

# Neighborhood Values

WEST ANNAPOLIS

PRUDENTIAL PENFED REALTY

WARDOUR



*Share this newsletter  
with a friend  
looking to buy in the  
neighborhood.*

## Important Tips On How To Sell Your House

Are you thinking about moving? A little planning can go a long way. Consider using these techniques before your house hits the market to give yourself the best opportunity to sell quickly and get the best return on your investment.

**Locate all documents that could potentially entice a buyer.** This could include operating manuals, service agreements, home improvement invoices etc.- anything that shows value in the property that one may not be able to tell just by walking through it. If you think it would be helpful, you may want to pull your old utility bills to show how affordable it can be to live in your house.

**Get a cost estimate on anything that may be expiring.** If you know crucial items such as your HVAC, roof, or water heater are on their last leg, so will the buyers / inspectors. Get out in front of it and find out what a replacement would cost. This can help you when you are negotiating the home inspection addendum.

**Leave a lasting impression.** Curb appeal is critical, it will be the first and last thing a prospective buyer sees when looking at properties. Get new mulch, do some weeding, add some seasonal flowers to the garden. If you can't find the time, consider hiring a landscaper. This will not only

help with showings, but it will also be extremely beneficial when photographs are being taken for marketing purposes.

**Know your market!** If you see that there is an open house in the neighborhood, go take a tour. How does it compare to your property? If you were a buyer, would you pick your house, or your competitors? Ask your realtor to provide a Competitive Market Analysis (CMA)- while it's important to know what your competition looks like, it would be good to know what has SOLD...and for how much! These will be the comps most important to help set a realistic list price. You will also be able to have an educated conversation with your agent when it comes to setting a list price for your home.



Know someone looking to buy or sell? Call me at 443.277.8307



Find me on the web!

[www.kcookehomes.com](http://www.kcookehomes.com)

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# Mortgage Update by Mike Archer

## Mortgage Update

According to Freddie Mac, the average 30 year fixed rate on 9/26/2014 was 4.20% on a 30 year term and 3.36% on a 15 year term. The Federal Reserve has continued to taper their purchase of mortgage backed securities, yet rates continue to stay low. They also hinted at raising the prime rate, but no likely until 2015.

Are you planning to move in the next 5-7 years? If so, refinancing to an adjustable rate now could save you thousands of dollars over the next 5-7 years versus holding your current fixed rate loan. Current rates on a 5-7 year adjustable rate are currently in the 3 – 3.75% range, but vary according to the borrower's credit profile.

First Home Mortgage is now offering a 15% down jumbo loan with NO mortgage insurance. This provides a lower down payment option in the jumbo market, yet allows you to avoid mortgage insurance.

Please feel free to email or call me with questions or concerns at [marcher@gofirsthome.com](mailto:marcher@gofirsthome.com) or 443-226-2030.

Mike Archer

Sr. Mortgage Consultant

## 21401 Zip Code Monthly Marketing Statistic



### INVENTORY FEB 2015 FEB 2014 % CHANGE

INVENTORY	FEB 2015	FEB 2014	% CHANGE
Active Listings	212	223	-4.93%
New Listings	71	56	26.79%
New Under Contracts	24	18	33.33%
New Contingents	30	27	11.11%
New Pendings	54	45	20.00%
All Pending	94	79	18.99%

### DAYS ON MARKET SOLD DAYS ON MARKET SOLD

DAYS ON MARKET	SOLD	DAYS ON MARKET	SOLD
0-00	3	91-120	1
1-10	1	121-180	2
11-20	2	181-360	12
21-30	3	361-720	0
31-60	1	721+	0
61-90	5		



**FREE ICED TEA WITH THE PURCHASE OF A SOUP AND SANDWICH COMBINATION**

*Offer valid through January 1, 2015*

112 Annapolis Street  
Annapolis, MD 21401  
410-263-2534  
M-F 6am-6pm  
Sat 7am-4pm  
Sun 7am-2pm

\*Only Valid at our Annapolis location

# West Annapolis

Stat	Transaction Type	ML#	Address	List Price	BR	FB	HB	Lvl	Fpl	Gar	Bsmt	Acres	Age	DOMP
Act	Standard	<a href="#">AA8518475</a>	308 Melvin Ave	\$469,000	4	2	0	4	1	0	Yes	0.188	74	6
Act	Standard	<a href="#">AA8499049</a>	533 Wilson Rd	\$345,000	3	3	0	2	1	0	Yes	0.31	38	41
Act	Standard	<a href="#">AA8406099</a>	209 Melvin Ave	\$895,900	5	3	0	3	1	1	Yes	0.172	0	156
Act	Standard	<a href="#">AA8311082</a>	403 Melvin Ave	\$550,000	3	2	0	4	1	0	Yes	0.382	81	258
Act	Standard	<a href="#">AA8287798</a>	103 Annapolis St	\$449,900	2	1	2	3	0	0	Yes	0.184	96	285
Cont	Standard	<a href="#">AA8444905</a>	516 Wilson Rd	\$399,000	4	2	0	3	1	1	Yes	0.43	74	54
Sold	Standard	<a href="#">AA8325151</a>	601 Monterey Ave	\$659,900	3	3	0	3	0	1	Yes	0.232	74	105
Sold	Standard	<a href="#">AA8345978</a>	505 Giddings Ave	\$295,000	2	2	0	3	1	0	Yes	0.093	74	71
Sold	Standard	<a href="#">AA8349347</a>	405 Monterey Ave	\$1,479,000	5	2	0	3	1	2	Yes	1.24	60	9
Sold	Standard	<a href="#">AA8297513</a>	538 Wilson Rd	\$349,900	3	2	0	3	0	0	Yes	0.46	94	81
Wdrn	Standard	<a href="#">AA8358402</a>	301 Giddings Ave	\$825,000	4	3	1	3	2	0	Yes	0.184	6	173
Wdrn	Standard	<a href="#">AA8371423</a>	703 Arundel Pl	\$1,299,000	4	2	1	2	2	2	Yes	0.671	74	147
Wdrn	Standard	<a href="#">AA8406351</a>	306 Melvin Ave	\$2,100	3	2	0	3	0	0	Yes	0.179	64	6
Wdrn	Standard	<a href="#">AA8392306</a>	306 Melvin Ave	\$2,100	3	2	0	3	0	0	Yes	0.179	64	6
Rntd	Standard	<a href="#">AA8407674</a>	703 Arundel Pl	\$5,000	4	2	1	2	2	2	Yes	0.671	74	97

# Wardour

Stat	Transaction Type	ML#	Address	List Price	BR	FB	HB	Lvl	Fpl	Gar	Bsmt	Acres	Age	DOMP
Act	Standard	<a href="#">AA8450781</a>	226 Wardour Dr	\$3,985,000	6	5	1	4	3	3	Yes	0.465	108	103
Act	Potential Short Sale	<a href="#">AA9001824</a>	229 Wardour Dr	\$3,299,000	7	5	1	3	3	2	Yes	1.13	85	894
Sold	Standard	<a href="#">AA8377709</a>	2 Alden Ln	\$2,750,000	4	5	1	2	2	2	Yes	0.68	54	109
Wdrn	Standard	<a href="#">AA8167360</a>	1 Norwood Rd	\$4,950,000	1	1	0	2	0	4	No	1.757	79	355

Information gathered from MRIS as of 03/30/15.

**Agent Note:** Information is subject to change, please check this Real Estate Box from time to time for the most current listings in our Neighborhood.

# Neighborhood Happenings

## National Youth 5K

All ages are welcome in this race to promote youth health. It will be held Saturday April 4th 9AM at the Navy-Marine Corps Memorial Stadium (550 Taylor Ave. Annapolis, MD 21401). Register online at [www.nationalyouth5k.com](http://www.nationalyouth5k.com)

## Annapolis Spring Fling Festival

The premier boutiques, antique shops, and galleries in the Annapolis historic shopping district join together to create a festive old-fashioned street festival. Come down to Maryland Ave and State Circle April 26th to take part in this fun event!

## USNA Band Summer Concert Series

Since 1976, The Naval Academy Band has presented its annual summer concert series at the scenic Annapolis City Dock, Susan G. Campbell Park. Beginning on July 9 and lasting through August 13, performances by the band's Wind Ensemble, Next Wave Jazz Ensemble, or Electric Brigade will take place every Tuesday evening at 7:00. These family-friendly concerts are an Annapolis tradition, so this summer, pack a picnic and a

blanket or chairs, and spend your Tuesday evenings with the Naval Academy Band!

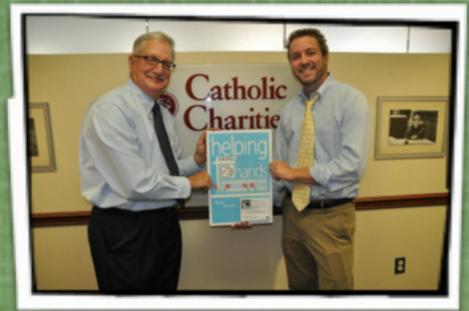
## Walk MS 2015 Annapolis

Walk MS is about connecting people living with MS with those who care about them. It is a day when we come together to show the power of our connections.

The money raised at Walk MS supports life changing programs for people living with MS in our community and drives cutting-edge research. The race takes place April 19th at the Navy-Marine Corps Memorial Stadium. Registration starts at 9AM, walk at 10AM.

## 33rd Annual Croquet Match

On April 18th, from 1-5PM The "Johnnies" and the "Mids" vie for the coveted Annapolis Cup during this annual rite of spring. The croquet match brings together two starkly different institutions for an event Sports Illustrated says has "no parallel in intercollegiate sports." Attendees dress "Great Gatsby"-style while enjoying a lavish lawn party.



*Helping Hands is a Charitable Program that I began that provides the highest level of customer support and service to each of my clients, while creating a philanthropic promise to help those in need with each transaction. I am committed to donating back a portion of my earned commission to YOUR CHARITY of CHOICE.*



## Houses Wanted!

Are you considering listing your house in the next 6 months to a year? I have a number of buyers that are just waiting for the right house to come on the market. Ideally, I would be able to identify the house prior to it being listed so I can introduce the buyer and seller making for a quicker sale and lower commission rate (for the seller.)

If you are interested, and need help pricing your house, give me a call for a free Competitive Market Analysis (CMA). We can work together to determine whether now is the right time to sell, or if it would be prudent to hold off for the time being. If you have any questions, feel free to give me a call or shoot me an email. I'm happy to help in any way I can.

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443.277.8307

Thank you,  
Kevin Cooke