

A real estate consultant licensed in Virginia, Maryland, and Washington, D.C., I work strictly by referral. My success has hinged entirely on detailed, efficient service to clients like you.

Northern Virginia Association of REALTORS® Top Producers Club
Northern Virginia Multi-Million Dollar Sales Club

My approach to service stems from my unique background and business philosophy.

“Cary was very professional from the very beginning. He kept us informed throughout the whole entire selling process. Eventually...he helped us buy our next home. We will recommend him highly.”

– Dr. Deborah Jones & Dr. Gregory Miller

FINANCIAL GUIDANCE. A former controller in a large private accounting firm, I understand the financial impact of your home purchase or sale.

COMMITMENT. Finding the right new home or the right terms for sale requires a thorough understanding of your lifestyle and financial situation. I believe in developing lifetime relationships with my clients.

INDUSTRY AND BUSINESS KNOWLEDGE. My in-depth knowledge of market conditions allows you to make informed decisions.

ENERGY AND FOCUS. When you have questions or concerns, I will be there to address each one. Every detail of your buying or selling experience will be anticipated, planned, and expertly implemented.

STRATEGY. Within the context of the market and your personal and financial needs, I will help you set a price, find financing, and negotiate a contract.

PARTNERSHIP. My role will surpass that of guide and advisor. When work claims your attention, I will take care of the details for you.

HONESTY AND INTEGRITY. I will earn your trust.

{ WHETHER YOU'RE BUYING OR SELLING, I WILL REPRESENT YOU. }

ABOUT LONG & FOSTER

Long & Foster combines its resources as the largest real estate firm in the Mid-Atlantic region with the local knowledge and strong customer service characteristic of a small neighborhood company. Its top, customer-oriented agents can negotiate the best buying or selling price for your home.



You've lived in it as *your home*. Now prepare to sell it as *a house*.

“For the past three years I've had a business relationship with Mr. Cary Garcia. He was our realtor during the purchase and sale of our home. ...No detail was too small and nothing was overlooked. ...I would recommend Cary Garcia to anyone looking for a hard working and trustworthy professional.”

— Marc & Mona Lisa Gittleman



Selling a house requires more than a “For Sale” sign on the lawn. This is the time to develop a strategy to bring you the best price in the shortest possible time.

I offer a package of services that leads you through the entire selling process.

LISTING. Select the best price for your house based on market analyses, property characteristics, the competition, and the surrounding area.

PREPARATION. Stage your home to make the best impression. Find the resources you need for repairs or other modifications. Know when it's right to invest a little to bring a better price.

MARKETING. Target qualified buyers through listing services, virtual tours, advertisements, mailings, brochures, and other real estate agents.

OFFER AND CONTRACT. Negotiate a win-win situation for both you and the buyer, including buyer qualifications, price, terms, warranties, and contingencies.

INSPECTIONS. Prepare for inspection and determine the best response to your buyer's requests.

SETTLEMENT. Go to settlement prepared. Resolve issues quickly, and leave free and clear to move on to your next home.

HOME SELLING RESOURCES. Tap into my extensive network of professionals for the services you need: home inspectors, home maintenance and repair services, financial advisors, and others.

{ CONTACT ME TO SELL YOUR HOUSE! }

“If it wasn't for Cary's hard work, we would not have the house we are now living in. ...He was always patient, kind and informative. We knew that he was always on our side and trusted his judgment. He worked so tirelessly for us, without reservation. I highly recommend him to anyone looking for a house in the Washington area.”

— Daniel & Christine Mullins



It's not hard to find a house. But it takes skill and careful planning to find your home.

Finding your home is about finding not only the right house, but the right neighborhood and surrounding area for your lifestyle. It's about getting the price and financing that complements your financial situation. It's about protecting your interests.

I offer a package of services that leads you through the entire buying process.

HOME TOURS. See only listings with the right locations, features, styles, conditions, and prices.

FINANCING. Find suitable mortgage lenders, navigate the application process, and coordinate your funding sources.

OFFER AND CONTRACT. Negotiate a win-win situation for both you and the seller, including price, terms, warranties, and contingencies.

INSPECTIONS. Understand the results of your inspection and decide what to do about them.

SETTLEMENT. Go to settlement prepared. Resolve issues quickly, and leave free and clear to move into your new home.

HOME BUYING RESOURCES. Tap into my extensive network of professionals for the services you need: mortgage lenders, home inspectors, financial advisors, insurance agents, and others.

{ CONTACT ME TO FIND YOUR NEW HOME! }

Cary Garcia, Real Estate Consultant

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CARY GARCIA

REAL ESTATE CONSULTANT

TIME WELL SPENT. CLIENT WELL SERVED.