



LONG & FOSTER® REAL ESTATE, INC. Helping People Buy and Sell Homes For Over 38 Years

We are proud to be the #1 privately-owned real estate company in America with over 237 sales offices and 16,000-plus professional Sales Associates.

The Long & Foster Companies' total sales volume exceeded \$65.8 billion last year.

We offer our thanks and appreciation to each and every one of our clients and customers for the trust and confidence they have placed in us through the years. We look forward to helping you with the sale or purchase of your next home.

The Real Edge in Real Estate.®



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20 Compelling Reasons To Choose Long & Foster To Sell Your Home:

1. With sales of over \$65.8 billion, Long & Foster® Real Estate, Inc. is America's #1 **privately-owned real estate company**. Long & Foster sells *thousands* more homes, mortgages, insurance, and title insurance each year than its nearest competitors.
2. **Quality of Service**. Long & Foster Sales Associates are simply the best in the business.
3. Long & Foster has earned a reputation for **integrity** and **professionalism** by helping people honestly and fairly for 38 years.
4. **Local ownership** and management, coupled with superior **financial strength and stability**, make Long & Foster the real estate company of choice.
5. We sell far and away more homes than any other broker — and that's with a **97% Customer Satisfaction rating**.
6. With over 16,000 Sales Associates, Long & Foster has a veritable army of **dedicated professionals** working to sell your home.
7. Long & Foster's bold, colorful, highly-visible "For-Sale" signs attract **maximum buyer interest** in your property.
8. Our network of over 237 residential sales offices blankets the region and ensures **dominant market share**.
9. Your home is guaranteed **maximum exposure** through Long & Foster's membership in MRIS® and other Multiple Listing Services.
10. Long & Foster's Web site gives your home **maximum exposure**, with over 160,000 homes for sale, interactive mapping tools, Virtual Tours, Virtual Agent, and more.
11. Long & Foster Sales Associates can help you maximize your home's curb appeal through Long & Foster's Home Service Connections® program, a vast network of **moving resources** and **home service providers**.
12. Long & Foster's number one source of buyers is the vast pool of referrals from **previously-satisfied customers and clients**.
13. Long & Foster attracts thousands of **out-of-town buyers** each year through its affiliation with the largest national independent broker referral network in the country, *Leading Real Estate Companies of The World*™.
14. Long & Foster Sales Associates receive thousands of **buyer leads** each year from its Relocation Division, the largest in the area.
15. **Additional buyers** come from Long & Foster's Metro Referrals services.
16. Long & Foster provides its Sales Associates with **unmatched sales support**, offering more cutting-edge technology, marketing, and related support services — than any other real estate firm.
17. **Potential future buyers** also come from Long & Foster's huge Residential Property Management Division.
18. Buyers benefit from the convenience of **one-stop service** with The Long & Foster® Companies: Prosperity Mortgage® Company, for **mortgages** from loan officers on site; Long & Foster Insurance Agency, which can arrange **homeowners insurance** as well as other types of insurance, and Long & Foster® Settlement Services for **title insurance**. And our Prestige Partners® offer top **settlement services** as well as home warranties.
19. **State-of-the-art** computer and telecommunications equipment linking every Long & Foster office facilitates all aspects of the home selling and buying transaction.
20. Our nationally recognized, **certified-training programs and seminars** keep Long & Foster Sales Associates at the top of their industry. In fact, our Sales Associates win more awards than anyone else, and more top producers have transferred to Long & Foster than to any other firm in the area.

"Quality of Service" is what sets Long & Foster apart from the rest.



www.longandfoster.com



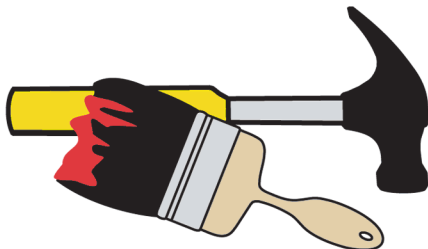


Whether you are buying or selling a house, relocating to a new community, or simply moving down the street, Long & Foster's Home Service Connections® program can help — 24 hours a day, 7 days a week!



UTILITIES CONNECTIONS

- By logging on to www.longandfoster.com/connections, you can make and update utility connections in ten minutes or less...and receive the best price guarantee! Availability will vary depending on location.
- This automated service allows you to get a detailed description of competing companies' rates and service plans for an "apples-to-apples" comparison.
- The top companies participating in our program include: BG&E, Cavalier Telephone, Columbia Gas, Comcast Cable, Connectiv, DirecTV, Dish Network, Dominion Virginia Power, PEPCO, PSE&G, RCN, Verizon, Virginia Natural Gas, Washington Gas, and XM Satellite Radio.



HOME SERVICE CONNECTIONS®

Long & Foster has created a network of the finest local service providers—from home repairs and improvements to interior decorating and landscaping—to help you prepare your house for sale or turn your new house into a home. Search our online directory of vendors for licensed and insured contractors in your area.



MOVING CONNECTIONS

Our Home Service Coordinators will work with you to obtain estimates from pre-screened moving companies. Our coordinators are available from 9 a.m. to 5 p.m., Monday through Friday at 888-447-4244.



www.homeserviceconnections.com