

THE CARDINAL

flyer

BROUGHT TO YOU BY—

Adrienne Green
REALTOR

BEWARE OF THIS COMMON PET OWNER MISTAKE

We humans aren't the only ones who need to watch our waistlines. Maintaining a healthy weight is essential for a long and fulfilling life for our pets, too. But they don't have control over their weight; we, the pet owners, do, and we often overfeed our four-legged friends.

In an interview for petmd.com, Dr. Jim Dobies, a veterinarian in Charlotte, North Carolina, said one of the simplest ways to gauge a pet's weight is to stand above it and look down. Both cats and dogs should taper in between their abdomen and their hip socket.

"You should be able to feel their ribs but not see them. If you can see them, they are too skinny," Dr. Dobies said. "If you can't see their ribs, and place your hands on the side of their chest and still can't, they're overweight."

Pet owners can also use body condition score charts from sources such as www.mypetsdoctor.com. These score images of a dog or cat at different weights according to how healthy they are and

provide a visual guide to measure your own pet against. Feeding our pets the correct amount is critical to warding off issues that arise from obesity, such as congestive heart failure, some types of cancer, and musculoskeletal problems.

Start by consulting your pet food packaging, which typically provides a recommended serving based on an animal's size. Pay careful attention to the wording and whether the serving amount is per meal or a daily total to be divided into meals. Two meals are recommended for most adult dogs, while more frequent feedings are suggested for puppies. For cats, petmd.com recommends between 24 and 35 calories per day per pound.



THINKING OF BUYING A NEW 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 or email me at adrienne@adriennegreen.com and I'll send it right out to you.

REMODELS: WHAT'S GOOD FOR RESALE AND WHAT'S NOT

You want to get the best price for your house. You're willing to do some remodeling – if it will deliver significant ROI. What's worth the effort? Here are three projects worth considering and three that you can skip.

The kitchen: Kitchens sell homes. If your culinary center is looking worse for the wear, it will likely turn off potential buyers. Updating your kitchen is a good way to increase the value and appeal of your home.

Bathrooms: These areas are also high on buyers' priority lists, so they should be on yours, too. Focus efforts on the master bath and the powder room.

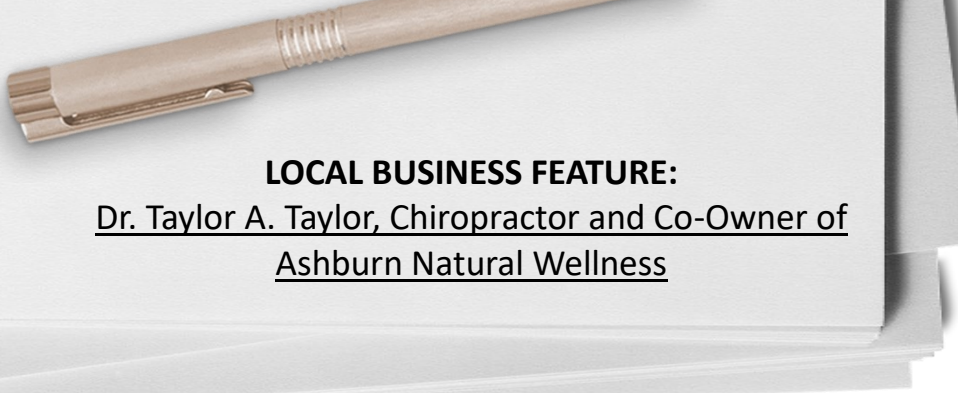
Curb appeal: First impressions are important and the front of your home is the first thing buyers see. Make efforts that will boost curb appeal, such as repainting the exterior, adding plants, and sprucing up the entry with a new door. These projects can often be completed at low cost but offer high return.

Pools: While you may enjoy countless hours of fun in your pool, this feature probably won't pay for itself in home value increase. In fact, it could be a turnoff for some buyers.

Wine rooms: While they may sound elegant, wine rooms or other original-design spaces are often too niche. Their limited audience makes them a poor investment choice.

Removals: Just because you never use that fireplace doesn't mean you should demolish it. Removing features is typically not a good investment. Potential buyers may wish it were still there, and you aren't likely to recoup the cost of removing the feature.

For expert input on your remodeling efforts, contact our office. We can discuss the projects that could get the best return on investment and what I've seen in demand in your market.



LOCAL BUSINESS FEATURE:

Dr. Taylor A. Taylor, Chiropractor and Co-Owner of Ashburn Natural Wellness

Dr. Taylor is a fabulous chiropractor who is providing a great resource to our community with her practice Ashburn Natural Wellness. The practice just opened in April, yet Dr. Taylor and her business partner Dr. Le are already helping people as capable and caring healthcare providers. Here's a bit more from Dr. Taylor:

Describe Your Background:

I am a Sports Chiropractor who specializes in musculoskeletal complaints in active individuals as well as those interested in living a healthy lifestyle. I also work with pregnant and postpartum individuals. I graduated from New York Chiropractic College and worked for a practice in Arlington for about 4 years before venturing out on my own and opening Ashburn Natural Wellness with my partner, Dr. Tiffanie Le.

What Is Your Goal or Philosophy With This Business?

Dr. Tiffanie and I strive to help our patients to achieve optimal health by taking a whole body approach. We encourage patients to share their story so we can help them to reach their goals effectively and efficiently. We enjoy collaborating with other healthcare professionals in Loudoun County and are continuously trying to expand our network to provide the best care for our patients.

How Does Being in Northern Virginia Enhance Your Business?

Northern Virginia is home to a large healthy-minded population. The community has access to many resources to improve their health and I think this creates an increased thirst for more knowledge on how to increase their quality of life.

Can You Share a Customer Success Story?

We had a patient who came in complaining of low back pain associated with muscle weakness in the lower leg. We referred her out for an MRI to rule out pathology. We saw degenerative changes as well as injury to the discs in the low back but the spinal cord was not compromised. We treated her conservatively checking in at every visit to see how her symptoms had changed. After 2 months of treating the patient using soft tissue therapy, "nerve flossing", physical therapy modalities and rehab exercises, her muscle weakness had resolved and her low back pain was on the mend. She has continued to stay active and pain-free without the need for regular treatments.

Can You Share a "Hidden Gem" in NOVA: A place or event that you enjoy that's under the radar ?

I recently attended an event hosted by Verity Veree in Purcellville and had the best time. Their goal is to "reveal the truth about beauty through our story" and they help to do exactly that. It is so refreshing to be around people who thrive on being real.

**To learn more or schedule an appointment, visit ashburnnaturalwellness.com.
You can also reach Dr. Taylor at (703) 544 - 9355
or info@ashburnnaturalwellness.com.**

WORTH READING

HOW TO TELL IF YOU HAVE A HEADACHE, SINUS PAIN OR A MIGRAINE

By Beth Krietsch

Huffington Post US

Not all headaches are the same. Knowing if your pain is caused by a tension headache, a sinus headache, or a migraine can help you determine the best treatments. Tension headaches can be soothed with over-the-counter medication or a nap, but persistent tension headaches or migraines require more intensive treatments. This article can help you understand what's causing your pain, but be sure to ask for medical advice. More: <https://tinyurl.com/worth0819a>

SIDE HUSTLE IDEAS: 176 WAYS TO EARN EXTRA MONEY (WHILE WORKING FULL-TIME)

Hack The Entrepreneur

This directory could lead you to your latest side hustle. It offers 176 ways you can make extra cash, organized by your interests, skills, and expertise. There's more than just rideshare possibilities. Options range from a variety of writing jobs to bookkeeping, accounting, and decluttering. Depending on how you work these, you may not need a full-time position. More: <https://tinyurl.com/worth0819b>

15 LAUNDRY ROOM IDEAS TO MAKE IT THE MOST FUNCTIONAL ROOM IN YOUR HOME

By Caroline Utz

Good Housekeeping

A dreary laundry room can make sorting and folding loads of clothes even more daunting. This slideshow provides tips for making that room functional and fashionable. Much of the advice, like installing curtain rods or adding a bookshelf, is about increasing space. Other advice, like purchasing matching storage containers, is more cosmetic. More: <https://tinyurl.com/worth0819c>

WHY NOT PASS ME TO A FRIEND?

If you've enjoyed this newsletter and found its information useful, please pass it to a neighbor, friend or co-worker.

And if you have any comments about it, don't forget to give me a call or send me an email!



NORTHERN VIRGINIA REAL ESTATE MARKET STATISTICS

Sold Summary

	Jun 2019	Jun 2018	% Change
Sold Dollar Volume	\$2,303,059,348	\$2,442,628,936	-5.71%
Avg Sold Price	\$564,891	\$542,204	4.18%
Median Sold Price	\$500,000	\$485,000	3.09%
Units Sold	4,086	4,505	-9.30%
Avg Days on Market	32	47	-31.91%
Avg List Price for Solds	\$566,920	\$546,054	3.82%
Avg SP to OLP Ratio	99.3%	98.9%	0.39%
Ratio of Avg SP to Avg OLP	98.9%	98.8%	0.17%
Attached Avg Sold Price	\$426,164	\$404,153	5.45%
Detached Avg Sold Price	\$688,487	\$670,272	2.72%
Attached Units Sold	1,924	2,168	-11.25%
Detached Units Sold	2,161	2,337	-7.53%

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 2019	Jun 2018	% Change
Active Listings	5,556	7,017	-20.82%
New Listings	4,655	5,274	-11.74%
New Under Contracts	2,930	1,590	84.28%
New Pending	4,028	4,063	-0.86%
All Pending	5,021	5,006	0.30%

Financing (Sold)

Assumption	1
Cash	318
Conventional	2,742
FHA	343
Other	128
Owner	0
VA	554

Days on Market (Sold)

0	81
1 to 10	1,589
11 to 20	545
21 to 30	403
31 to 60	858
61 to 90	336
91 to 120	120
121 to 180	74
181 to 360	72
361 to 720	8
721+	0

WHEN YOUR KITCHEN COUNTERS BECOME A CATCH-ALL

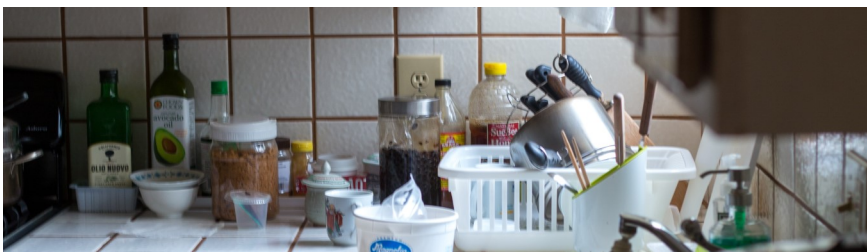
Sometimes we can barely see our kitchen counters under the clutter they've collected. Want to clear them? Here are a few tips to help you organize and de-clutter your countertops.

Start with an assessment. Are you short of counter space or cupboard space? If it's counter space you need, look at the appliances on your counter and decide if all of them are necessary. Tuck away the ones you use infrequently.

Clear fruit and veggies from the counter by putting them in hanging baskets. Hang utensils on the wall to clear the counter while putting the implements you need within reach.

If it's cupboard space you're short of, think about adding shelves to the ends of cabinets for extra storage. And check out Pinterest. It offers wonderfully clever gizmos for maximizing storage space by hiding pot lids, cutting boards, utensils, and whatnots behind doors and out of sight.

Over-the-door organizers are inexpensive and practically double your storage, giving you tons of room to stow all kinds of things. A wall-hanging magazine rack will keep your counters clear of all the paper stuff you love to save.



QUICK
Quiz

Each month I'll give you a new question. Just email me at adrienne@adriennegreen.com or call (571) 207-0890 for the answer.

What is didaskaleinophobia?

ASK THE AGENT: *THIS* MONTH'S QUESTION

How do I know if I've found the right house?

Buying a house is probably the most significant purchase you'll ever make. With so many options, it can be challenging to choose just one. To determine whether a home is right for you, ask yourself a couple of key questions about each property.

Does the home meet my must-haves? Write down a few deal breakers that a property must offer, and stick to these priorities to determine if a home is a good fit.

Does the home offer potential? Consider your future needs. If you're planning any life changes, keep these in mind. As you weigh its potential, also consider any "wants" that the home doesn't have. If it meets all your must-haves but is lacking a few wants, does it have potential? For example, paint colors and carpeting can be changed. The number of bedrooms is harder to adjust.

I'd be happy to meet with you and discuss what you're looking for in your future home. Just give me a call to get started.

Solve it!

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

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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CANNELLINI BEAN AND CORN SALAD

Here's something simple and fresh, perfect for your next potluck or BBQ.

Serves 5

- 1 shallot, finely chopped
- 2 lemons, juiced
- 2-3 tablespoons quality olive oil
- 1 15.5 ounce can of cannellini beans, drained and rinsed
- 2 cups fresh corn, grilled then shucked
- 1 large tomato, chopped
- 2 tablespoons chopped basil
- Salt and pepper to taste

Place the chopped shallot in a small bowl with lemon juice and set aside.

Meanwhile, in a large bowl, combine the

Whisk the olive oil and lemon together. Pour over the salad, season, and toss.

Serve at room temperature.

Adapt this recipe to suit any taste or occasion by adding cheese or shredded chicken.

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Thanks for reading! If you're thinking of buying or selling real estate, please get in touch.