

# The Cardinal Flyer

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## August Events Calendar

**Aug 3-5: Statewide Tax-Free Weekend:** buy qualifying school supplies, clothing, footwear, hurricane and emergency preparedness items, and Energy Star and WaterSense products without paying sales tax.

(<https://www.tax.virginia.gov/virginia-sales-tax-holiday>)

**Aug 4, 11, 18, 25: Reels on the Ramp:** Udvar-hazy Air and Space Center. Enjoy a family movie night under the stars while watching a movie (rated PG or G) on the Udvar-Hazy Center's outdoor airplane ramp at this inaugural series! Doors open at 8:00 pm and the movie will start at 9:00 pm.

(<https://airandspace.si.edu/event-series/reels-ramp>)

**Aug 4-5: Peach Daze Festival:** Great Country, Farms, Bluemont. Come and enjoy the fruit in great food and drink at this full collaboration between Bluemont Vineyard, Dirt Farm Brewing, and Great Country Farms.

(<http://greatcountryfarms.com/festivals-events/peach-fuzztival>)

**Aug 15-19: Arlington County Fair:** The free fair includes competitive exhibits from bees wax to photography; a Kids Court with face painting, moon bounce, and special activities; carnival rides, and a midway; live entertainment; and more. ([arlingtoncountyfair.us](http://arlingtoncountyfair.us))

**Aug 18-27: Alexandria Restaurant Week:** Enjoy tasty deals during Alexandria's Summer Restaurant Week, with more than 60 restaurants offering a \$35 three-course dinner or a \$35 dinner for two. Many restaurants will also offer \$10, \$15 or \$20 per person lunch specials.

(<https://www.visitalexandriava.com/restaurants/restaurant-week/>)

**Aug 25: Ballyshanners Irish Festival:** Alexandria, VA. Enjoy a variety of vendors, crafts, food and beverages, pipe bands, Irish Dance Schools, and Irish entertainment at Waterfront Park, 11:00 – 7:00.

(<http://www.ballyshanners.org>)

## Thinking of Buying a Home? Get My Free Guide



Buying a home is a complex process with many factors to consider.

Prepare for the decisions you'll need to make along the way by requesting my free report, "10 Easy Steps to Buying a Home."

Just call me at 571-207-0890 and I'll send it right out to you.

## Could Driverless Cars Drive Real Estate Values?

Imagine a world where humans never have to worry about wasted commute times. Imagine being able to use that time to work, spend quality time with your kids, plan dinner, or catch up on some much-needed z's.

Sounds magical, doesn't it? That magic could be coming to a street near you, as driverless cars are poised to become mainstream technology worldwide.

As Tesla, GM, and BMW clamber to get their fleets on the streets, these autonomous cars could have a far-reaching effect on industries other than auto.

When the human is removed from behind the wheel, the potential for error diminishes. Therefore, safety precautions such as auto insurance, parking tickets, speed traps, and law enforcement may no longer be needed.

These vehicles could also have a significant impact on the real estate market. When autonomous cars become the new norm, public transit will no longer be the go-to for those who are unable to drive.

The loss of public transit could have a domino effect on the real estate industry, since cities would no longer be built around transit systems.

What was once considered less desirable residential real estate may become more popular *because* of the distance from transit hubs. According to an article in *Forbes*, these areas could offer a "greater appeal [that] could translate into increasing demand and rising property values."

The long-reaching impact these cars will have on society is still being mapped, but it should make for an interesting ride.

# Is Good Health Part of Your Genetic Makeup?

The growing cultural interest in unearthing family histories could be good for your health. Your family's medical history can help reveal what diseases you may be at risk for developing and help you plan a good lifestyle to prevent them.

Ailments including asthma, heart disease, high cholesterol, diabetes and cancer can run in families. To determine whether these might be in your genes, research your family's medical history. Read death certificates and medical records, if available. Pay attention to the ages of death and the causes of death. Notice whether more than one close family member has the same disease and whether family members develop diseases at a younger-than-usual age. Some combinations of diseases in the same family can also be dangerous: heart disease and diabetes, or breast and ovarian cancer.

## Quick Quiz

Each month I'll give you a new question.

Just email me at [adrienne@adriennegreen.com](mailto:adrienne@adriennegreen.com) or call 571-207-0890 for the answer.

The word "family" originates from the Latin word "famulus," which means what?

## Thanks for All Your Referrals!

I succeed when people like you refer me to your friends, neighbors and loved ones. It's the best kind of feedback I can receive.

So thanks for continuing to pass this newsletter on to people you care about.

Genes can also impact your mental health. Bipolar disease can run in families. Researchers are investigating whether depression can also be hereditary. If a close family member has or had Alzheimer's, your risk increases. Research into the genetic links of dementia and Alzheimer's is fairly new, but it's important information to know.

Genetics can be a factor in non-life-threatening diseases as well. Glaucoma, for example, can run in families. If you have a family history of glaucoma, make sure you get your eyes tested regularly, including for glaucoma.

Your family history can help you determine what genetic tests you want to pursue and can help guide a strategic healthy lifestyle. You can't change your genes, but you can control your diet and exercise.

## Wondering How Much Your Home Is Worth?

How has the price of your home changed in today's market? How much are other homes in your neighborhood selling for?

If you're wondering what's happening to prices in your area, or you're thinking about selling your house, I'll be able to help. Just give my office a call for a no-fuss, professional evaluation.

I won't try to push you into listing with me or waste your time. I'll just give you the honest facts about your home and its value. And maybe I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

Just give me a call at 571-207-0890 to arrange an appointment.

Alternatively, stop by at the office. The address is on the back page of this newsletter.



## 3 Tips about Financing

1. Financing is the most important piece. Do it early. Nothing is more important than the financing for their home. Buyers may commit to 30-year mortgage terms, so it's crucial to select the best option up front and do it early in the homebuying process. By waiting until later, homebuyers may sacrifice thousands of dollars. Money is on the line – don't wait to secure financing.

2. Filing your taxes? Wait until your lender can take a look. If your client plans on filing their taxes during the homebuying process, it may be beneficial to have the lender take a look first. The lender can share their expertise to help you get your buyer in to the right house at the right price and may be the difference between buying their home this year vs. next year. Don't let them file without lender approval.

3. The lender letter matters. It's a competitive market. When the seller receives multiple offers on a home, the lender your buyer has chosen may make the difference in whether that seller accepts the offer. Certain lenders have established names that carry trust. Make sure the seller receives an offer letter from a reputable lender. Strength of letter and reputation of the lender are paramount.

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# Northern Virginia Real Estate Market Statistics

## Sold Summary

	Jun 2018	Jun 2017	% Change
Sold Dollar Volume	\$2,442,628,936	\$2,508,293,947	-2.62%
Avg Sold Price	\$542,204	\$534,020	1.53%
Median Sold Price	\$485,000	\$469,000	3.41%
Units Sold	4,505	4,697	-4.09%
Avg Days on Market	26	32	-18.75%
Avg List Price for Solds	\$546,054	\$540,375	1.05%
Avg SP to OLP Ratio	98.9%	98.4%	0.56%
Ratio of Avg SP to Avg OLP	98.8%	97.9%	0.89%
Attached Avg Sold Price	\$404,153	\$391,182	3.32%
Detached Avg Sold Price	\$670,272	\$661,711	1.29%
Attached Units Sold	2,168	2,217	-2.21%
Detached Units Sold	2,337	2,480	-5.77%

### Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

## Inventory

	Jun 2018	Jun 2017	% Change
Active Listings	7,017	7,881	-10.96%
New Listings	5,274	5,634	-6.39%
New Under Contracts	1,590	1,455	9.28%
New Contingents	2,473	2,736	-9.61%
New Pendings	4,063	4,191	-3.05%
All Pendings	5,006	5,502	-9.01%

## Financing (Sold)

Assumption	2
Cash	428
Conventional	2,782
FHA	432
Other	194
Owner	1
VA	666

## Days on Market (Sold)

0	297
1 to 10	2,133
11 to 20	734
21 to 30	398
31 to 60	549
61 to 90	187
91 to 120	55
121 to 180	48
181 to 360	82
361 to 720	17
721+	5

## Avoid Back-to-School Blues

Back-to-school anxiety hits nearly every household. If yours is included, don't despair. You can spin this time into a positive experience for you and your youngster. Whether your child is starting school for the very first time or heading off to college for another semester, you may need to help him or her cope with the transition. What's more, you too may be feeling a touch of the blues.

Thousands of internet sites offer useful tips for helping your kids transition — tips like gathering the family and marking the calendar, designating an official end-of-summer date, and rolling back bedtime a week or two before school starts.

But what about you? In *FAMIFI*, Elizabeth Reid suggests you start a back-to-school tradition like a special family dinner or night out. It's also a time for you to reassess your time — and the freedom you may suddenly have available. You might volunteer, take a course, pamper yourself, or catch up with friends. Fix these dates in your calendar now for good things to anticipate.

Writes Reid, "The first day of school will never be my favorite day. However, by focusing on making the school year a positive experience for my children, I have in turn helped myself as well."

## School Supplies: From Chalk to Chrome

What's on the school supply list this fall? You may find that the required items are not what they used to be.

Backpacks are a great example. These weren't popular until the 1980s, and technological advances may make them obsolete again. Until the mid-1900s, students carried school supplies by hand or held together with belts, and they didn't have much to bring. Individual tablets of writing paper and notebooks

didn't become popular until the 1950s. In the 1970s, binders became popular, making backpacks necessary.

But technological advances may turn back the clock. Students can now write and store assignments on tablets and other devices. Tablets and smartphones may make textbooks, notebooks, calculators, and other supplies redundant. It seems the backpack's days are numbered.

## Ask the Agent: This Month's Question

### How Can I Quickly Boost My Home's Curb Appeal?

Every seller wants a great offer ASAP, but some are in a bigger hurry than others. If you need to get your home on the market quickly, and you know it needs some exterior TLC, try these tips.

First, create an inviting entry. Your front door makes a first, and lasting, impression. If you don't have time to repaint the entire house, at least paint the front door. If they're worn, replace the kickplate and doorknob (or shine them to like-new condition). Replace tired welcome mats. Next, spruce up your landscaping. Keep your lawn well-manicured. Add seasonal flowers to your walkway and porch. Ensure all fixtures have working light bulbs and provide sufficient illumination.

To make sure you've covered the most important aspects, take the same stroll a buyer will make from your parking area to your front door. Does anything stand out (negatively)? If so, do what needs to be done to make it more

		4	2			3		7
		5					2	6
					6			
3	9			1		4	7	2
	4						6	
1	7	6		3			9	8
			8					
7	6					2		
8		3			4	7		

**Sudoku instructions:** Complete the 9 × 9 grid so that each row, each column and each of the nine 3 × 3 boxes contains the digits 1 through 9. Contact me for the solution!

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## Sweet and Sour Broccoli Salad

Perfect for busy back-to-school days. It's easy to throw together, and it keeps well, so it can be made in advance for a quick dinner.

Serves 4

- 1 large head broccoli, raw
- 1/3 cup slivered almonds, toasted
- 1/2 cup cooked, crumbled bacon (optional)
- 1 1/2 cups chopped celery
- 1 1/2 cups halved green grapes
- 1 bunch of spring onions, green and white parts sliced
- 1 cup raisins
- 3/4 cup mayonnaise
- 3/4 cup yogurt
- 1/4 cup sugar
- 2 tablespoons vinegar

Break raw broccoli into florets and place in a large bowl. Add almonds, bacon, celery, grapes, spring onion, and raisins.

For the dressing, combine remaining ingredients and pour over broccoli mixture. Toss, and serve at room temperature.

Add rotisserie chicken, cubed ham, or canned garbanzo beans for a delicious twist!

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