

TOP 1%
PRODUCER

LONG &
FOSTER
REAL ESTATE



HOME BUYING GUIDE

EVERYTHING YOU NEED TO
KNOW AS WE BEGIN THE HOME
BUYING JOURNEY TOGETHER



WELCOME

Let's get started!

Welcome to the exciting journey of home-buying! I'm thrilled to embark on this adventure with you.

As a seasoned REALTOR® I deeply understand that a home is more than just a structure; it's where your life's precious moments unfold. From family gatherings to quiet moments, your home is your sanctuary. That's why I'm honored to guide you through one of the most significant purchases of your life.

Choosing to work with me and the Michelle Yu Team means tapping into a wealth of expertise and cutting-edge technology; but what truly sets us apart is our unwavering commitment to personalized service.

With a track record of satisfied clients and a reputation for excellence, we pride ourselves on delivering results that surpass expectations.

In this guide, you'll gain insight into my approach, values, and the process we'll undertake together. Thank you for entrusting me with this important milestone in your life. Let's turn your homeownership dreams into reality, together.



Wiley

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WILEY DRAKE
— HOMES —



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04

OUR TEAM



Michelle Yu Team

Let MY Team Fulfill Your Dreams
of Long & Foster Real Estate

Buying a home is one of life's biggest milestones, and the Michelle Yu Team of Long & Foster is here to make the journey smooth, rewarding, and successful. Recognized as the #1 Real Estate Team in Potomac by sales volume* and ranked among the top 1% of agents nationwide, we combine market expertise with personalized guidance to deliver outstanding results.

**As ranked by Real Trends*

In-Depth Market Knowledge

With decades of combined experience in Potomac, Montgomery County, and the greater DMV, our team provides invaluable insight into each neighborhood's unique character, market trends, and investment potential. Whether you're seeking a family-friendly neighborhood or a luxury retreat, we help you find a home that suits your lifestyle and goals.

Tailored Support Every Step of the Way

Every buyer is unique. By listening closely to your preferences and needs, we streamline your search, ensuring an efficient and rewarding experience.

Industry-Leading Resources and Negotiation

Through Long & Foster and Forbes Global Properties, you gain access to exclusive listings, high-end marketing channels, and global reach. Paired with our proven negotiation strategies, this ensures you are well-positioned for success in today's market.

With the Michelle Yu Team, you gain more than an agent – you gain a trusted advocate backed by extensive resources and an unwavering commitment to your success.

BEST
WASHINGTONIAN
2025

Proven Success, Measurable Results

In today's competitive real estate market, success requires more than just finding the right property – it's about strategy, presentation, and negotiation. Our clients benefit from a proven track record of results that consistently exceed expectations.

Our Track Record

Top 1%

of Residential
Agents Nationwide

#1 Team

in Potomac Real Estate
by Sales Volume
(RealTrends)

1,500+

Combined Career
Transactions

Consistently achieving *over-asking prices* through strategic positioning

Average *days on market well below* local benchmarks

The Advantage of Working with Us

Unrivaled Local Expertise: Deep-rooted relationships and insight into Potomac, Bethesda, Rockville, and beyond

Masterful Negotiation: Protecting your equity and securing terms that align with your goals

Concierge-Level Service: From staging to move management, every detail is handled with care

Prestigious Global Network: Affiliation with Long & Foster and Forbes Global Properties for worldwide exposure

Buying a home is one of life's biggest milestones ...

and I believe it should feel exciting, not overwhelming. With over a decade in the housing industry – including seven years working directly with buyers and sellers – I've guided clients through every type of market, from competitive bidding wars to careful negotiations in shifting conditions.

What sets me apart is the way I approach each client relationship. I listen first. I want to understand not just the kind of home you're searching for, but the lifestyle, community, and future you're envisioning. Whether it's a family eager to secure a home before the school year, first-time buyers navigating the process for the very first time, or clients relocating to Montgomery County from across the country, I customize my strategy to meet your specific needs.

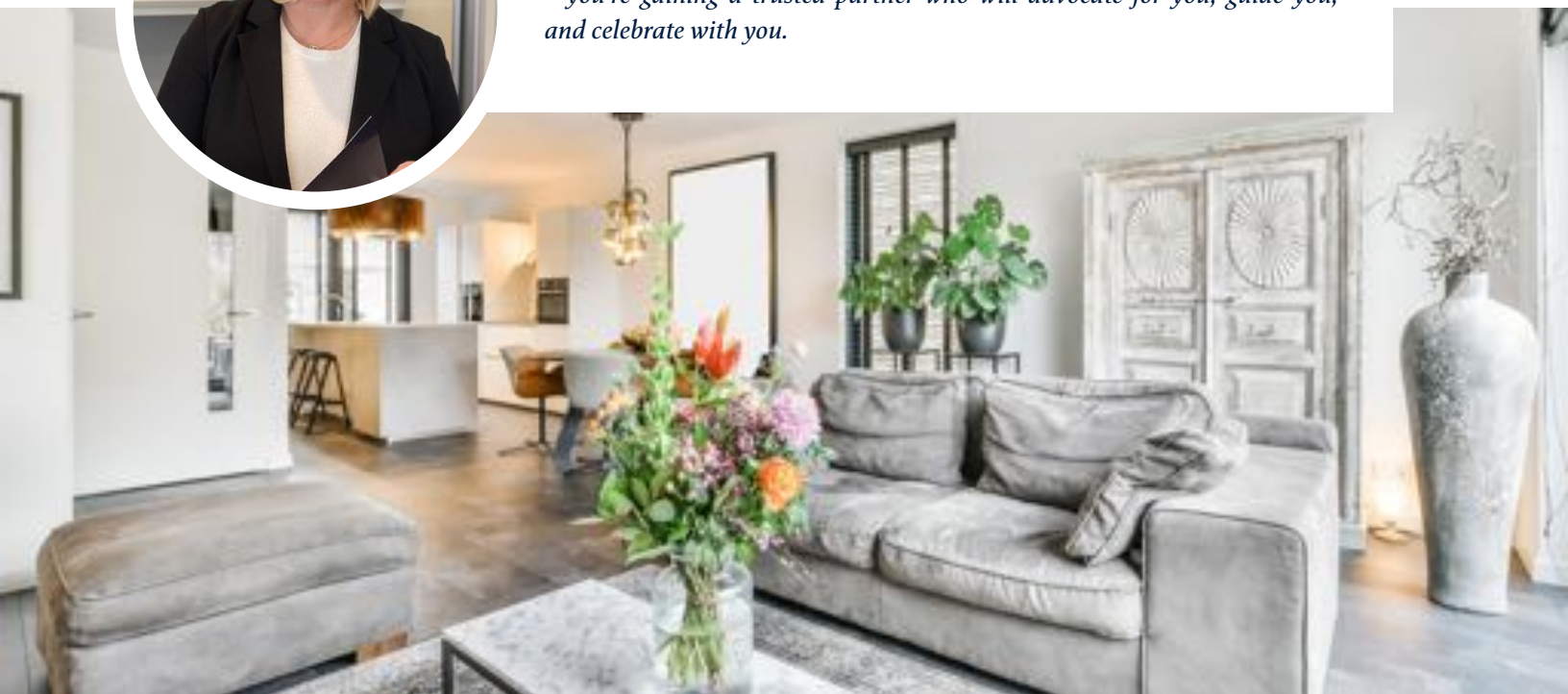
My clients describe me as patient, knowledgeable, and always responsive. I take pride in simplifying a complex process, offering clarity at every step, and ensuring you feel supported in making confident decisions. I also bring my love of design and renovations into the search process, helping buyers see not just what a home is, but what it could become.

As part of the Michelle Yu Team at Long & Foster, I provide access to an extensive network of off-market opportunities, top-tier vendors, and the collective expertise of one of the top-producing teams in the nation. This means you have every advantage in finding – and securing – the right home.

I've called Potomac home since 2005, raising my three boys here and building deep roots in the community. I know the neighborhoods, schools, and hidden gems of Montgomery County because I live them every day.



*When you work with me, you're not just getting an agent
– you're gaining a trusted partner who will advocate for you, guide you,
and celebrate with you.*





Trust. Family. Excellence

Trust is the foundation of who we are and what we do. We are more than a company, we are a family – loyal, respectful and supportive. Together, we set the standard for excellence, so we can better serve clients like you.

Technology Focused

From digital marketing initiatives to secure ways to conduct transactions electronically, we have the industry's best tools and resources which let us work smarter.

Full-Service Company

Our family of companies gives me a deep pool of expertise to draw from in all aspects of home sales; title, home warranty, insurance, moving and staging. If we encounter a challenge, there is a Long & Foster expert who stands ready to advise.

Listing Exposure

With our online syndication strategy, your home will have exposure to millions of potential buyers who are shopping for properties on our award-winning website and other popular sites like Zillow, Realtor.com and more.

Specialized Training

We receive ongoing training and education so that we stay equipped with the most up-to-date information to help sell your home.

Brand Visibility

Everyone recognizes our highly visible "For Sale" signs. They don't just signal to buyers that the home is for sale, they also say the home is represented by a quality broker who knows how to get to the closing table.

It's About You

It pays to be represented by the best equipped and best trained real estate professionals in the industry. From contract to closing, we will be there to help!

08 THE VALUE OF WORKING WITH A REALTOR®

Buying a home is one of life's biggest investments, and the right representation makes all the difference. As your dedicated REALTOR®, I bring more than market knowledge – I bring strategy, advocacy, and the resources you need for a seamless experience.

Market Expertise

From analyzing trends and data to uncovering hidden opportunities, I help you make confident, informed decisions.

Exclusive Access

Beyond the MLS, I provide entry to off-market and private listings you won't find online.

Negotiation Strength

With years of experience and daily practice, I advocate for your best interests at every stage of the deal.

Transaction Management

From contract to closing, I coordinate the details and deadlines so nothing is overlooked.

Trusted Resources

My network includes the best lenders, inspectors, contractors, and more – giving you access to professionals who ensure a smooth process.

Ongoing Support

My role doesn't end at closing. I remain a resource for service providers, market updates, and anything you need as a homeowner.

Why Buyer Agency Matters

Buyer agency is the legal and professional relationship that ensures your REALTOR® is working exclusively for you. As your fiduciary, I provide loyalty, confidentiality, and full disclosure – always putting your goals first. With the Michelle Yu Team, you also benefit from the strength of one of the top 1% teams nationwide, with over \$800 million in career sales.





BUYER AGENCY Q&A

Why is this important?



While most people buy or sell a home every 7-8 years, REALTORS® negotiate deals daily. Having an experienced advocate ensures your interests are protected and your goals achieved.

What is a Buyer Broker Agreement?



It's a written commitment that guarantees you receive dedicated, expert representation throughout your search and purchase. It outlines my responsibilities to you, the scope of our partnership, and how compensation is handled. With this agreement in place, you have peace of mind knowing I am working exclusively for you.

Who pays the Buyer's Agent?



Compensation is discussed upfront in the Buyer Broker Agreement. Typically, the seller pays the buyer's agent commission, but if not, we'll negotiate this as part of your offer.

Can I tour homes without signing?



No – legally, you must have a signed Buyer Broker Agreement to tour homes with a REALTOR®. This ensures both parties understand the commitment and protections in place.

HOME BUYING PROCESS

STEP 1

Finances

- Gather your documents
- Obtain pre-approval/proof of funds
- Confirm down payment funds
- Prepare for any additional costs

STEP 3

The Offer

- Write a strong offer on your favorite property
- Negotiate the terms & sign the contract
- Deposit the EMD
- Complete your loan application

STEP 5

Closing Time

- Title company conducts title search
- Receive Closing Disclosure/Clear to Close
- Wire funds to title company
- Conduct a final walk-through of property
- Closing day!

STEP 2

Home Search

- Create a Needs vs Wants List
- Preview potential properties online
- Schedule showings & view properties

STEP 4

Under Contract

- Conduct inspections
- Resolve/negotiate inspection issues
- Lender ordered appraisal
- Obtain homeowners insurance

The Mortgage Process

Once you've partnered with an agent, unless you're able to pay cash, the next step in the home buying process is to obtain a pre-approval from a reputable lender. Your pre-approval will state how much you're qualified to borrow, which will assist you in setting your budget accurately.

Before committing to a lender, it's important to ask them all of your questions to ensure they're the right fit for you. Remember, this is your home buying journey, and understanding the financing details is vital.

Questions to Ask Lenders

What type of loan do you recommend for me?

There's no one type of loan that's superior to another—but whichever you choose, you need to know why it's best for you and how it works.

Will my down payment vary based on the loan I choose?

If you're tight on cash, let your lender know. Loans vary in their down payment requirements.

What is the interest rate and annual percentage rate (APR)?

Everyone talks about the interest rate, but the APR is just as important. It combines the interest rate with the fees a lender charges to originate your loan.

Can I lock-in an interest rate?

If you think rates will be moving up soon, ask if you can lock in your rate for a set period of time.

What will my closing costs be?

Are they a part of my loan or will I pay them in cash at closing? Remember, closing costs are usually 3-6% of your loan value so you need to know how they'll be paid.

Costs to Consider

As a buyer, you're required to pay several out of pocket expenses before, or at, closing.

Earnest Money

This is your cash up front to show good faith that you plan on proceeding with the contract and abide by deadlines. In our market, earnest money deposits are commonly 3-5% of the purchase price.

Inspections

You should always exercise your option to have the physical condition of the property inspected. A general home inspection will cost you between \$600 and \$900. Don't forget to plan for the expense of any additional inspections you'd like to have - they can add up!

Appraisal

The exact amount is dependent on your loan type, but can range between \$500-\$800. This is an expense that is sometimes paid at the time of service and other times its paid at closing. Check with your lender about this.

Down Payment

Depending on the type and terms of your loan, your down payment may be anywhere between 0%-20+% of the home's sale price. A bigger down payment means smaller monthly payments and lowers interest expense for the life of the loan. A smaller down payment, on the other hand, may allow you to keep more cash liquid and available for an emergency.

Closing Costs

In addition to the down payment, you'll need to pay various fees for loan processing and other closing costs. These fees must be paid in full in cash at the time of settlement, unless your lender allows them to be included in your financing. Some examples of closing costs: property taxes, title insurance, appraisal fee (if not paid at time of service), recording fees, loan fees, property insurance and agent compensation.



Establishing Search Criteria

Before you begin the home search, it's essential to take some time and identify your needs, wants and deal-breakers. To help us focus on the things that are most important in your future home, make a list of your top priorities, such as location, size, style, and features. Consider the following factors:

Number of bedrooms & bathrooms

Outdoor space & landscaping

Proximity to work, schools & amenities

Future growth potential & resale value

Neighborhood & community characteristics

Be sure to differentiate between “must-haves” and “nice-to-haves”, and keep in mind that you may need to compromise on some items to stay within your budget. Additionally, consider your long-term plans and how they may impact your housing needs.



Needs

Wants

Searching Strategically Online

It's time to narrow down the listings and decide which ones to tour in person. Let's talk about best practices for searching online. You already know the sites (Realtor.com, Zillow, Redfin, Trulia), but how can you get the results you want from these powerful search engines?

Clearly define your search criteria

Clearly outline your preferences for location, size, amenities, and other essential features before starting your online search. This will help you narrow down options more efficiently.

Use search filters, but not too much

You don't want to restrict your search so much that you only have a handful of homes to tour. Keeping your wants vs. needs list in mind, start with a general search and then get more specific.

Set up property searches and alerts

To ensure you don't miss out on potential opportunities, take advantage of email alerts or notifications provided by online real estate platforms to stay updated on new listings that match your criteria.

If you find something that catches your eye, check out the google street view

Online pictures can be deceiving so a virtual 'walk down the street' will give you a better sense of the house and its surrounding area.

Don't completely write off a home because it's "Pending" or "Under Contract"

Pending contracts do sometimes fall through, so keep it on your list, especially if it checks all your boxes.

Explore home via virtual tours and photos

Virtual tours and high-quality photos offer a detailed glimpse into properties without physically visiting them. Take advantage of these features to narrow down your list and prioritize the homes that best meet your needs.

Explore and research different neighborhoods

In addition to exploring individual properties, research the neighborhoods they're located in. Consider factors such as school districts, safety, proximity to amenities, and future development plans to ensure the location meets your lifestyle needs.

Making the Most of Your Showings

You're ready to get inside the homes on your shortlist and see for yourself if one of them is soon-to-be your new address. Here are a few things to keep in mind as we're touring!



Before a showing, read over your wants vs. needs list and revisit your budget. Having this fresh in your mind will help you stay objective and focused. Take pictures and videos to jog your memory later and to help you process with friends and family.

Remember, you can't change the lot or the location of a property. You can change a LOT about a house, but not the lot it's sitting on! Location is important so make sure you give it consideration.

Don't let yourself get distracted by decor or staging. These things will be gone by the time you move in, so try to stay focused on the things that cannot be changed as easily.

Take your time. If a home makes a good first impression, let me know you're interested and that you'd like to spend a bit more time looking around. This is one of the most significant purchases you'll make so it's important to learn as much as you can while you're at the property.

Explore the neighborhood. Take a drive around the neighborhood to get a feel for the community. Assess amenities, proximity to schools, parks, and other facilities that are important to you. Visit the local grocery store to see who your neighbors will be.

Evaluate the property's potential and consider the home's potential for future expansion or renovation. Visualize how you can personalize the space to suit your needs and lifestyle.

Imagine your routines and daily life in the house. Consider factors such as the layout, flow between rooms, and functionality for your lifestyle.

Evaluate the storage space, including closets, cabinets, and garage/storage areas. Ensure there's ample room to accommodate your belongings and organizational needs.

Making a Strong Offer

The Offer

Once we've found 'the one', we'll work together to determine the **key details of your offer**. I'll guide you through this stage with personalized advice based on your goals, current market conditions, and a thorough analysis of the property.

To formally express your interest, I'll submit a written offer to the listing agent. The seller can **accept, reject, or respond with a counteroffer**—at which point I'll negotiate on your behalf to secure the best possible terms.

There are five main components typically negotiated: **purchase price, terms, contingencies, inclusions, and closing timeline or costs**. Once both parties agree and sign, the contract is considered "ratified" and becomes legally binding. From there, we'll move into the contingency periods and next steps.

Contingencies

A contingency is a negotiable provision included in a contract that allows a buyer (or seller) to cancel a purchase agreement; stating that certain events must occur, or certain conditions must be met within a time frame before the contract is executed. **There are many other contingencies that can be included in a sales contract, but these are the most common three:**

Inspection Contingency

A home inspection contingency is a clause in a real estate contract that allows the buyer to have the property inspected by a professional home inspector within a specified timeframe. This contingency gives the buyer the opportunity to identify any issues with the property's condition and negotiate repairs or adjustments to the purchase agreement based on the inspection findings.

Appraisal Contingency

An appraisal contingency allows the buyer to cancel the contract if the appraised value of the property is lower than the agreed-upon purchase price. This contingency protects the buyer (and their lender) by ensuring they're not obligated to proceed with the purchase if the property doesn't appraise for the expected amount.

Financing Contingency

A financing contingency is a contractual provision in a real estate purchase agreement that stipulates the purchase of the property is contingent upon the buyer securing financing from a lender within a specified timeframe. This contingency protects the buyer by allowing them to withdraw from the contract without penalty if they are unable to obtain suitable financing, ensuring their financial security throughout the transaction process.

How to Make An Offer Stand Out

We've found 'the one' - the perfect home that meets your needs. Now, it's time to write an offer that captures the seller's attention and stands out from the rest. In a competitive real estate market, making an offer that commands attention and entices the seller is essential. Here are some ideas for making an offer that leaves a lasting impression and increases your chances of offer acceptance:

In this competitive market let's make your first offer, your best offer!



Include a pre-approval letter that shows you're serious, qualified, and ready to purchase.

Put your best foot—and price—forward. You may only get one shot, so make it count. Use comps and trends as a guide, but go in with a strong number you know the seller will find favorable.

If you can pay "all cash," say so. When you don't need financing, your offer is less risky for a seller.

Propose to close quickly - or slowly - depending on what the seller needs. Be flexible!

Offer a free "rent-back" if the seller needs to stay in the home past the closing date.

Include an Escalation Clause which automatically increases your offer price by a specified amount above any competing offers, up to a predetermined limit.

Offering a larger Earnest Money Deposit demonstrates your commitment to the purchase and provides the seller with additional assurance of your seriousness as a buyer.

Waive contingencies wisely While it's important to protect your interests, consider waiving certain contingencies if you're comfortable doing so.

Be prepared to negotiate Anticipate that the seller may counter your initial offer, and be prepared to negotiate in good faith to reach a mutually beneficial agreement.

Offering to cover a portion or all of the seller's closing costs can sweeten the deal and make your offer more attractive, especially in a competitive market.

Demonstrate your financial strength by providing additional documentation, such as bank statements or proof of funds. This may help reassure the seller of your ability to secure financing and get to the closing table.

STEP 4: UNDER CONTRACT

You're Under Contract – Here's What Happens Next

Congratulations! Your offer has been accepted, and we're officially under contract on your new home. Take a moment to celebrate – then let's get to work!

<p>1. Review the Contract & Key Dates</p> <p>I'll send you a copy of the ratified contract for your records. We'll review important dates, contingencies, and deadlines so you know exactly what to expect.</p>	<p>6. Title & Survey</p> <p>The title company will conduct a title search to ensure there are no liens, unpaid taxes, or ownership disputes. Once clear, they'll issue a title insurance policy to protect you. If you'd like a survey, the title company can order one to confirm property boundaries.</p>
<p>2. Firm Up Financing</p> <p>You have 5 days from contract execution to begin your mortgage application. Contact your lender right away to finalize details and lock in your interest rate.</p>	<p>7. The Appraisal</p> <p>The lender will order an appraisal to confirm the property's value. If the appraisal comes in at or above the purchase price, we move forward. If it comes in lower, we'll revisit negotiations.</p>
<p>3. Secure Homeowners Insurance</p> <p>Within 7 days of ratification, contact insurance providers to arrange a homeowners policy. Your lender will require proof of insurance before final loan approval.</p>	<p>8. Final Loan Approval</p> <p>Several days before closing, you'll receive your Closing Disclosure and ALTA statement from the lender and title company. Once the underwriter signs off, you'll be Clear to Close! Now it's time to wire the remaining funds to the title company.</p>
<p>4. Earnest Money Deposit</p> <p>Deliver your Earnest Money Deposit to the title company (<i>via wire or check</i>) by the deadline in your contract.</p>	<p>9. Final Walk-Through</p> <p>The day before closing we'll do a final walk-through to confirm the home is in the agreed-upon condition and any negotiated repairs are complete.</p>
<p>5. Inspections & Repairs</p> <p>If inspections are part of your contract, we'll coordinate and schedule them quickly. Once the inspection report comes in, we may negotiate repairs or credits with the seller.</p>	<p>10. Closing Day</p> <p>At the closing table, you'll sign your loan documents and the title transfer paperwork. Once complete – the home is officially yours!</p>

Time to get your keys! – You're a Homeowner!



"...We had no idea what we needed to do in order to buy a house, and Wiley made the process easy, gave us great advice, answered all our questions, and was always responsive. She was always professional and patient with us and not only helped us with the paperwork, but helped us feel comfortable with our decision-making every step of the way..."

S. Lipkin - Buyer in Rockville



"...There are a few top-of-class performers in every industry. Wiley is top-of-class! She is the epitome of clarity, good listening, good counseling, smart perspective, responsiveness, intelligence, energy, research, follow-up and cordiality. She referred me to a wonderful REALTOR® out of her area for my sale. And she guided me patiently and brilliantly to and through my purchase. Thank you most sincerely, Wiley, for our relationship!! We are so very happy in our home."

P.Smith - Buyer in Gaithersburg



"Wiley was...very helpful in helping me purchase my townhouse. She was patient as we went over several options when I was looking for a house in Montgomery County. She was easy to work with and was very knowledgeable."

R. Mangusun - Buyer in Gaithersburg



Potomac Colonial – Competitive School District

Challenge: A family relocating to Potomac was determined to move into a specific neighborhood before the new school year. In a highly competitive market, they had already lost out on multiple homes to stronger offers.

Solution: Shifted strategy to include pre-inspections for faster, cleaner offers and added a free rent-back period to give sellers flexibility. They also switched to a trusted lender I recommended who could close more quickly, making our offer stand out in terms of both terms and timeline.

Outcome: Secured the perfect home in their target neighborhood before the first day of school, beating multiple offers and avoiding a bidding war.

Gaithersburg Split-level – First-Time Home Buyers

Challenge: A couple relocating to Maryland wanted to purchase their first home in Gaithersburg. They were still living out of state, making it difficult to view properties quickly in a competitive market.

Solution: Provided virtual showings for new listings, gave them real-time guidance on the pros and cons of each home, and positioned them to act fast. Developed a strong offer strategy that balanced competitiveness with budget protection.

Outcome: Found and secured their ideal home within weeks of beginning the search, allowing them to settle in and start their new jobs with no temporary housing needed.

Rockville Rambler – VA Buyer

Challenge: A military veteran wanted to use their VA home loan benefit to purchase a home in a competitive market where sellers often preferred conventional or cash offers. They needed a property that met VA appraisal requirements without compromising on location or features.

Solution: Identified properties likely to pass VA appraisal and worked closely with the listing agents to address any concerns about VA financing upfront. Strengthened the offer with flexible terms, a competitive price, and clear communication about the buyer's strong financial position.

Outcome: Secured the perfect home in their preferred location, allowing them to use their VA benefit and move in on schedule.

Don't Fall Into These Traps!

Not getting pre-approved

Is a home purchase in your near future? You will not be able to write an offer on a home that you love without a pre-approval, so your initial step should be to speak with a qualified lender about how much you can afford to spend. This one step will save you considerable time by allowing you to preview homes you can confidently afford, rather than pursuing properties outside your price range. If you don't already have a lender you trust, don't worry – I have several, local lenders I can recommend!

Not creating (and adhering to) a budget

Before you begin your home search, you should consider creating a practical working budget. A good rule of thumb is to allocate no more than a third of your monthly household income to housing costs, including mortgage principal, interest, insurance, and taxes.

Believing you will get everything on your wish list

Many home buyers make the mistake of being too specific when searching for their ideal property. Prior to previewing homes, you might create a needs/wants list to guide you. Possible "must haves": location, square footage, or accessibility to transportation. Possible "wants": new kitchen appliances, big trees and a fenced backyard, or walk-in closet. Understand that a certain amount of flexibility along the way is essential as you aim to meet your needs while staying within your budget.

Ignoring resale value

Even now, as you're just beginning the home buying process, it's wise to consider the prospect of selling the home you hope to purchase. Life is full of surprises, whether you're having another child, transferring jobs, or taking care of a relative. Remember, as a buyer yourself, to account for the preferences of future buyers of your new home. The plans you make now will have a significant impact on your ability to move forward with ease and confidence down the road.

Making large purchases before closing

Making significant purchases, such as buying a car or furniture, before closing on your home loan can negatively impact your credit score and debt-to-income ratio, potentially jeopardizing your mortgage approval.

Ignoring hidden costs

Underestimating the additional expenses associated with homeownership, such as property taxes, insurance, maintenance, and utilities, can strain your budget. It's crucial to factor in these costs when determining what you can afford.

Neglecting to research neighborhoods

Overlooking the importance of researching neighborhoods can result in purchasing a home in an area that doesn't meet your lifestyle needs or future aspirations. Take the time to explore the neighborhood's amenities, schools, safety, and potential for appreciation.

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RECOMMENDED RESOURCES

Lenders

Prosperity Home Mortgage
Kim Cox
(240) 447.9289
kim.cox@phmloans.com
www.phmloans.com

FitzGerald Financial Group
Donna Hubbard
(301) 219.7793
donna.hubbard@fitzgeraldfinancial.net
www.fitzgeraldfinancial.net

First Home Mortgage
Scott Story
(301) 275.8660
sstory@firsthome.com
www.scottstoryloans.com

Title

RGS Title
Helen Dankos
(240) 418.6648
Helen@rgstitle.com
www.rgs.com

Universal Title
Joe Bruno
(707) 344.0546
jbruno@universaltitle.com
www.universaltitle.com

Home Inspectors

Protec Inspections
(301) 972.8531
www.protec-inspections.com

Insight Inspections
(833) 737.7739
www.insightinspections.com

Pest Inspectors

American Pest
(240) 608.2819
www.americanpest.net

Pest Now
(877) 284.2466
www.pestnow.com

In addition to the partners listed here, I maintain an extensive list of trusted vendors and resources – from inspectors and lenders to painters, movers, and beyond – all available exclusively to my clients.



READY TO GET STARTED?

LET'S FIND YOUR NEW HOME!



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HOMES

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Michelle Yu Team

Let MY Team Fulfill Your Dreams
of Long & Foster Real Estate

SCAN QR CODE
TO ACCESS..







My Website



My Instagram



My Youtube

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