



RESIDENTIAL BROKERAGE

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Monday, May 19, 2008

Coldwell Banker Lake Ridge Sees Increase in April Sales

LAKE RIDGE, VA (Grassroots Newswire) 5/19/08 - According to George Lyons, branch vice president of Coldwell Banker Residential Brokerage in Lake Ridge, April saw an increase in home sales when compared with April 2007.

"We've seen a real uptick in home shoppers and homes going under contract," stated Lyons. "Housing prices in this area have adjusted to a point where they are very fair and the buyers are responding. As a result, people who couldn't afford a home a few years ago are coming back into the market."

Lyons said that traditional sellers are starting to understand today's market and are pricing their properties appropriately. As a result, he said, the Coldwell Banker Residential Brokerage office in Lake Ridge has seen a number of properties come in with multiple contracts.

"Buyers today are more educated than ever and they know a fair price when they see it. Likewise, traditional sellers are getting the picture when it comes to pricing. For the first time in a long time we are starting to see buyer and seller expectations coming into alignment and properties are starting to move," Lyons said.

Lyons added that the Coldwell Banker Residential Brokerage office in Lake Ridge has a number of agents who have already closed more volume in 2008 than in all of 2007.

"While it might not be enough to signal a turn in the market, there is no question that in April, buyers started to take notice and things are starting to move," Lyons concluded.

For more information on how Coldwell Banker Residential Brokerage can help you, contact the Lake Ridge office at (703) 690-2211, or visit www.cbmove.com.

Coldwell Banker Residential Brokerage, a leading residential real estate brokerage company in the mid-Atlantic, operates 64 offices with more than 3,500 sales associates serving the communities of the Greater Washington, D.C. Metro area, Maryland and Delaware. Coldwell Banker Residential Brokerage, www.cbmove.com, is part of NRT LLC, the nation's largest residential real estate brokerage company. NRT, a subsidiary of Realogy Corporation, operates Realogy's company-owned real estate brokerage offices

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