

# THE CARDINAL

# flyer

BROUGHT TO YOU BY—

Adrienne Green  
REALTOR

## HANDLING PRESSURE: LESSONS FROM AN OLYMPIC COACH

Olympic-level athletes work their way to the podium thanks to years of physical training, but world-leading peak performance psychologist Dr. Don Greene knows exactly what it takes to keep their minds in top shape, too.

Whether it's nailing an investor pitch or preparing for a speaking engagement, Greene's tried and tested methods can help you handle high pressure situations in your work life too.

Greene begins by getting his clients to raise their heart rates and take part in vigorous activities like jumping jacks before undertaking practice runs without stopping. By learning to loosen up before each practice, you'll be able to train yourself to keep a similar sense of calm when you need it most.

He also highlights a key difference between "practicing practice" and "practicing performing," the former being the mechanics of learning something and the latter being a nonstop run-through that simulates the adrenaline you'll no doubt feel.

In the same vein, treat adrenaline like an old friend and harness it. If you're doing

something you care about, adrenaline will surely show up, so there's no point in trying to bottle up nervous energy. It will simply hamper your performance.

Perfection is the enemy of progress. Greene advises to strive for excellence and not perfection, as the obsessive tendencies that arise can become crippling. He urges clients to try not to fixate on things outside of their control, and, once it's all over, to celebrate all the things they did well, too!



## 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](mailto:adrienne@adriennegreen.com) and I'll send it right out to you.

## HERE'S HOW TO GET THE MOST OUT OF YOUR VIRTUAL HOUSE HUNT

What better way to kick off your house hunt than to log on to your computer to "virtually" check out the availability of homes that will complement your lifestyle? We have tuned into the online needs of buyers, putting comprehensive property information at their fingertips. Search filters, property data, and media production quality are better and easier to access than ever before.

Your virtual house hunt enables you to insert yourself into a prospective home without physically being there, all through virtual tours, 3D images, a multitude of still photos, floor plans, and written descriptions that accurately depict the property you are viewing. Not only can a comprehensive online presentation leave you feeling like you just physically toured the home, it will also give you a great picture of the exterior spaces and the neighborhood and how the house is located by incorporating satellite imaging links.

Be aware of possible "red flags" that result from omissions in the virtual viewing. Missing views of exteriors or some living spaces may be a sign that a property has some deficiencies. This will be an opportunity to have us investigate what is not in view so you can decide if the property is worth pursuing.

Your online tour will often provide uploaded seller disclosures, giving you further insight into a home's physical being.

After you have completed your virtual house hunt, we can help you coordinate safe viewing appointments of the properties that you feel will fulfill your needs. We're here to help you through every step of the process.

# NORTHERN VIRGINIA REAL ESTATE MARKET STATISTICS

## Sold Summary

	May 2020	May 2019	% Change
Sold Dollar Volume	\$1,677,699,795	\$2,326,595,124	-27.89%
Avg Sold Price	\$574,102	\$555,141	3.42%
Median Sold Price	\$515,000	\$491,000	4.89%
Units Sold	2,913	4,201	-30.66%
Avg Days on Market	17	18	-5.56%
Avg List Price for Solds	\$576,278	\$556,351	3.58%
Avg SP to OLP Ratio	99.4%	99.7%	-0.30%
Ratio of Avg SP to Avg OLP	99.0%	99.2%	-0.26%
Attached Avg Sold Price	\$428,289	\$417,386	2.61%
Detached Avg Sold Price	\$707,732	\$688,595	2.78%
Attached Units Sold	1,393	2,063	-32.48%
Detached Units Sold	1,520	2,136	-28.84%

### 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

	May 2020	May 2019	% Change
Active Listings	3,521	5,620	-37.35%
New Listings	3,930	5,901	-33.40%
New Under Contracts	0	3,309	0%
New Contingents	0	1,239	0%
New Pendings	3,766	4,548	-17.19%
All Pendings	4,578	5,443	-15.89%

## Financing (Sold)

Assumption	1
Cash	177
Conventional	1,981
FHA	182
Other	26
Owner	0
VA	512

## Days on Market (Sold)

0	70
1 to 10	1,674
11 to 20	474
21 to 30	248
31 to 60	265
61 to 90	71
91 to 120	27
121 to 180	35
181 to 360	39
361 to 720	10
721+	0

## 6 HYGGE DÉCOR TIMPS TO BRING MORE CALM TO YOUR HOME

When it comes to home comforts, the Danish have it down! Using the principles of hygge, the concept of valuing warmth, coziness, and togetherness, Danes infuse their decor with the good feeling that arises from an aesthetically pleasing and well-curated environment. Take a leaf out of their book and use these decor tips to get the hygge flowing at home.

- 1) Avoid loud color schemes. Instead, create a calm space with a monochrome or delicately balanced palette: think earth tones and soft hues. A neutral color palette takes the focus away from the walls and allows the room and its comfy contents to do the talking.
- 2) Balance your harmonious colors with texture. A mixture of materials and patterns adds character to the minimalism whilst adhering to the color palette. Use warm, natural textiles like wood, leather, and wool.
- 3) To be able to truly embrace the hygge lifestyle and make space for coziness, a mess-free canvas is crucial. Try decluttering your living area and investing in smart storage solutions like cord hubs, ottoman storage boxes, and hidden shelves behind headboards.

- 4) Once you've cleared your space, create comfort by decorating with fluffy pillows, layers of blankets, and candles. Perhaps there's a nook or a window bench you can transform into a space for relaxing with a hot mug of cocoa or a good book.
- 5) Candles are to hygge as water is to swimming. Transform ordinary evenings into candle-lit memories with the soft glow of candles. It's a kinder form of light perfect for relaxing and spending quality time with loved ones.
- 6) Explore the simple pleasures of daily rituals in your new surroundings, and set aside time for self-care every day to instill hygge within.

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

### WHAT IS A BUYER'S AGENT?

Buying a home with the help of an agent who has only your best interests at the forefront will create a buyer's agency relationship with that agent. A real estate agent whose primary focus is to help you find a home and successfully assist you in navigating through negotiations and ultimately to the closing, will be your "buyer's agent."

The agent's specialization in helping you define your home search and negotiating with sellers on your behalf creates a fiduciary relationship that is unique only to you and not to the seller. The seller will usually be the one paying a commission to your agent, even though you will have an exclusive agency agreement that outlines the duties owed to you and how your agent will be paid. In return, the agreement will request that you work only with that agent.

We can save you time and money in your new home search and will devote ourselves to giving you the pros and cons of all of your options as your dedicated buyer's agent.



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.

*Who pioneered the use of photographic film and offered his first camera, called Kodak, for sale in 1888?*



**LOCAL BUSINESS FEATURE:**  
Valerie Pisierra  
Executive Director, Loudoun Cares

**As an Air Force Wife of 32 years, Valerie Pisierra spent 16 years living overseas, and spent that time volunteering and working with nonprofits. If that wasn't enough to keep her busy, she also earned a BS and MBA in Business Administration during that time. Since life brought her to Loudoun County, Valerie has been using her experience and knowledge to serve other and helps those that need it through Loudoun Cares, whose mission is "Connect Those Who Serve With Those in Need".**

***What Is The Goal or Philosophy of Loudoun Cares?*** Loudoun Cares was built on the goal of supporting our local nonprofits to serve their populations better. We have evolved into a virtual organization that connects nonprofits with those that want to help and those that need help. We connect nonprofits and volunteers through our online Volunteer Center platform at [volunteer.loudouncares.org](https://volunteer.loudouncares.org). Our ConnectLine connects residents in need with the nonprofits and agencies that can help them. 703-669-INFO (4636).

***How Does Being in Northern Virginia Enhance The Organization?*** We are blessed to be surrounded by so many amazing nonprofits that see the need here in the richest county in the nation. They understand the special dynamics of the people they serve. We have families with dual incomes that are still struggling. But we also work with so many wonderful organizations that help our environment, our animals, and our youth. We also have a community with very giving hearts. They want to volunteer, they just don't always know where or how. The Volunteer Center helps them to find a cause they love.

***Can You Share a Success Story?*** We had a youth that was required to complete a number of volunteer hours. He found one of our therapeutic riding centers on the Volunteer Center and signed up to just complete his hours. However, once he started to volunteer, learn about the needs of this population, he became one of their best volunteers working well past his required hours.

Through our ConnectLine we have been able to help families that have fallen into hard times due to illness, lost jobs, someone moving in or out, or a combination of many of these. We helped a single dad when he had no idea where to turn. He couldn't be helped by county programs. We assisted him through our Faith Network and secured rent for him and his children keeping a roof over his head. We also connected him with personal budgeting classes and food resources to help him stabilize his situation going forward.

***Can You Share a "Hidden Gem" in NOVA: A place or event that you enjoy that's under the radar?*** If you are looking to do something unique and help a worthy cause you should check out the many nonprofit fundraising events that happen throughout the year. During this time many nonprofits have had to pivot and find ways to run their events virtually. We are doing that with our Outstanding Volunteer Awards on July 24th, and a our Live Art Auction happening on October 17th. Our nonprofits work hard to create events that are fun, exciting, and raise money for their causes so they can continue to do the great work here in Loudoun County.

Learn more at [loudouncares.org](https://loudouncares.org)  
or reach Valerie directly at [valerie@loudouncares.org](mailto:valerie@loudouncares.org)

**WORTH READING**



**MUST-KNOW DESIGN ELEMENTS FOR CREATING A MAN CAVE OR SHE SHED**

*By Decorating Den  
Decorating Den*

If you're in need of a space for yourself, this article will help you create your very own oasis. A she shed or a man cave doesn't need to be elaborate to be effective. You just need the basics of comfy furniture, great lighting, and a little something special. More: <https://tinyurl.com/worth0720a>

**THE BEST SMART**



**DEVICES OF 2020**

*By Rich Brown and Ry Crist*

**CNET**

This list offers a useful shopping guide to what smart devices are worth your time and money. It describes what CNET staff consider the best smart speaker, display, home camera, doorbell, lock, mesh router, plug, light-bulb, and thermostat. Most items are compatible with more than one voice recognition system. This article is not intended to help you create an entire smart home but, thankfully, includes links to best-of lists for each product category. More: <https://tinyurl.com/worth0720b>



# Solve it!

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

**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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## POTATO & SAGE FRITTATA

You can cook up this easy frittata in an ovenproof skillet and enjoy for breakfast, brunch, or any time of the day, for that matter!

Serves 8

- 3 tablespoons extra-virgin olive oil
- 10 large eggs
- 1/4 cup minced fresh parsley
- 3 tablespoons milk
- 1/4 teaspoon salt
- 1/8 teaspoon pepper
- 2 medium potatoes, peeled and thinly sliced
- 2 green onions, finely chopped
- 4 fresh sage leaves, thinly sliced
- 1 cup shredded Jack or cheddar cheese
- 2 plum tomatoes, sliced

Preheat oven to 400°F.

In a large bowl, whisk eggs, parsley, milk, salt, and pepper. Set aside.

In a 10-inch skillet, heat oil over medium heat. Add sage, onions, and potatoes and cook until potatoes are tender.

Lower heat. Sprinkle with cheese, add egg mixture, and top with tomato slices. Lay slices in a circular pattern if you want it to look a little fancy. Bake for 20-25 minutes or until eggs are completely set (until the center is no longer jiggly) and the edges are golden brown. Cool for 15 minutes. Cut into wedges and serve.

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*Adrienne Green*  
 REALTOR

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