

## Buyers' Success Stories

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**1516 Farlow Avenue, Crofton** – First-time homebuyer wanted a Crofton townhome...  
SOLD—helped this buyer see the potential in a detached home that needed elbow grease.

**2710 Summer Village, Annapolis** – Buyer wanted a bargain...  
SOLD—this builder's model at 20% below market

**2452 Apple Blossom Lane, Odenton** – Buyer was a single mom stationed at Ft. Meade...  
SOLD—Odenton condo with no-money-down and payments lower than rent.

**707 Appomattox Way, Davidsonville** – Buyer wanted a Crofton price in Davidsonville...  
SOLD—the first week it was listed, after months of watching for the "impossible dream".

**4200 3<sup>rd</sup> Street, Brooklyn Park** – Buyer wanted a new detached home at a townhome price...  
SOLD – \$100,000 less than she expected to spend.

**1527 Crofton Parkway, Crofton** – Buyer wanted a home in turnkey condition...  
SOLD—first week it was on the market.

**2701 Falling Timber Trail, Edgewater** – Buyer worked with a so-called "waterfront specialist" for several months before turning to Margaret...  
SOLD—Annapolis waterfront lot where they could build their dream home.

**2813 Mockingbird Court, Annapolis** – Buyer wanted an easy-care home in good condition...  
SOLD—before home went on the market.

**2339 Weymouth Lane, Crofton** – Buyer wanted a townhome price and a 2-car garage...  
SOLD—in spite of competing contracts.

**4025 Wharton Turn, Bowie** - Buyer wanted a one-level home near Rt. 197...  
SOLD—before property even went on the market.

**2524 Ayr Court, Crofton** - Buyer wanted a newer Crofton townhome in good condition...  
SOLD—the same day it was listed, in a very competitive market.

**1541 Ritchie Lane, Annapolis** - Buyer wanted a close-in home in nice neighborhood...  
SOLD—before the home was listed, below appraisal.

**1667 New Windsor Court, Crofton** - Buyer wanted a Crofton home near an elementary school...  
SOLD—the first day we looked, at \$20,000 less than she qualified to buy.

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