



The Gillette Team's Marketing Strategy



*Our Approach gives your
home the advantage!!*

1. Our Company's Buyer Pool

Promoting your property to buyers The Gillette Team and Long and Foster is serving.

- *Most buyers work with agents who help them select and acquire the right house.
- *There is a high likelihood that the buyer for your home is already or will be working with an agent.
- *Our firm has a significant record of finding buyers for our own listings, called 'in-house' sales.
- *A company tour will immediately bring the availability of your property to a buyer pool who are working with our associates.

2. Cooperating Agent Buyer Pool

Promoting your property to those working with buyers.

- *As mentioned above, most buyers will use an agent to help them find a home.
- *A significant buyer pool is created when we consider all the buyers who are currently working with agents in our marketplace – whether with our firm or cooperating offices.
- *To tap this pool of active prospective buyers, your home will be held open for cooperating sales associates. (Agent Tour)
- *This exposure will immediately make information about your home available to an expanded active buyer pool.

3. Buyers' Agents

Targeting those who specialize in serving buyers.

- *More and more home buyers are working with agents who specialize almost exclusively in buyer services. They're known as buyers' agents.
- *Typically the buyers who use these agents are pre-screened, qualified and motivated.
- *To expose your property to this profile of buyer and make sure the buyers' agents hears first hand about your property, I'll be contacting these buyer agents.
- *I'll communicate the features and benefits of your home as well as provide them with flyers/brochures that they can quickly convey to their buyer clients.
- *Not all agents are equally effective when serving buyers. I've identified a select few who do substantial business and would benefit from learning about your property.

4. Capturing the Attention of Top Producers

Timely reminders to those who generate substantial activity.

- *A second select group of agents who I will contact directly are the top producers.
- *These agents are key associates and represent the leaders in their respective firms. They may be overly concerned with quantity over quality, but they do generate activity with buyers who very well may find your home desirable.
- *It will be my task to protect your interest. I'm confident that many active top producers have buyers that they represent who are looking for properties like yours.
- *My contacts and relationships with these agents can work to our mutual benefit.

5. Sales Meetings

Keeping our staff focused on your property.

- *In the hectic world of real estate sales people are inundated with activity and information.**
- *Unlike some in our profession who list a property and place it in the multi-list or log it into the company's listing pool, I found substantial success for my sellers by personally promoting at our weekly meetings.**
- *These meeting provide a great opportunity to provide promotional materials, highlight your property and remind my associates to consider it for their buyers.**
- *I've found over the years, that strategically timed in-house promotional efforts can provide great results.**

6. Property Showings Follow Up

Getting timely feedback and offering assistance.

- *Whether your property is shown by one of our company's associates or an agent from a cooperating company, I will personally follow up with that agent to get a first hand reading on how well the showing went.**
- *Since there was significant enough interest to schedule a showing, it is obvious that many of the features of your home drew positive attention from the buyer.**
- *These follow up calls often provide an opportunity to discover a concern, overcome an objection, present an option or discover an adjustment that needs to be made.**
- *It likewise can provide valuable feedback as to how the property might be presented more effectively.**

7. Assisting Other Agents

Making it easy for a buyer to purchase your property.

- *While my primary function is to represent you and handle the marketing of your property, there are times when I have to get somewhat involved with the buyer.**
- *I mean no disrespect, but on occasion I've encounter a buyer for my listing whose agent was unable or unwilling to address a specific concern or overcome an obstacle.**
- *I have no hesitancy to step in and offer assistance, solve a problem, present an alternative or facilitate an option the other agent could not perform.**
- *Many times the obstacle has nothing to do with the purchase of your property, but relates to a difficulty exclusively dealing with the buyer. I've often given hints or advice on how that situation could be rectified and thereby allow the buyer to complete the purchase.**

8. Lockbox Access

Accommodating buyers without inconveniencing our sellers.

- *Hectic schedules could get in the way of property viewing opportunities.
- *A lockbox device will provide convenient access to your property for previewings and showings without the need for someone to host them.
- *This safe, secure and agent only access has proven a time saver and a real assist to buyers and their agents.
- *Lockbox equipped properties tend to get a high standing on buyer agents' show list.
- *Sentrilock, unlike combo boxes, generate a computer report of all agents entering your house so we know which agent entered at what time

9. Broadcast Emails & Hard copy Flyers

Reminders, updates and invitations.

- *I maintain a broadcast email list of key firms and selected agents who need to receive special information.
- *Hard copy flyers will be distributed to agents in offices working at offices that have buyers in the area of your property

10. Yard Sign(s), when approved

Highlighting the property all day, every day.

- *Long recognized by buyers seeking properties, the property 'for sale' sign attracts attention 24/7. They are equally effective in both high and low traffic areas.
- *This sign also has proven effective in attracting the attention of neighbors, area visitors and people driving by. These people, while not likely in the market to buy, typically know others who are. This word of mouth promotion is extremely valuable.
- *The yard sign also eases the agent's task of locating the property when bringing a buyer to view it.

11. Yard Sign Enhancements

Providing critical information once attention is secured.

- *Additional riders can quickly inform an interested party and greatly enhance calls, inquiries and viewings.
- *These enhancements can quickly enable interested parties to properly identify the listing, provide easy access to web addresses and directly contact the agent with the most first hand information about the property.
- *Studies show that buyers want information fast, sources for easy follow up and contacts to gain more information at their convenience. (mobile info for buyers searching without an agent)

12. Custom Brochures and Flyers

A hard copy data and benefit reminder for each visitor.

- *Buyers view many properties and struggle to match an address and a corresponding property feature. Buyers rarely miss the opportunity to pick up a flyer/brochure offering additional details about a property.
- *A flyer/brochure will be designed and duplicated for distribution. A supply will be left at the property for buyer prospects to read, review and recall.
- *By taking a flyer/brochure, buyers are significantly more likely to remember a property, appreciate the property features and have less concern of unknown data or unanswered questions.
- *These flyers/brochures can compensate for a showing agent who does not adequately point out all the benefits or attractive features of your property.

13. Feature Highlight System

Tactfully adding emphasis to features often overlooked.

- *There are likely to be features of your home that will not be obvious to perspective buyers or even the agent showing the property.
- *To make sure these features are not overlooked, a system of identification, marking and itemization will be implemented.
- *This effort involves property owner and listing agent agreeing on a list of such 'less than obvious' features and publishing a list of these items or perhaps even flagging the item itself, if appropriate.
- *Care needs to be taken to insure the promotion of these items does not interfere with the normal day to day functions within the property by the family.

14. “Staging” Your Home for Viewing

Good marketing falls flat if the property isn't market ready.

- *Getting your home prepared just right can pay great dividends when marketing a home in a competitive setting.
- *We help you determine how your home should be set or “staged” for visitors. Included will be critical advice on improvements, decorating, and welcoming tips for the public.
- *Making your home stand out in the eyes of prospective buyers and cooperating agents can be crucial.

15. The Property Data Manual

Proudly providing details all interested buyers would want.

- *Any unasked, unanswered questions on the part of a perspective buyer will become an obstacle to affirmative decision making on the part of the buyer.
- *Interested buyers seek a deeper level of information, such as exact utility costs, age and warranty status of mechanical items in the home, data detailing when repairs and/or capital improvements were made.
- *Gathering this data, assembling it in a binder or folder and making it readily available to previewing visitors can be a major positive in the eyes of a buyer.
- *This data can also be summarized in print and distributed with the required seller disclosure information.
- *Buyers view this data as a clear indicator of pride of ownership and they appreciate the owners' overt willingness to inform.

16. Complete Prospective Buyer Profile

From experience predicting who the buyer will be.

- *Upon reviewing the property, the neighborhood, the marketplace and past sales data, many traits and characteristics of a likely buyer can be anticipated.
- *Factoring in current market conditions, we can research and project the circumstances and traits of the buyers most likely to be interested in a property like this.
- *While certainly imperfect, buyer profiling has proven to be a great assist in targeting marketing efforts in the most productive and effective directions.

17. Capitalizing on the ‘Buyer in Waiting’

Following up with an identified interested party.

- *It's very common that property owners get compliments on their home. Many of these compliments include comments from people indicating that they or someone they know would be interested in purchasing it if it ever went on the market.
- *To be sure, these comments are often made without serious intent. But many times they are sincere and certainly worthy of follow up.
- *As your agent, I would be in the best position to initiate that follow up inquiry to determine that party's current interest or status. My third party permits candor and encourages full disclosure of intent.
- *Even if this party has no sincere interest currently, they do know the property and often can supply the buyer lead that we're seeking.

18. Direct Mail Campaign

High impact results from a mode many think to be antiquated.

- *The contact mailing list, the sphere of influence list and the key parties who build our base of impact are a treasured possession of every agent in our office.
- *Our staff mails hundreds, often thousands, of direct mail pieces every month. Through this mode people are kept up to date on real estate and related issues.
- *Our focus is not only to inform but to influence the local market to think of us first when they know of someone who is thinking of buying or selling. “Just Listed” Cards have always generated a good response.
- *Often we will target an area of “move up” neighborhoods that would be looking to “move up” to your neighborhood

19. Home Buyer Seminars

Educating consumers on how to become home owners.

- *For many the task of buying a home is intimidating and complicated. Our Team regularly conducts informational programs and seminars to allow potential home buyers to better understand and feel more comfortable with the home buying process.
- *These seminars/programs are conducted in many formats. Occasionally they're conducted in a large group classroom setting. More commonly they are conducted in small groups or even one buyer at a time.
- *These programs always provide an ideal setting to match buyers with our listings since we know them both so well. The credibility we gain from our seminar setting carries over as we present and promote our current inventory of homes for sale.

20. Open House

No appointment necessary. Come on in.

- *This invitation to the public to view your property without the need for appointment or obligation is attractive to many home purchaser prospects.
- *It is especially effective with busy, double income, working couples who are uncomfortable making appointments. It is especially effective for those just beginning their home search process.
- *An Open House is typically scheduled early in the marketing process to accommodate all the parties interested in a 'new' listing. Most importantly, Open Houses provide substantial feedback and reaction to area, features, condition, price and terms.
- *It has also proved effective to schedule additional Open Houses later on in the marketing process to regenerate attention to and increase activity on a home.

21. Selected Neighborhood Canvassing

People love to pick their new neighbors.

- *Any property going 'on the market' captures the attention of the neighbors. Not only are they interested in value trends, but also who will be moving in.
- *Quite often the parties most interested in finding a purchaser for your property live in the immediate neighborhood. The neighbors know the benefits of living here and are quick to tell others who they'd like to have live closer to them.
- *We'll be implementing a direct mail, telephone and personal contact program to inform these people about your property. We want to tap this enthusiastic and highly motivated source of buyer leads.

22. Contingency Planning

Being able to hit a moving target. Adjusting to market changes.

- *Adjustments are routinely called for during the marketing of any property.
- *Updating of the Market Analysis, modifying promotional efforts, and positioning the property in light of changing market conditions and new competition will insure maximum results.
- *If a property is not under contract during the first surge of marketing (initial 3 to 6 weeks) a lull in activity typically occurs.
- *Prompt and decisive actions must be taken to avoid letting the property slip into a "stale" or "market worn" position.
- *The Gillette Team - all with special analytic and marketing skills - will be called upon to review my marketing efforts as well as the property, condition, pricing and suggest appropriate actions.

23. Metropolitan Regional Listing Service (MLS)

Instant dissemination of property information to all MLS members.

- *Information on your property will be quickly and accurately disseminated via computer and hard copy to local real estate companies who are members of our multiple listing service.
- *This provides a comprehensive base of data dissemination to key parties who work with buyers.
- *Despite its effectiveness, properties can be "lost or overlooked" without special and continuous reinforcement

24. Our Company's Internet Website

We drive traffic to our websites.

- *We will place pertinent information about your property on our company website. We actively and continuously promote our web address so interested parties can access the crucial data relating to your property.**
- *Approximately 90% of all home buyers begin their home search process by visiting internet websites. To compete against other properties on the market, our presentation of your property on the internet must be user friendly and comprehensive.**

25. Realtor.com and other home search websites

Ensuring that more search engines find your property information.

- *In addition to the resources of our own company website, we tap the power of various sites that search out properties in response to search engine instructions.**
- *Making information about your property accessible to these websites captures the tech savvy buyer who's searching for new home possibilities.**
- *These sites include the capacity for any leads generated to be directed to me for immediate Follow up and attention.**
- *The Gillette Team puts their advertising dollars to work by purchasing "enhanced" listings on Realtor.com ensuring more exposure to your home than other listings**
- *Internet flyers are created to be submitted to multiple real estate sites to ensure maximum buyer exposure**

26. Super Fast Inquiry Response System

Today's consumers demand an immediate response.

- *Our Team's commitment to quickly replying to phone or web inquiries pays tremendous dividends for our seller clients. We've learned that letting a day or even excessive hours go by before getting back to a buyer prospect can mean the difference between serving or losing a buyer.**

27. Working With the Buyers' Advisors

Home buyers seek lots of advice before selecting a house.

- *Rare are the buyers who select and acquire a new home without involving a cadre of advisors.**
- *Many agents find such buyers and their advisors too much to work with. We don't. Many of these buyers are motivated, realistic and qualified financially.**
- *Our Team has special training on techniques to involve and make allies of these advisors.**
- *Rather than consider them as adversaries, we have found we can use them to focus positive attention on your property.**
- *We don't want to lose even one potential buyer for your property.**

28. QR Code for Your House

- *Much like a bar code, the QR Code is read by QR scanners on smart phones.**
- *Buyers can scan the code into their phones and go to the property site at will.**
- *No worries about remembering the address or keeping track of paper flyers.**

29. 24 Hour Recorded Message

- *Buyers can call a number as they are walking or driving by your home to hear a recorded message with all the details of your home.**
- *The number is captured for later follow up.**

30. Relocation Network Services

Out of town buyers – motivated and qualified.

- *Not everyone is capable of handling the “demanding” relocation buyer. They have special needs that require special services.**
- *Our team and its alliances nationwide have experience and tools to keep these qualified and motivated buyers in our camp and focused on properties we’re most responsible for.**

31. Home Warranty Plan

Enabling your property to compete with new construction.

- *Perspective buyers always dread the possibility of “something breaking down” after they move in. That’s why many buyers gravitate to newly built homes.**
- *Many of these fears can be put to rest with a Home Warranty Program.**
- *This optional program not only protects you during the listing term but protects the buyer from repair expenses to many components and mechanical items.**
- *This enables you to attract more buyers who will consider your property a worthy purchase.**

32. Long and Foster Advertising

Laying the groundwork for future service opportunities.

- *For years our firm has maintained a high and respected profile while holding strong name recognition as a reputable firm dedicated to quality service.**
- *Our advertising is on going and targeted so people looking for homes will feel comfortable in looking to us for help. You’ll see our good name everywhere!**
- *While this advertising isn’t targeted at your home specifically, it does impact the market and generates inquiries related to home buying.**

33. Negotiations

Not only getting the right buyer, but at the right terms.

- *Structuring a transaction requires thoughtful and objective planning and execution.**
- *Often the negotiating strategy employed during on contract phase determines the success or failure of our marketing.**
- *I will be consulting with you throughout this process and formulating a strategy to help achieve the desired results**



Uncommon service. Outstanding results.

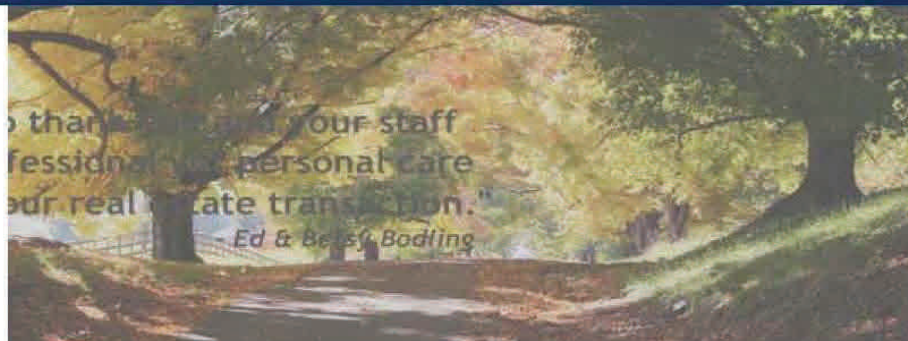
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Looking for a home in Northern Virginia? Contact Sheila: 703.924.2200 or 703.407.4040 (cell)

Sheila Listings



Sheila Gillette
Long & Foster
5911 Kingstowne Village Parkw
Alexandria, Virginia 22315
703-407-4040
sally@sheilagillette.com



LISTINGS [View All Listings...](#)



Location: Alexandria, VA
Price: \$412,900
Bedrooms: 3 **Bathrooms:** 2.5



AWARD WINNING KITCHEN
Location: Crystal Gateway
Price: \$699,900
Bedrooms: 2 **Bathrooms:** 2



[5221 Chapel Cove Court, Alexandri...](#)
Location: Alexandria, Virginia
Price: \$387,500
Bedrooms: 3 **Bathrooms:** 2.5



[10120 Burke Lake Road, Burke Vir...](#)

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With our own powerful website, your home's information will be available on a downloadable flyer, plus potential buyers can email questions and schedule showings.

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14 Minutes Ago

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Springfield, VA 22152

\$429,900
[Estimate My Monthly Payment](#)
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Status	Active
Beds	3 Bed
Baths	4 Bath
Home Size	2,062 Sq Ft
Lot Size	0.05 Acres
Year Built	1987

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Photo 1 of 30 [Larger Photos](#)

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Property Details

GORGEOUS HARDWOOD FLOORS THROUGHOUT MAIN LEVEL, TOP OF THE LINE APPLIANCES, MODERN COUNTERTOPS, SPACIOUS SUNROOM BUMP OUT OVERLOOKING TREES. **WINDOWS REPLACED WITH SUPER ENERGY EFFICIENT TYPE** FURNACE AC AND HOT WATER HEATER JUST TWO YEARS OLD. **LOW, LOW UTILITIES!! MASTER BATHROOM HAS SEP TUB AND SHOWER PLUS DOUBLE VANITIES, WALK TO SHOPS, BUS ETC.

General Information	
Beds	3 bed
Baths	4 bath
Home Size	2062 sq ft
Lot Size	0.05 Acres
Price	\$429,900
Year Built	\$208
Property Type	Condo/Townhome/Row Home/Co-Op
Year Built	1987
Neighborhood	MILLWOOD ESTATES
Style	Colonial ☑ , Traditional ☑ , Townhouse
Stories	3
Units	1

THE GILLETTE TEAM
 Uncommon Service Outstanding Results
 Office: (703) 924-2200
 Mobile: (703) 307-5698
[Email Agent](#)
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[Agent's Other Listings](#)

Agent's Other Listings

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635 FIRST ST #304, ALEXANDRIA...
\$700,000
 2 Bed, 3 Bath, 1485 Sq Ft

[Feedback](#)

The Gillette Team's listings are *showcase listings* on Realtor.com

» ~~~Beyond Perfect~~~

VIENNA, VA 22180

\$399,900
 2 Bed , 2.5 Bath
 1,160 Sq. Ft.

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Condo/Townhome/Coop Property, Subdivision: TIFFANY PLACE, County: ... [more](#)

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6931 Kenfig Dr

Falls Church, VA 22042

 For Sale: **\$525,000**
 Zestimate®: \$357,100
Est. Mortgage: **\$1,899/mo ▾**[See current rates on Zillow](#)

775 is an Excellent credit score, what's yours?

Beds: 4
 Baths: 3
 Sqft: 2,500
 Lot: 7,205 sq ft / 0.17 acres
 Type: Single Family
 Built: 1951
 Last sold: Nov 2011 for \$253,000
 Parking: Garage - Detached
 Cooling: --
 Heating: --
 Appliances: Yes
 On Zillow: 26 days
 MLS #: FX7834369

[More facts](#)[View Virtual Tour](#)

THIS IS IT! BEAUTIFUL NEW CONSTRUCTION INSIDE THE BELTWAY ON A QUIET STREET. CLOSE TO 66, 495 AND METRO. OPEN FLOOR PLAN WITH GENEROUS SIZED BEDROOMS AND LOFT. BEAUTIFUL BATHROOMS! GOURMET KITCHEN WITH GRANITE AND S/S APPLIANCES. VERY PRIVATE BACKYARD WITH STONE PAVERS. DETACHED GARAGE WITH TONS OF ... [More](#)

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Charts and Data

	Value	Range	30-day change	\$/sqft	Last updated
Zestimate ?	\$357,100	\$293K - \$400K	+\$75,800	\$142	05/29/2012
Rent Zestimate ?	\$2,008/mo	\$1.7K - \$2.6K/mo	+\$75	\$0.80	05/28/2012

 Loading chart...

Contact agent



Ally Gillette PREMIER AGENT
 ★★★★★ 3 reviews
 The Gillette Team
 Call (703) 650-0777
 Contributions: 0

Your Name

Phone

Email Address

 I am interested in 6931 Kenfig Dr,
 Falls Church, VA 22042.
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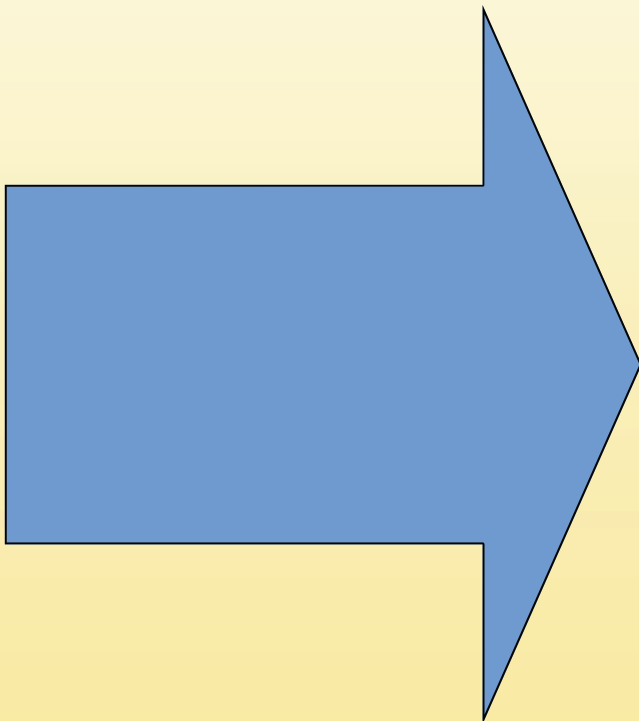

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 For Sale: \$449,000
 Beds: 4 Sqft: 2400
 Baths: 3.0 Lot: --
- [6934 Weston Rd, Fa...](#) **6934 Weston Rd. Falls ...**
 For Sale: \$439,000
 Beds: 4 Sqft: 1536
 Baths: 3.0 Lot: 7226
- [3205 Wayne Rd, Fal...](#) **3205 Wayne Rd. Falls C...**
 For Sale: \$535,000
 Beds: 5 Sqft: 2720
 Baths: 3.0 Lot: 7799

[See listings near 6931 Kenfig Dr](#)

Following Up on Interested Buyers!

We capture our own property inquiries! Most agents do not do this because it costs them money. We want to follow up as soon as possible to show potential buyers your home. These inquiries are on Zillow.com, Trulia.com and Realtor.com where the Gillette Team are Premiere Agents.



Contact agent



Ally Gillette PREMIER AGENT

★★★★★ 3 reviews

The Gillette Team

Call: (703) 650-0777

Contributions: 0

Your Name

Phone

Email Address

I am interested in 6931 Kenfig Dr,
Falls Church, VA 22042.



Long & Foster

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Property Details

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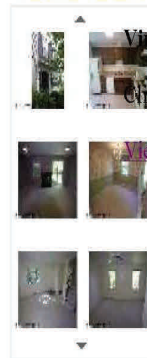
Listing #: **FX6405242**
7357 CRESTLEIGH CIR
ALEXANDRIA VA 22315
\$399,900
\$2,374 Mortgage

Status: **ACTIVE Listing**
Type: **Townhouse**
Style: **Colonial**
Year Built: **1984**

Subdivision: **AMBERLEIGH**
County: **FAIRFAX**

Number of Bedrooms: **3**
Baths: **2**
Halfbaths: **1**
Lot Size: **0.05 acres**
Estimated Property Tax: **\$ 3.420**

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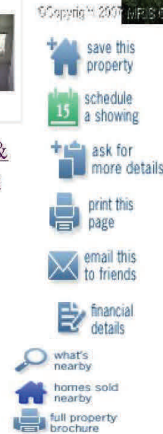
Virtual Tours for 7357 CRESTLEIGH CIR

Click on the link to view the virtual tour.

[View virtual tour](#)



[Virtual Tour & Large Photos](#)



Listing Agent:



[Email Me](#)

Sheila Gillette
Kingstowne
Centre Sales
5911 Kingstowne
Village Parkway
Alexandria, VA
22315
Office Number:
703-313-6500



Financing



Estimated Monthly Payments:
\$2,374

****GORGEOUS END UNIT TOWNHOUSE SURROUNDED BY GREEN SPACE**THIS HOME HAS BRAND NEW CARPET,FRESH PAINT,COPPER PLUMBING,AND NEW BATHROOM FLOORS.ALSO RECENTLY REPLACED ARE THE HVAC SYSTEM (INC.THE AIR HANDLER),ROOF,MAIN WATER PRESSURE REGULATOR,MASTER BATH SHOWER,DISHWASHER,HOT W. HEATER.*TOP OF THE LINE SIMONTON VINYL WINDOWS*FINISHED REC ROO WITH FIREPLACE WALKS OUT TO BEAUTIFUL LARGE FENCED YARD.**

Additional Details

Levels: **3**
Fireplaces: **1**
Basement Type: **Daylight, Full, Fully Finished, Outside Entrance, Rear Entrance, Walkout Level**
Exterior: **Vinyl Siding**
Parking: **Gen Comm Elem**

Others sites such as
www.LongandFoster.com reaches millions

The Gillette Team's listings on Craig's list are not your typical listing, there are pictures, and options to email questions, print flyers, and schedule

\$1090000 GORGEOUS ELEGANT SF 6BR/5.5BA HOME IN BURKE!!!!

Reply to: hous-336764375@craigslist.org

Date: 2007-05-23, 12:35PM EDT

10120 Burke Lake Road, Burke Virginia



Location: Burke, Virginia

Beyond Elegance is where you'll find this sensationally appointed home. No details left out! Crown molding thru the house, grand entry ways and stunning ceilings with lighting. Gourmet Kitchen with sunny eat-in kitchen. H dining room for entertaining. Grand Family room for tl get together. TWO Master suites! Too many details to you must come see this house!!!

Information

Contact Information



Sheila Gillette

703-407-4040

Pricing

Asking Price: \$1,090,000

Flexibility: Negotiable

Property Location

10120 Burke Lake Road
Burke, Virginia 22015

Links

www.burkelakeroad.com

Features

Bedrooms: 6

Year Built: 2006

Lot Size: .5 Acres

School District: Fairfax County

Agent Name: Sheila Gillette

MLS #: FX6360723

Bathrooms: 5.5

Subdivision: Pohick Road

Garage Size: 2

Square Footage: 6410

Broker: Long and Foster

Attributes

Appliances

Range/Oven

Sink Disposal

Full Refrigerator

Microwave

Dishwasher

Interior Amenities

Fireplace

Vaulted Ceilings

Hardwood Floors

Basement

Kitchen Island

Exterior Amenities

Fenced Yard

Grass Lawn



Uncommon service. Outstanding results.

SPACIOUS 3 LEVEL TOWNHOUSE/CONDO IN LORTON



Location: GABLES AT GUNSTON

SPACIOUS 3 LEVEL TOWNHOUSE/CONDO IN LORTON. LARGE LIVING ROOM W/ PERGO FLOORS, UPDATED KITCHEN W/ STAINLESS STEEL APPLIANCES & GORGEOUS BACKSPASH! FRESHLY PAINTED LOWER LEVEL! PLENTY OF SPACE IN SECOND FLOOR BEDROOMS W/ OWN FULL BATH. TOP FLOOR IS PRIVATE MASTER SUITE W/ HUGE WALK-IN CLOSET & MASTER BATH BOASTS 2 PERSON SOAKING TUB! PLENTY OF STORAGE SPACE! CLOSE TO FT. BELVOIR & LORTON STATION

INFORMATION

CONTACT INFORMATION



The Gillette Team
703-307-5698



PRICING

Price: \$249,900
Homeowner Dues: 223.00

PROPERTY LOCATION

9216 DEER XING
LORTON, VA 22079

FEATURES

Bedrooms: 3
Parking Spaces: 2
Subdivision: GABLES AT GUNSTON
Floors in Bldg: 1
Agent Name: THE GILLETTE TEAM
MLS #: FX7791015

Bathrooms: 2.5
Year Built: 1995
Located on Floor #: 1
Square Footage: 1521
Broker: LON & FOSTER

ATTRIBUTES

APPLIANCES

- Range/Oven
- Dishwasher
- Full Refrigerator
- Sink Disposal
- Washer/Dryer
- Microwave

INTERIOR AMENITIES

- Vaulted Ceilings

BUILDING AMENITIES

- Swimming Pool
- Recreation Center
- Guest Parking
- Exercise Room

PHOTO GALLERY



POWER

Internet Flyers are submitted to these Top Real Estate Sites:

140179013

- Trulia
- Oodle
- Google Base
- Vast

- Backpage
- eBay Classifieds
- Yahoo! Real Estate
- Frontdoor

- Zillow
- Geebo
- OLX
- HotPads
- Cyberhome/AOL

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For Sale by Owner Homes and Houses for Rent near U.S. Military Bases

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PROPERTY ADVERTISEMENT
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For Sale w/Real Estate Agent

Price: \$464,900.00
Springfield, VA - 6322 Hibbling Ave
3 Bed, 1.5 Bath (Single Family)

Description:

BEAUTIFULLY MAINTAINED AND UPDATED HOME WITH LARGE FAMILY ROOM ADDITION THE KITCHEN IS COMPLETELY REDONE WITH 42" CABINETS, UP TO DATE APPLIANCES, NEW FLOOR ETC. NEW WASHER AND DRYER TOO! EXCELLENT LOT WITH A LARGE SHADED DECK OFF THE FAMILY ROOM- GREAT FOR ENTERTAINING AND BARBECUES. WALK TO SHOPPING AND EXPRESS BUS, AND VERY CLOSE TO THE SPRINGFIELD METRO.



- **Zip:** 22150
- **County:** Fairfax
- **Date Available:** March 1, 2007

- **Lot Size:** 0.27 acres
- **Home Size:** 1508 sq. ft.

- **Master Bedroom:** 13' 0" x 11' 0"
- **Second Bedroom:** 11' 0" x 10' 0"
- **Third Bedroom:** 10' 0" x 8' 0"

- **Living Room:** 18' 0" x 11' 0"
- **Family Room:** 24' 0" x 14' 0"
- **Dining Room:** 13' 0" x 10' 0"
- **Kitchen:** 10' 0" x 9' 0"

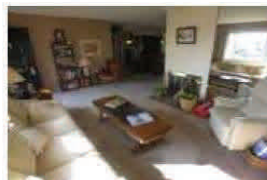
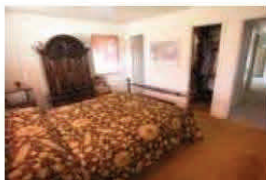
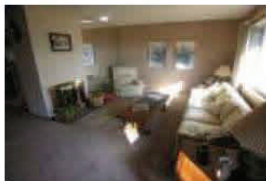
- **Fireplace:** Yes
- **Washer Dryer:** Yes
- **Basement:** No
- **Garage:** Yes
- **Parking Type:** Attached Garage - 1 Car
- **Pet Policy:** N/A (Home for Sale)

- **Elementary School:** CRESTWOOD
- **Middle School:** KEY
- **High School:** LEE

Contact: SHEILA **Phone:** 703-924-2200 / [email me](#)

Closest Base: Fort Belvoir **Distance:** < 10 Miles
2nd Closest Base: Pentagon **Distance:** < 10 Miles
3rd Closest Base: Quantico Marine Base **Distance:** < 20 Miles

AD Number: MBO30773

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The Gillette Team's Internet Campaign

Upon listing with The Gillette Team your home will be listed on many top website such as:

**www.realtor.com
www.longandfoster.com
www.washingtonpost.com
www.militarybyowner.com
www.craigslist.org
www.sheilagillette.com**

Your own dedicated website for your home will be created and syndicated to many top search engines such as:

**www.google.com
www.googlebase.com
www.yahoo.com
www.propsmart.com
www.trulia.com
www.edgeio.com
www.oodle.com
www.zillow.com**

The Gillette Team also gets thousands of targeted potential buyers leads from

**www.housevalues.com
www.homegain.com
www.realtor.com**

These buyers might be the key to your home

*The Gillette Team's
Internet marketing
campaign is
uncommon service
with
outstanding results!!*

*It is the key to
maximizing the
visibility of your home
to get the right buyer!*



Sheila Gillette, ABR, CRS, GRI ♦ Associate Broker ♦ Long & Foster Real Estate, Inc.

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