

THE CARDINAL

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BROUGHT TO YOU BY—

Adrienne Green
REALTOR

MEET TWO WOMEN CHANGING THE WORLD, ONE LIFE AT A TIME

As the season of New Year's resolutions gives way to a rapidly unfolding new year and decade, optimism may waver in the face of the political, economic, and environmental challenges that humanity faces.

This March, Women's History Month is a welcome and inspiring reminder that there are those who seek to make the world a better place, starting with their very own communities. The following fierce females show that no matter how small the positive action, its ripple effects change and enrich many lives.

Chicagoan Shante Elliott grew up as a ward of the state until she was adopted at age 13. Armed with firsthand experience of the challenges youngsters face in the foster care system, Elliott launched TasselTurn, a platform that uses technology to boost educational attainment for foster teens. TasselTurn pairs at-risk kids with "virtual coaches" (graduate students and young professionals) who ensure their mentees graduate and go on to attend college or find jobs.

Fellow L'Oréal Paris Women of Worth 2019 honoree Brittany Schiavone launched

Brittany's Baskets of Hope in 2014. Drawing on her own experiences as a woman with Down's syndrome, the Huntington-based nonprofit offers support and guidance to those welcoming babies with Down's syndrome into their lives. Since 2016, she has delivered 750 homemade baskets containing informational books, baby essentials, and gifts to families across 48 states.

Not only are these women working to change lives, they are single-handedly changing the narrative around foster kids and Down's syndrome, shaping history as they boldly go forward into the future.



WANT TO SELL YOUR HOME FAST? GET MY FREE GUIDE.

Preparing your home for sale can make the difference between getting the price you want – or ending up disappointed.

Discover some easy things you can do by requesting my free guide, "50 Tips to Prepare Your Home for a Speedy, Top-Price Sale."

Just call me at **(571) 207-0890** or email me at **adrienne@adriennegreen.com** and I'll send it right out to you.

GETTING A PEST INSPECTION BEFORE YOU LIST

Before your real estate agent places the "For Sale" sign in your front yard, you want to be sure that no stone has been left unturned when preparing your home for marketing. The "To Do" checklist that your agent gives you is created to help protect you from the unknown once you are under contract to sell. It is also a great checklist for taking care of everyday preventative maintenance of your home.

One of the key items on your list will be the recommendation to obtain a professional structural pest inspection prior to listing instead of waiting for an acceptable offer to see if your home is the subject of hidden pest or water damage.

For a fee of \$100–\$200, a state-licensed pest inspector will scrutinize everything from the rafters down to the foundation, looking for signs of active wood-boring invaders and/or dry rot. Termites and certain beetles can be causing behind-the-scenes damage to the structure, while water could be causing wood to rot where it is not properly protected. Once the inspection is complete, you will receive a report with suggested remedies and estimated costs for any areas of active infestation or dry rot. If and when you want to correct any problems is up to you.

Having this information before you move ahead with an offer gives you great advantages when selling your home. You will know the cost to get a clear pest report prior to agreeing on a selling price. Your buyer's loan approval may depend on having a clear report so closing delays will be avoided. Don't hesitate to reach out if you have any questions about the home selling or buying process. I'm here to be your resource.



LOCAL BUSINESS FEATURE:
Resa Kierstein,
Owner and President
Floor Coverings International, Great Falls

Resa runs a local flooring company franchise that offers top quality products at competitive prices with the service and quality you'd expect from a local small business.

When Did You Create Start This Business?

I joined the Floor Coverings International franchise system early this past year, they are 25 years young with a proven history of bringing inspiration to your feet and flooring to your home (or business). I joined a family of 150 like-minded small business owners.

Describe Your Background:

Prior to entering the world of entrepreneurship, I was a national fundraiser for a non-profit organization that supports small businesses, it is a natural fit

What is Your Goal or Philosophy with your Business?

Our business philosophy is built on being a trusted resource for our customers, future customers, anyone who has questions about flooring - We also pride ourselves on supporting our community, giving back is a critical component of Floor Coverings International.

Can You Share a Customer Success Story?

We have a wonderful client who recently welcomed a new puppy into their home, she is just darling. The challenge they were facing is the new puppy was too afraid to go down the stairs as they were hardwood, without any type of runner to create traction. We stepped in, helped mom select a runner, got the runner installed, and now, the family, and puppy, are happily enjoying the stairs.

How Does Being in Northern Virginia Enhance Your Business?

Northern Virginia is a great area and one of the best parts of my job is getting to meet so many wonderful residents of this area and helping them with their flooring projects. We are very fortunate to live in NOVA, a culturally diverse community where people takes great pride in their homes, one of their largest investments.

Can You Share a "Hidden Gem" in NOVA: something you enjoy that's under the radar ?

I'm not to sure if it's under the radar per se, but one of my favorite things to do is take a walk behind our neighborhood and up the banks of the Potomac River, it's so soothing to walk through the wood, void of noise and other distractions, and enjoy the beauty that surrounds us daily.

Learn more at greatfallsva.floorcoveringsinternational.com, and Resa can be reached directly at resa.kierstein@floorcoveringsinternational.com, or (703) 480-3100.

WORTH READING

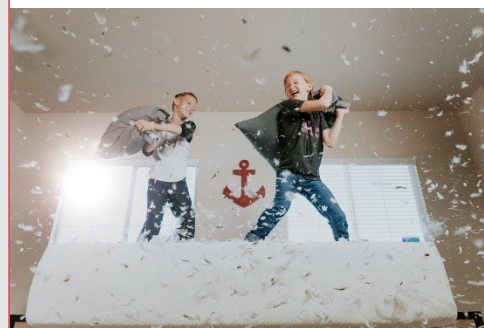


WHAT TO DO IF YOU'RE SICK ON A PLANE

By Beth Skwarecki
Lifehacker

If you get sick while flying, remember this: you're not alone. Flight attendants can help you if you tell them you need assistance. This might include ensuring you have a sick bag or having someone check on you in the bathroom. But do plan ahead and be prepared by bringing over-the-counter medication with you.

More: <https://tinyurl.com/worth0320a>



THE SLEEPOVER SURVIVAL GUIDE

By Teri Cettina
Parenting.com

Spring break and upcoming school vacations mean many families will see an uptick in sleepover requests. For parents, these requests mean they may have to manage their children's homesickness and their own anxiety about hosting other children. This article provides a comprehensive planning guide, complete with suggestions for themed parties.

More: <https://tinyurl.com/>



NORTHERN VIRGINIA REAL ESTATE MARKET STATISTICS

Sold Summary

	Jan 2020	Jan 2019	% Change
Sold Dollar Volume	\$1,037,114,141	\$957,117,068	8.36%
Avg Sold Price	\$563,112	\$518,201	8.67%
Median Sold Price	\$465,000	\$450,000	3.33%
Units Sold	1,834	1,852	-0.97%
Avg Days on Market	36	45	-20.00%
Avg List Price for Solds	\$569,075	\$524,195	8.56%
Avg SP to OLP Ratio	98.2%	97.7%	0.58%
Ratio of Avg SP to Avg OLP	97.9%	97.4%	0.50%
Attached Avg Sold Price	\$412,496	\$387,786	6.37%
Detached Avg Sold Price	\$739,202	\$659,911	12.02%
Attached Units Sold	986	960	2.71%
Detached Units Sold	847	890	-4.83%

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

	Jan 2020	Jan 2019	% Change
Active Listings	2,832	3,572	-20.72%
New Listings	2,913	2,733	6.59%
New Under Contracts	0	1,543	0%
New Contingents	0	894	0%
New Pendings	2,454	2,437	0.70%
All Pendings	2,887	3,077	-6.17%

Financing (Sold)

Assumption	2
Cash	246
Conventional	1,157
FHA	163
Other	26
Owner	2
VA	188

Days on Market (Sold)

0	42
1 to 10	652
11 to 20	235
21 to 30	140
31 to 60	311
61 to 90	172
91 to 120	100
121 to 180	109
181 to 360	64
361 to 720	8
721+	1

HOW TO MAKE THE MOST OF YOUR SPRING CLEANING

The first spring clean of the year is a golden opportunity to refresh, renew, and rejuvenate not only our surroundings but also our own inner sense of well-being. Don't know where to start? Take note of these handy hints to help tackle your big 2020 spruce-up with a spring in your step.

Create a plan of action for each room/area in your house. From there, home in on specific jobs and make a list to break things down into easily manageable chunks. It'll be incredibly satisfying as you check off each job!

In your kitchen, pay extra attention to overlooked areas, like the microwave, oven, sink, fridge, pots and pans, and that often-forgotten junk drawer. If you like to keep things eco-friendly, citrus can go a long way: rub a slice of lemon on your cutting boards to help get rid of tough stains.

In the bathroom, delegate your time between machine-washing shower curtains (just be sure to use the gentle cycle), decluttering and getting rid of make-up, ointments, and medicines, and refreshing shower drains and grouting.

Apply a paste made of baking soda and water to grout and scrub with an old toothbrush. Afterwards, spray the grout with white vinegar and water, and let the mixture bubble for 30 minutes before rinsing.

Don't forget to refresh your bedding. Pillows should be replaced every one or two years (depending on their quality), while comforters need a deep clean at least twice a year.

When you finish your spring clean, remember to clean your tools and stock up on cleaning supplies so your next cleaning job is efficient and easy. Vacuums, brooms, dryers, and dishwashers deserve your attention too!

ASK THE AGENT: *THIS MONTH'S QUESTION*

What is earnest money when you're buying a home?

Now that you have found a house that you want to call home, it's time to sit down with your agent and write an offer that will get a positive response from the seller. The stronger your offer, the more likely your home can be purchased on your terms.

One of the first items that your agent will discuss with you will be the earnest money deposit that should accompany the purchase offer upon presentation to the seller. This is the money that shows your good faith and demonstrates that you are serious about going through with the sale. Usually the earnest money deposit is offered in the form of a cashier's or personal check. In some locales, it may be electronically transferred into a designated escrow account upon acceptance of the offer. While 2-5% of the purchase price is the customary amount of deposit, keep in mind that the higher the good faith deposit, the more likely the seller will be to accept your offer. The seller will have confidence that there would be little chance of you walking away from the sale and surrendering your considerable deposit as damages to the seller.



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

Which woman founded modern nursing and was nicknamed "Lady with The Lamp"?

Solve it!

			5	1		8		6
	6				3		2	4
			4				1	
	7	9	2			5		
4								9
		2			4	7	6	
	2				9			
6	4		8				9	
9		8		3	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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ROASTED POTATOES WITH GREEN GODDESS DIP

Here is a recipe for St. Patrick's Day that brings to mind the green hues of the Emerald Isle and features the versatile potato.

Serves 6

- 1 pound roasted baby potatoes
- 3 cloves garlic, minced
- 2 tablespoons olive oil
- 1/2 cup raw cashews, soaked in hot water for 15 minutes
- 2 tablespoons tahini
- 1/3 cup fresh lemon juice
- 2/3 cup fresh basil
- 2/3 cup fresh parsley
- 1 1/2 tablespoons maple syrup
- 1 teaspoon brown mustard
- Salt to taste

Preheat oven to 400F. Place potatoes in a bowl with oil, garlic, and a generous sprinkling of salt. Arrange on a baking sheet and roast until tender, turning occasionally, for about an hour. Drain cashews and place them in a blender with tahini, lemon juice, herbs, maple syrup, and mustard. Puree until smooth. Place the potatoes on a platter and the dip in a bowl in the center. Can be served as a side dish or additional items like mini sausages, crudité, and pita chips can round out the platter and be dipped in the green goddess dip.

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