

# RACHEL VALENTINO

THE ATLANTIC COAST CONNECTION

Buyers | Sellers | Investors

Rachel Valentino, President/Managing Partner  
The Atlantic Coast Connection LLC

- Realtor in DC, MD & VA
- Top Producer at DC's #1 Real Estate Office
- #1 Individual Office Producer for Settled Units (YTD)



## There's More to Real Estate Than Profitability!

That's right - I said it.

And so the table has been set for a big brouhaha - never thought you would hear Rachel Valentino preach such a foreign belief, did you?

However, don't be too quick with assumptions. As a professional that works with buyers and sellers (and a fellow DC property owner), I habitually advise clients to consider "investment potential" alongside property selection. the forefront for strategy and property selection.

Past clients will readily admit that I don't just *talk* about it - within the Valentino company, **The Atlantic Coast Connection**, this financial reality is force-fed.

### Where Has the Sensibility Gone?

In most situations, a residential property is bought to, most importantly, fulfill a buyer's need for a place to live. So, with that said, here's the real message: "Don't stop thinking about everything else!" It's not uncommon for eager first-time buyers (and sellers too) to trivialize - and sometimes even completely overlook - the many benefits gained from home-ownership and the importance of lifestyle satisfaction. The mantra "Cash is King" can easily overshadow the necessity and importance of analyzing the whole picture. Our evaluations easily becomes consumed with profitability, which has the ability to confuse the purchasing decision.

### Where Is the Balance?

First and foremost, owning a piece of property is a dream and one of the major accomplishments of a person's life. Secondly, and most practically, it's a place to live. And lastly, it's an investment. Am I saying that DC real estate hasn't proven to be an incredibly smart asset over the past 20 years? Absolutely not. What I *am* saying is that some buyers and sellers end up with this fundamental sequence confused, out of balance, or are unrealistic with expected gains.

Let's be honest - depending upon your age and future outlook, it's not probable that you will reside in a property for a great length of time - and surely not the kind of time that is idyllic for long-term investment purposes. Think about your lifestyle. Buy in a location that makes sense. Stretch as you can, but don't plan too far ahead. Relationships, kids, career changes, family, and relocations all make for an indeterminate future. Buy with a "right here, right now" mentality, unless you have an unwavering commitment to hold onto the property long after you move out. More importantly, purchase sooner rather than later and launch yourself as an equity owner. And please don't think (or try) to time markets; it rarely works.

Here's the trouble - in recent years, Washingtonians came to believe that housing is a "can't lose" investment. Between you and me, it very much is. Building equity by paying down a mortgage - and the inherent rising values in the District - is a principal way to build wealth. That said, buyers *still* need to make smart decisions. It becomes extremely important to seek counsel with an expert who is knowledgeable about that market's pulse and has the ability to create a well-suited strategy with the buyer's needs in mind.

If nothing else, please remember this - you aren't buying your dream home. Strike a balance between a place you want to be, a place that aligns with your needs, and a place that looks to be a solid investment. I won't guarantee your first condo will make you a millionaire, but I will guarantee that you'll be in a much better financial position than the alternative. After all, in our hot housing markets, prices are healthy and consistently climbing. What's your excuse?

Hope. Desire. **Expect. Accomplish.**  
Rachel

## UNDER CONTRACT...

Lofts 11 - NoMa  
1125 11th Street NW #503

Logan Station - Logan Circle  
1204 R Street NW #107

Wardman Court - Columbia Heights  
1308 Clifton Street NW #116

The Allegro - Columbia Heights  
3460 14th Street NW #336

## RECENT SALES....

Logan Station - Logan Circle  
1204 R Street NW #108

Dupont Circle  
1904 R Street Drive #5

The Gibraltar - Adam's Morgan  
2305 18th Street NW #405

The Artisan - Chinatown  
915 E Street NW #311

Rock Creek Apartments - Silver Spring  
2410 Colston Drive #104

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## JUST INTRODUCED



## Want to know market activity in an area you are buying or selling?

Rachel recently invested in an innovative software product that offers friends of **The Atlantic Coast Connection** an unbelievable edge. Get a detailed report of selling prices, days-on-market and other real-time information, to gain a better understanding of the forces behind a local residential market. Use it to check out prices in your new neighborhood or as a tool to see what your home might be worth.

[Click here, just put in the address and get started!](#)

It's another example of...

**Higher Expectations.  
Impeccable Execution.**

## DC Condo Growth to Slow

The DC condominium supply chain will decrease significantly over the next 2 years, adding fewer new condominiums to the market than it has over the past 2 years and supplying only half the number of units that had previously been expected, according to data provided by DCRealEstate.com, a DC-based marketing firm and real estate brokerage.

The analysis shows that during the next 24 months, approximately 7600 condominium and coop units will become available for sale within the District as a result of new construction or apartment conversions, a forecast down markedly from the 13,000 new units that had been expected to be released over the 24-month period beginning January, 2006. An analysis of the market shows that many of the projects that had been expected to begin sales over the next two years had been delayed, canceled, or converted to rental units as a result of perceptions about the housing market's inability to absorb large additions to the housing supply.

[Read the full story..](#)

## This Month's Quick Lender Lesson

The national average credit score for a consumer with no late auto payments is 703, while the average score for a consumer with at least one late payment is 605. The national average credit score for a consumer with no late mortgage payments is 712, while the average score for a consumer with at least one late payment is 580. Lates on auto or mortgage payments **will seriously affect your chances of getting a loan** in the future!

**Sebastian Rivera**

Loan Officer / Ed Dean Team

George Mason Mortgage, LLC

703.934.4313 direct

703.300.1017 cell

*Se habla Español*

RACHEL VALENTINO & THE ATLANTIC COAST CONNECTION

**Higher Expectations.  
Impeccable Execution.**

*Thank You for referring your friends and colleagues!*