

# THE CARDINAL

# flyer

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**Samson**  
Properties

## OCTOBER EVENTS CALENDAR

**Oct. 5-7: Mid-Atlantic Tiny House Expo** (West Friendship, MD). Whether you're already living the dream, or planning to build or purchase a tiny house, this event is for you. ([tinyhouseexpos.com/show-info/](http://tinyhouseexpos.com/show-info/))

**Oct. 7, 14, 21, 28: Carriage Rides at Greenhill Winery** (Middleburg). Every Sunday afternoon from Aug 12th to November 4th, families and couples have the opportunity to explore the gorgeous landscape of Greenhill Winery and Vineyards in a carriage. The event is free and open to everyone! ([greenhillvineyards.com](http://greenhillvineyards.com))

**Oct 13: Reston Home Tour** (Reston). The Reston Historic Trust & Museum's 17th Annual Reston Home Tour focuses on six homes that have undergone major redesign in the form of renovations, additions, complete remodels, extensive landscaping, hardscaping and interior decor. These homes, each offering a unique Reston flair, are sure to get your design juices flowing! ([restonmuseum.org](http://restonmuseum.org))

**Oct. 21-22: Loudoun Farms Fall Farm Tour.** (Loudoun County). Spend a weekend in the country visiting Loudoun County farms. The twice-annual Loudoun Farm Tours attract thousands of visitors from across the country to the beautiful Loudoun Valleys, with views of the Blue Ridge and Short Hill mountains all just minutes west of Washington-Dulles International Airport. ([loudounfarms.org](http://loudounfarms.org))

**Oct. 26: BOO-stravaganza** (Herndon). Celebrate the Halloween season with this variety event at Frying Pan Farm Park. Attendees enjoy a variety of themed games, go trick-or-treating to animals, and enjoy a wagon ride. ([fairfaxcounty.gov/parks/frying-pan-park](http://fairfaxcounty.gov/parks/frying-pan-park))

**Oct. 28: Del Ray Halloween Parade** (Alexandria). Don your best Halloween costume and join thousands of participants in one of Del Ray's favorite traditions. The annual Del Ray Halloween Parade welcomes children, pets, and strollers in costumes to march and show off their finest and scariest Halloween garb. Prizes are awarded in multiple categories including Best Decorated Stroller and Best Pet Costume. 2:00 – 4:00. ([visitdelray.com/halloween](http://visitdelray.com/halloween))



## ARE YOU SELLING YOUR HOME? GET MY FREE GUIDE.

Buying your first home is a big step, and one that is likely to impact your financial future for years to come.

Make it easier by requesting my free guide, "How First-Timers Can Make a Wise Buy."

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

## BIG-TICKET ITEMS: WHEN'S THE BEST TIME TO BUY?

From furniture to refrigerators, big-ticket items are often a major consideration during the home-buying process.

For sellers, investing in some upgrades could make their home more attractive than the competition. Buyers settling into a home may be on the hunt for good deals to fill their new space.

On either side of the transaction, it's helpful to know when and what to buy to get the most bang for your buck. Here's the scoop.

**Kitchens sell homes:** Sellers, keep this in mind if you're wondering where to invest your dollars to boost your home's appeal. If your kitchen features outdated appliances, spend the budget here rather than in the laundry room or guest bedroom. Consult with your real estate agent to determine the best upgrades for your price range and budget.

**Seasons offer savings:** If you have some flexibility with the timing of your purchase, look for big-ticket items when they are most likely to be on sale. Appliance manufacturers typically introduce new models in the fall, so consumers can often find good deals on previous models at this time. The exception to this trend is refrigerators, which are usually marked down in the spring. To furnish a new home, try to hold off until January or July. These months generally see the most furniture sales.

**Discounts are available:** As you shop, watch for potential discounts. If a store is selling floor models, you may be able to get a great deal. Many stores also offer competitor price matching. Lastly, look for savings even after you buy. Some retailers offer price adjustments if your item is reduced soon after your purchase.

## What's Causing Those Spooky Sounds and Smells?

Article From HouseLogic.com

By: John Riha

Published: October 27, 2011

### Creaking and Popping in the Night

The many materials that make up your house -- wood framing, plywood, glass, metal ducts, nails, plumbing pipes -- all expand and contract at different rates.

When a house cools at night, these materials may move slightly, rubbing against each other and making noises. Occasionally, they'll contract with an audible pop.

These sounds tend to be more noticeable in fall, when warm days give way to rapidly cooling nights. The bad news? Not much you can do about it. The good news? Those sounds are harmless and normal.

### Zombie Odor

It's either time to throw out the garbage, or you'd better call your gas utility to check on your gas lines and connections.

Natural gas is odorless, but natural gas suppliers add a foul-smelling odorant -- butyl mercaptan -- to alert occupants to any leaks. The smell is like rotten eggs.

Leaks can occur at your gas-fired water heater, fireplace, clothes dryer, and any gas line. Leaking natural gas is potentially dangerous -- leave the house and call your natural gas provider to assess the situation. Most utility companies perform safety checks for free.

### Footsteps in the Attic

Amplified by an unfinished attic space, a raccoon or even a good-size squirrel on your roof might sound like an ax murderer is doing the polka overhead.

These rooftop transits are normal for critters -- roofs offer a nice long unobstructed highway.

Make sure your soffit, rafter, and gable roof vents are covered with screens and in good shape, or your rooftop buddies might find their way into your attic for real. Trim back branches that provide critters easy access to your roof.

### Something's Burning

You can smell the odor of burnt wood, but the smoke detectors aren't going off and there's no smoke in the house. The culprit could be your fireplace -- even if you haven't had a fire for days.

The probable cause is a drafty chimney and negative air pressure in your home, meaning that outside air is infiltrating down your chimney, bringing stale burnt smells with it.

Stop drafts by making sure your damper has a good seal. Regulate air pressure by adding more cold air return ducts to your HVAC system. You'll get rid of the odor and save on your energy bill, too.

### Moaning and Clattering

These classic spooky sounds often show up when the wind blows and there's a storm brewing.

Vents for clothes dryers, bathrooms, and water heaters exit out the roof or the side of the house. To prevent backdrafts, these vents have dampers -- flaps designed to let vented air out and prevent outside air from coming in. These flaps sometimes move and rattle in high winds.

Because dampers often are located in attics or in between floor joists, the sound can be difficult to pinpoint. You may need a new damper (\$85).

## RENT VS. BUY

When searching for a home, one question that comes up frequently is if you should rent or buy. This will largely depend on your unique financial situation, and each may have its distinct advantages. Do you plan to move in a few years? Does the neighborhood or community you've decided to settle in align with your long-term goals? Questions like this will help shape your decision.

Renting's biggest advantage is its flexibility. You have the ability to move after your lease is up, and you are not tied into a long-term mortgage commitment. If, for example, your career requires you to move, renting a property can be ideal for those who need to relocate. Or, if you plan to move to a new city in 1-2 years, renting may be the better option for you.

As flexible as renting can be, owning a home offers a variety of long-term benefits including predictability, security, equity, and potential growth in personal wealth. If the value of your property appreciates over time, your personal wealth will increase as well, though this is not guaranteed and dependent on economic conditions.

Being a homeowner also allows you full creative control over your property as opposed to if you were renting. When you own your property, you have the freedom to make changes to the home. If you're interested in a kitchen makeover, or you'd like to add a new deck as an addition to your home, you have the ability to make these modifications on a home that you own. These modifications would otherwise be off the table with a rental, given that the landlord of the property would need to give permission for any modifications.

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# NORTHERN VIRGINIA REAL ESTATE MARKET STATISTICS

## Sold Summary

|                            | Aug 2018        | Aug 2017        | % Change |
|----------------------------|-----------------|-----------------|----------|
| Sold Dollar Volume         | \$1,887,527,466 | \$1,844,046,043 | 2.36%    |
| Avg Sold Price             | \$528,571       | \$517,119       | 2.21%    |
| Median Sold Price          | \$460,000       | \$453,500       | 1.43%    |
| Units Sold                 | 3,571           | 3,566           | 0.14%    |
| Avg Days on Market         | 34              | 41              | -17.07%  |
| Avg List Price for Solds   | \$534,047       | \$523,745       | 1.97%    |
| Avg SP to OLP Ratio        | 98.1%           | 97.7%           | 0.40%    |
| Ratio of Avg SP to Avg OLP | 97.8%           | 97.3%           | 0.58%    |
| Attached Avg Sold Price    | \$399,390       | \$379,082       | 5.36%    |
| Detached Avg Sold Price    | \$667,435       | \$651,942       | 2.38%    |
| Attached Units Sold        | 1,850           | 1,762           | 4.99%    |
| Detached Units Sold        | 1,721           | 1,804           | -4.60%   |

### 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

|                     | Aug 2018 | Aug 2017 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 7,048    | 7,622    | -7.53%   |
| New Listings        | 4,396    | 4,343    | 1.22%    |
| New Under Contracts | 1,365    | 1,297    | 5.24%    |
| New Contingents     | 1,741    | 2,019    | -13.77%  |
| New Pendings        | 3,106    | 3,316    | -6.33%   |
| All Pendings        | 3,498    | 4,100    | -14.68%  |

## Financing (Sold)

|              |       |
|--------------|-------|
| Assumption   | 1     |
| Cash         | 373   |
| Conventional | 2,245 |
| FHA          | 373   |
| Other        | 143   |
| Owner        | 2     |
| VA           | 434   |

## Days on Market (Sold)

|            |       |
|------------|-------|
| 0          | 204   |
| 1 to 10    | 1,311 |
| 11 to 20   | 557   |
| 21 to 30   | 350   |
| 31 to 60   | 548   |
| 61 to 90   | 295   |
| 91 to 120  | 147   |
| 121 to 180 | 79    |
| 181 to 360 | 66    |
| 361 to 720 | 12    |
| 721+       | 2     |

## CAN'T GET THE KIDS OUT OF BED? TRY THESE TIPS

Getting stubborn kids out of bed in the morning can be a real challenge – especially after the lazy days of summer. Scientists report that everyone has a built-in preference, or biological clock. So, while some kids are naturally early risers, others brighten up as the day wears on. If your child falls in the latter category, use the following tips for getting tired kids out of bed in time for school.

**Know your kid** – and build their needs into their morning routine.

**Be sure they're getting enough sleep** – by accommodating an earlier wake-up time with an earlier bedtime.

**Wake them with love** – instead of drama. A “good morning; I love you” works wonders.

**Use music** – sing, set the radio to their favorite station, or create a playlist you know they'll like. Start the music a few minutes early so your kid can enjoy the music and prepare for getting up.

**Bake something yummy** – to fill the house with irresistible aromas that will pull kids, nose-first, from their beds.

## TAKE THE STRESS OUT OF YOUR NEXT FLIGHT

The stress of navigating airports can make you dread booking a vacation. Here's how to reduce the pressure.

Know how to get to connecting flights quickly. Check which gate your connecting flight is departing from before you fly. If you don't think you'll make it to your gate on time, call the airline in advance.

For international travel, download translation apps to reduce language barriers with customs officials, airport staff, and other travelers.

Consider becoming a frequent flyer so you can avoid lines or get special offers. Ask for priority check-in.

Pack light so you won't be carrying heavy luggage with you, but bring enough books, snacks, or other items to help make waiting in the airport enjoyable.

## ASK THE AGENT: *THIS MONTH'S QUESTION*

**WHAT IS THE FIRST STEP I SHOULD TAKE IF I WANT TO BUY A HOME?**

Purchasing a home involves multiple steps. Buyers will be viewing homes, choosing a home, making arrangements for moving, and possibly selling a current residence. With so much to do, where should buyers start?

Before any of this process begins, buyers should get preapproved by a lender. This involves consulting with a mortgage professional to determine how much the buyer can afford to purchase. It is essential to start here. Why? First, it gives buyers realistic parameters for their search. No one wants to view and fall in love with a home they can't buy due to financing issues. With a practical price range in mind, buyers can partner with a real estate agent to consider appropriate homes. Secondly, a preapproval will strengthen any offers the buyer makes. If sellers can confirm the offer is from a qualified buyer, they are more likely to take it seriously and be willing to negotiate.



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

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**Thanks for reading! If you'd like to tell me what you think about this newsletter, or if you're thinking of buying or selling real estate, please get in touch.**

**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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