONTICELLO

Lovely historical estate home for sale near Charlottesville, Virginia. The home was designed by Thomas Jefferson, the 3rd President of the United States. Original structure dates from 1770's and features 11,000 square feet. There are a total of 43 rooms in the home and extensive garden and orchards on approximately 5,000 acres of land. In addition to the mansion, there are several dependencies, including former slave quarters and kitchen areas.

**5,000
acres**

By private appointment only,
contact exclusive agent

Cindy Jez at
(804) 822-3200 office or
(804) 897-4646 home





Monticello

*... in the pleasant quiet
of the suburbs yet only
minutes from downtown*

Premiere Estate



A once in a lifetime opportunity to own a piece of history. Monticello, near Charlottesville, Virginia and designed by Thomas Jefferson, the 3rd President of the United States, can be your next home. This estate was originally built in the 1770's and features neoclassical architecture of that period. Grounds include numerous orchards and gardens as well as numerous dependencies. For a private appointment, contact exclusive agent Cindy Jez at (804) 822-3200 office or (804) 897-4646 home. EHO.





HISTORICAL HOME



MONTICELLO OPEN SUNDAY 2 – 4 p.m.

A once in a lifetime opportunity to own a piece of history. Monticello, near Charlottesville, Virginia and designed by Thomas Jefferson, the 3rd President of the United States, can be your next home.

This estate was originally built in the 1770's and features neoclassical architecture of that period. Grounds include numerous orchards and gardens as well as numerous dependencies.

Open Sundays or call exclusive agent **Cindy Jez**, CRS, GRI,
Bowers, Nelms & Fonville Real Estate at (804) 822-3200 office
or (804) 897-4646 home.





Monticello



Exclusive opportunity to own a piece of history

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Visit **monticelloestate.com**



Private appointments
scheduled by exclusive
agent, Cindy Jez, Long
& Foster Real Estate,
(804) 402-4534 (cell)





RE: Monticello Ads - Message (HTML)

Message Developer

Reply Reply to All Forward Delete Move to Create Folder Other Actions Block Sender Safe Lists Categorize Follow Up Mark as Unread Find Find Related Select

From: Griner, Daniel L.
To: Bowman, Todd E.; Spencer, Floyd; Olson, Karen A.
Cc: Herbert, Wanda; Woody, Heather L.
Subject: RE: Monticello Ads

Sent: Tue 9/30/2014 12:28 PM

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Private appointments scheduled by exclusive agent, Cindy Joz, Long & Foster Real Estate, (804) 402-4534 (cell)

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Property Type
Single Family
New and Recent Listings
Last 30 days

Price Range
Minimum Price
Maximum Price

Beds Baths Square Feet
Bedrooms Baths Any Sq Ft

School District

Features
☐ Air Conditioning ☐ High-speed internet
☐ Alarm ☐ Parking
☐ Basketball hoop ☐ Patio deck
☐ Cable or Satellite TV ☐ Playground
☐ Gym ☐ Pool
☐ Elevator ☐ Storage

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PARADE OF HOMES
PAGE 14

Homes

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COVER FEATURE:
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Details on Page 5

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Richmond Times-Dispatch, Saturday, October 4, 2014 BOMES 5



The 63rd annual Parade of Homes

COME JOIN THE PARADE

Promotional content courtesy of Long and Foster

The 63rd annual Parade of Homes is now under way. This annual new home event, sponsored by the Home Building Association of Richmond, offers everyone the opportunity to view new homes, many of them fully furnished models, throughout the greater Richmond area.

"It is a great way to see some of the latest tips and trends in new home construction," said Cindy Jex, vice president of new homes for Long & Foster Real Estate. In addition to the 70 homes available for five days beginning this weekend, this year the Parade also features two special events weekends: October 11-12 at Magnolia Green and October 18-19 at Vinterra. And, if you want to cap off the new

homes experience, be certain to visit the Richmond Symphony Orchestra League Designer House in Halsey in Midlothian (tickets available at the door).

"We are very excited to represent some of the area's finest Parade of Homes builders, including Eastwood Homes, Belcher Builders, Bringer Builders, Homesmith Construction, R. E. Collier, Inc. and Lifestyle Builders & Developers," said Jex. Homes featured in the Parade are priced from the \$190,000s to more than \$1 million. "There is something for everyone to see." Plan book copies are available at any Long & Foster office and area stores.



Clockwise: Eastwood Homes' award-winning "Best Curb Appeal" at Patriots Landing; Homesmith Construction in Halsey; Village of Arrandale; "Best Curb Appeal" and Gold Winner.

For additional information visit:
Parade of Homes at hbar.org

Richmond Symphony Orchestra League Designer House 2014 at rsol.org

Front Cover: Eastwood Homes' award-winning "Best Kitchen" at the Magnolia Green model home



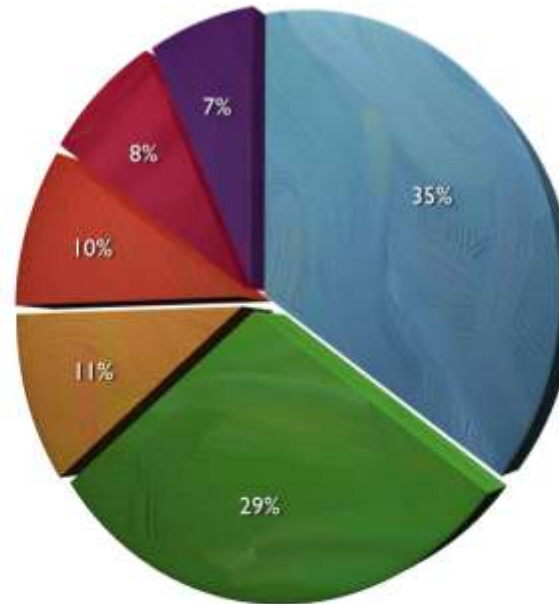
ADWERX





WHERE BUYER FOUND THE HOME THEY PURCHASED

- Internet - 35%
- Agent - 29%
- Yard Signs - 11%
- Friend/Relative - 10%
- Home Builder - 8%
- Direct from Seller - 7%
- Newspaper - 1%
- Home Book / Magazine - 1%
- Other - 0%



AVERAGE TIME OF ACTUAL HOME SEARCH WAS 12 WEEKS.

Source: 2012 NAR Profile of Home Buyers and Sellers




Where are we headed?




Nearby




 Prentiss Brown Thea...
★★★★★ 0.44mi


 Banana Republic
★★★★★ 0.02mi

 Posh Bagel
★★★★★ 0.02mi

 Old Town
★★★★★ 0.04mi

 GapBody
★★★★★ 0.04mi

 Steamer's Grill House
★★★★★ 0.04mi

 Wine Cellar
★★★★★ 0.05mi









comments, questions and answers

