

2014
Spring Real Estate
& New Homes

Historic Garden Tour

Alexandria
Gazette Packet

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Del Ray Realtor Honored for Community Leadership

Jen Walker receives the Marguerite Payez Leadership Award.



Jen Walker

BY MARILYN CAMPBELL
THE GAZETTE

When Jen Walker moved to the Del Ray section of Alexandria in 1997 she received a warm welcome and felt an immediate sense of community.

"The day I moved, neighbors came over to welcome me, offered to loan me a lawn mower if I needed one," said Walker. "Del Ray is a small community in a big city. Being from the South, it reminded me of my small town in Georgia. You know your neighbors, their kids, pets. We help each other. You need something, just ask. Sometimes you don't even have to ask, it just happens."

The sense of community she felt led her to community action.

"After moving to Del Ray, I wanted to get involved," said Walker. "My colleague and mentor Nancy Dunning suggested I join the Potomac West Business Association [which

is] now the Del Ray Business Association. The next thing I knew [I was asked] to join the marketing committee of the Del Ray Business Association. Next thing I knew, I was asked to chair First Thursdays. The rest is history."

THAT HISTORY has culminated with Walker being named winner of the Marguerite Payez Leadership Award. Established by the Alexandria Commission for Women, the award is given to a woman who, through volunteer work, has exhibited leadership qualities and has trained other women to assume leadership roles in the community.

Marcia Call, CEO, TalentFront, a corporate recruiting company, and a friend and neighbor of Walker's, nominated her for the award. "Jen says yes first to any request for help and then figures out what it is you need," said Call. "We have a close-knit community because Jen invested her time and money in making it so."

In addition to her community involvement, Walker is a real estate agent at McEneaney Associates, a locally owned real estate company. "Jen is an exceptional real estate agent," said Dave Hawkins, Managing Broker in the Alexandria office of McEneaney Associates. "She lives and breathes it. She has the biggest following and the largest business in the Del Ray marketplace in large part because of her community involvement."




Friends say that she is a shining example of how women can become community leaders. "She is the perfect role model for my daughters," said Call. "In addition to being very successful in business, she brings joy to people who know her. She always has time for her friends and neighbors."

Hawkins said, "She is a big supporter of the organizations that do a lot of good. Jen is intimately involved in various charities, group and neighborhood activities that go on in the Del Ray area."

Walker supports non-profit organizations and local schools to raise funds for important causes including the Alexandria Neighborhood Health Services, T.C. Williams High School's All Night Graduation Party, First Night Alexandria, and Northern Virginia Aids Ministries (NOVAM).

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Alexandria Historic Homes & Garden Tour



Celebrating the 81st anniversary of Historic Garden Week in Virginia, this year's tour features five privately owned Old Town homes and gardens in the southeast quadrant. The chairs of the 2014 Alexandria Historic Home & Garden Tour are Beth Eley, Maria Hopper and Lucy S. Rhame. The tour is April 26, 2014 from 10 a.m. to 4 p.m.

Tickets include admission to local historic properties Lee-Fendall House Museum & Garden, Carlyle House Historic Park and George Washington's Mount Vernon at no additional charge.

Tickets available on tour day at any of the homes and at the Alexandria Visitors Center for \$40 for the tour or \$20 for a single site. Advance tickets: \$35 www.vagardenweek.org and at the Alexandria Visitors Center, 221 King Street.

The formal garden has a long allee of grass edged with flower beds surrounded by a re-constructed stone wall marking the footprint of an early out-building. Of special note are the marble steps salvaged from Blair House during a mid-20th-century remodeling.

PHOTOS BY LOUISE KRAFFT/GAZETTE PACKET

ON THE COVER:

The garden at 206 Duke Street features the "Little Temple" encircled by wisteria, providing a dramatic focal point and comfortable seating area.

GO:

Saturday, April 26, 2014, 10 a.m. - 4 p.m. vagardenweek.org or at the Alexandria Visitors Center, 221 King Street.



A proliferation of spring blooms add a border beneath one of the garden walls.



Bowers of roses on cast iron trellises soften the brick walls at 206 Duke Street.



Evergreens, lacy Japanese maples, sheared hornbeams and various espaliers form the framework of this garden.

Del Ray Realtor Honored for Community Leadership

FROM PAGE 2

WALKER'S OTHER HONORS include the Heart of Del Ray award from the Del Ray Business Association, an honor "given to a business that serves as the heart and soul of Del Ray." In 2006, she created Cinema Del Ray, a free outdoor movie summer series for Alexandria families.

Friends also applaud her modesty. "She

never talks about herself," said Call. "She is always helping others. She is the kind of person I am raising my girls to be."

Walker has volunteered to shovel snow for Alexandria Snow Buddies, served coffee during the Alexandria Turkey Trot and filled goodie bags for the Del Ray Halloween Parade.

"It's not just about events," said Walker. "It's helping others, giving to a cause, be-

ing passionate about something besides yourself."

Walker works to underscore the importance of community service. "Everything that happens in Del Ray event-wise is run by volunteers," she said. "If we don't help things won't happen. ... What can you do to make things better for others. Help your parents. Shovel snow for the neighbors, hold a door, help someone unload their car."

She has also served on numerous Alexandria boards and commissions including the Board of Zoning and Appeals, the Commission for the Arts, First Night, Senior Services and the Alexandria Police Association.

"Alexandria is a great city full of women and men who are generous with their time and money," said Walker. "I'm just following in their footsteps and trying to do my part."

Local Designers Help Unveil DC Design House

Area tastemakers dream home, currently on the market for \$3.85 million.

By MARILYN CAMPBELL
THE CONNECTION

Local designers showed off their master work when the 2014 DC Design House was unveiled recently. From Arlington to Burke, and Alexandria to Potomac, Md., the area's top designers competed for an opportunity to donate their talent to transform a local, grand home into a showcase home.

The home, which is on the market for \$3.85 million, is now open to the public for tours. It features six-bedrooms, five full-and two half-baths. Built in 1929, the home features a three-car garage and a pool. The stone house offers three levels and nearly 8,000 square feet of living space, which local designers transformed.

THE HOME'S FRONT FAÇADE was designed by David Benton and Jim Rill of Potomac's Rill Architects. Inspired by the stately stone home, the duo decided to add a bit of detail and interest in the form of "style appropriate light fixtures, shutters, furniture and accent colors." When choosing a paint color for the front door, they wanted a hue that was traditional, but unexpected. Their choice: a "high-gloss verdigris green-blue [that] immediately catches your eye from the street. They replaced the existing solid wood single door with a glass-paned French door that "pulls outside views and daylight into the entry hall."



PHOTO BY MARILYN CAMPBELL

Jeff Akseizer and Jamie Brown, of Akseizer Design Group in Alexandria, designed the family room of the DC Design House. The duo created a room with French doors that open to the pool area when the weather is mild, but added a linear, modern fireplace to create a warm and cozy space during cooler months.

Victoria Sanchez of Victoria At Home in Old Town, Alexandria, designed the family breakfast room. "I wanted to create a room with a casual and cozy feel," she said. The room, which has large picture windows that offer uninterrupted views of nature, connects the kitchen with butler's pantry/wine tasting room. Sanchez chose woven rattan furniture to fill the space.

Jeff Akseizer and Jamie Brown of Akseizer Design Group in Alexandria designed the family room, which overlooks the pool and patio. The design duo created a room with French doors that open to the pool area when the weather is mild, but added a linear, modern fireplace to create a warm and cozy space during cooler months. They created "cascading light down the hand-woven wall covering..." The room is filled with organic textures, tone-on-tone colors and "nods to both a mid-century flair and modernism."

One of the home's guest bathrooms was created by Arlington-based Allie Mann of Case Design/Remodeling Inc. Mann describes the small space as "chic, classic and timeless ... a jewel box bath." The room features Calcutta marble flooring in a herringbone pattern and the acoustic "Moxie" showering system that allows one to listen to music while bathing. Mann was able to preserve and refinish the home's original iron bathtub.

Susan Donelson and Sharon Bubenhofer, of Cleveland Hall Design created a guest



PHOTO BY ANGIE SECKINGER

One of the home's guest bathrooms was created by Arlington-based Allie Mann of Case Design/Remodeling Inc. The room features Calcutta marble flooring in a herringbone pattern and the acoustic "Moxie" showering system that allows one to listen to music while bathing.

bedroom in the home. In an effort to create a light and airy space, the duo selected wall paper in a pink floral pattern. "We chose streamlined furniture and fabrics to accent the Asian feeling of the wallpaper." The room, designed whimsically in pink and green, features twin beds. The art in the room was painted by Donelson's mother,



PHOTO BY MARILYN CAMPBELL

The master bedroom was designed by Nancy Colbert, of Design Partners in McLean. The space was repurposed to allow for a larger master bathroom and a walk-in closet with built-in shelving.



"I wanted to create a room with a casual and cozy feel." — Victoria Sanchez, of Victoria At Home in Old Town Alexandria

PHOTO BY MARILYN CAMPBELL

Victoria Sanchez, of Victoria At Home in Old Town, Alexandria, designed the family breakfast room. The room, which has large, picture windows that offer uninterrupted views of nature, connects the kitchen with butler's pantry/wine room.

Janice Donelson, a classically trained artist.

THE MASTER BEDROOM was designed by Nancy Colbert of Design Partners in McLean. The space was repurposed to al-

low for a larger master bathroom and a walk-in closet with built-in shelving. Colbert discovered a painting that she thought would be perfect for a master bedroom, and designed the room around it. She chose an ivory turned-post king bed that she furnished with silk bedding in parchment and seafoam

green. Colbert added crown molding for additional detail. "One of the room's multi-purpose features is a silver toned gilded butterfly side table that was created by a newly discovered artist. It is a work of art and a table."

Beth Boggs, Teri Lohmann and Lynne



PHOTO BY ANGIE SECKINGER

The home's front façade was designed by Rill Architects' David Benton and Jim Rill of Potomac.

Go: D.C. Design House

Location: 4600 Linnean Avenue, NW, Washington, DC 20008
Hours: Saturday and Sunday, noon-5 p.m. and Tuesday-Friday, 10 a.m.-3 p.m., closed Monday, \$25. The home will be open for tours through May 11, 2014. Visit www.dcdesignhouse.com.



PHOTO BY MARILYN CAMPBELL

Jeff Akseizer and Jamie Brown, of Akseizer Design Group in Alexandria, designed the family room of the DC Design House. The room is filled with organic textures, tone-on-tone colors and "nods to both a mid-century flair and modernism."

Parmele of C2 Paint, Potomac Paint & Design with locations in Alexandria, Arlington and Chantilly, added color to the back staircase. The team chose paintable wallpaper in shades of plum, lilac, and spring green. Paintable wall paper "conveniently camouflages old plaster wall cracks, provides durability for high-traffic use and creates a

striking textured design."

Now in its seventh year, the annual event is a fundraiser for Children's National Health System, formerly Children's National Medical Center. The D.C. Design House has raised more than \$1 million and attracted more than 55,000 visitors over the past six years.



PHOTO BY MARILYN CAMPBELL

Susan Donelson and Sharon Bubenhofer, of Cleveland Hall Design created a light and airy guest bedroom in the DC Design House. The room, designed whimsically in pink and green, features twin beds. Art in the room was painted by Donelson's mother, Janice Donelson, a classically trained artist.

Sampler of New Homes Offerings



Pulte Homes

PHOTOS BY LOUISE KRAFFT

Metro West — with prices from \$454,990-\$831,845, Pulte has 1,256-1,942 square-foot condominiums and townhomes next to the Vienna Metro with 2-4 bedrooms, 2-3.5 baths, located at 2952 Rittenhouse Circle, Fairfax. Call 888-817-2201 or visit www.pulte.com.

Potomac Yard — 1,736-4,167-square-foot condominiums and townhomes priced from \$619,990-\$1,133,845. Located at 2400 Main Line Blvd, Alexandria, VA 22301. Call 888-617-8583 or 800-665-4161, or visit www.pulte.com.



Ryan Homes

PHOTO BY CRAIG STERBUTZEL

Ryan Homes is offering several models of single family homes up to 6,000 square feet at Hampton Reserve in Fairfax Station. Homes at Hampton Reserve sit on lots of at least one acre and have three-car garages. Located at 8830 Chranthe Court, Fairfax Station, VA, 22039. Call 540-940-9397.



Basheer & Edgemoore Wins Silver

PHOTO BY CRAIG STERBUTZEL

The Maymont community in Vienna, Va. won a Silver Award for Basheer & Edgemoore at the National Sales and Marketing Awards for 2014. Hosted by the National Association of Home Builders, Basheer & Edgemoore took silver in the Community of the Year category.

The 5,000-8,000-square-foot homes at Maymont feature amenities such as hardwood flooring, granite countertops and brick and stone exteriors.

Since its founding, Basheer & Edgemoore has emerged as a leading developer and builder of

luxury estates and communities. The company selects and develops each property based on its natural beauty, convenience and potential, with a sense of respect for preservation and history.

Over the years, Basheer & Edgemoore used technological advances and improvements in construction and design, and these efforts have garnered industry recognition for leadership and innovation.

Visit www.basheerandedgemoore.com.



VAN METRE

Van Metre

The Van Metre Portsmouth Model at Brambleton includes 3,692 square feet with five bedrooms and three baths with a main level bedroom and full bath. Van Metre homes operates an award-winning new homes design center at 24600 Mill Stream Drive #400, Stone Ridge, VA 20105. www.vanmetrehomes.com

Stanley Martin

Summit Oaks — a community of new single family homes in Lorton, will offer two floorplans: The Carey (3,331-5,849 square feet) and The Davidson (3,492-4,917 square feet). Prices start in the low \$700,000s. Contact Lisa Sullivan at 703-339-9670.

Cameron Glen — new homes located just off Judicial Drive in the City of Fairfax, with the benefits of new construction amidst the charm and conveniences of Old Town Fairfax. Prices start at \$639,900. 4092 Sutherland Place, Fairfax, VA 22030.

Callaway — a community of new single family homes in Annandale, with three single family floor plans ranging from 3,037-4,363 square feet. Prices start in the upper \$700,000s. Contact Rhonda Shapiro at 571-266-9172 or Lisa Chapel at 703-994-3780.

Evergreene Homes

Columbia Place — 1100 S Edgewood St., Arlington, VA 22204. Condos From the Mid 500s - Towns from the 800s. Call 703-868-8196.

Vale Oakton — 11797 Stuart Mill Road, Oakton, VA 22124. Single Family, \$2,313,925. Call 703-466-5411.

Wolf Trap Woods — 9518 Leemay St., Vienna, VA 22182. Single family- \$1,449,900. Call 703-466-5411.

Oakton Heights — 10412 Miller Road Oakton, VA 22124. Single family homes from \$1.3 million. Call 888-925-7411.

Westover Place — 1009 North Kensington St., Arlington, VA 22205. Townhouses from the \$800,000s. Call 703-652-2949.

What to Expect

BY MARILYN CAMPBELL
GAZETTE PACKET

Real estate agent Joan Caton Cromwell says she lost a home bidding war last week in Falls Church even though her client was a strong contestant.

"We were one of five contracts and we even waived the appraisal," said Cromwell of McEneaney Associates. "Any house that is close-in [to Washington, D.C.] and that is in nice condition, is going to attract a lot of attention."

Real estate agents say spring is one of the busiest times of the year for home sales and there is dearth of available homes in popular neighborhoods. "The lack of inventory in sought-after communities like Arlington and McLean has already ushered in the return of bidding wars for move-in ready properties," said John Eric, Vice President TTR Sotheby's International Realty in Arlington. "I expect all sectors of the market to see price gains and demand to remain high."

HOME PRICES are on the rise. "If you put a home on the market and it gets multiple offers, the eight other people who didn't get

the house will bid on another house," said Cromwell. "In a market where there are multiple offers it definitely drives the prices up and it drives them up quickly."

Anthony B. Sanders, Ph.D., Distinguished Professor of Real Estate Finance at George Mason University said, "Very simply, this is still an area that is growing, so housing home sales will continue to rise, but more slowly than during the real estate bubble."

Still, agents are optimistic as they enter the spring buying season. "The state of the real estate market is great," said Marsha Schuman of the Washington Fine Properties' Schuman Team. "The weather is behind us and there is a momentum going into the spring market that feels very positive."

The spring market in the Washington, D.C. area is aligned with academic calendars. "It starts in April and May in the suburbs," said Cromwell. "Those in the military or who work for the World Bank for example, put their homes on the market in spring to prepare to relocate during the

summer."

Proximity to public transportation increases desirability. "For example, Reston is popular because of the Silver Line," said Cromwell. "North Arlington and Falls Church are popular. Anything that offers a decent commuting experience for someone

"We see a new trend in all price ranges where buyers want to buy where they can walk to amenities, restaurants and shops. Buyers are satisfied with smaller houses that are conveniently located."

who can't afford what they want in the city will be sought after."

Schuman said, "We see a new trend in all price ranges where buyers want to buy where they can walk to amenities, restaurants and shops. Buyers are satisfied with smaller houses that are conveniently located. They want an easier life. Convenience is the new real estate buzzword. Property

becomes compelling when buyers see value."

Sanders said some communities are especially competitive. "Virginia has two of the wealthiest counties in the country, Loudoun and Fairfax counties, so those communities should see a fairly short turn over."

NOT EVERYONE IS KEEPING with the trend. "We're not seeing middle class families buying homes through the mortgage market," said Sanders, the GMU professor. "Their income was devastated during the housing bubble burst due to foreclosures. Real household income has fallen since 2007. So the American middle class is worse off than it was in 2007. It's more high-income families with cash or investors who are buying homes."

Homes priced below \$1.3 million "are being snapped off the market if they are well conditioned and fairly priced. The ultra-luxury market, homes over \$2 million, is a little bit slower paced at present, but there are signs that these buyers are out there and wanting to buy," said Schuman.

Cromwell agrees, "The 600-900K price point is very busy for a house in good condition."

A Picture Perfect Home

Tips from the pros on boosting a home's curb appeal.

BY MARILYN CAMPBELL
GAZETTE PACKET

When Realtors Marsha Schuman and Betsy Schuman Dodek drive up to a home to show it to a prospective buyer, they know that they have only one chance to make a good first impression. Potomac-based Dodek and Schuman of the Schuman Team of Washington Fine Properties say a home's curb appeal matters.

"When we think of curb appeal we think of the lawn and landscaping, front door, windows, roof and how it all looks," said Dodek. "Buyers want to buy from someone who has taken really good care of their home and that translates in to curb appeal."

Schuman added, "If things are not nice on the outside, then [potential buyers] wonder what the house will be like on the inside."

REAL ESTATE AGENTS SAY buyers want to purchase a well-cared for home, and the exterior aesthetic of a home creates that impression. Whether you're planning to put your house on the market or would just like a clean and fresh exterior to welcome you

home each day, local real estate experts offer advice on enhancing a home's exterior.

McLean-based realtor Chris Pritchard of McEneaney Associates suggests starting by critiquing your own home. "Stand in front of your house and take a look," she said. "Walk up the driveway, ask yourself what you would want to see if you were shopping for a house."

"The sense of arrival is very important — you never get a second chance to make a first impression."

— Chris Pritchard

The yard should be pristine and vibrant. "Trimming, mulching and planting some colorful plants are key," said Pritchard.

"Add color with flowers, pots with plants, choosing things like geraniums and pansies," said Dodek. "Adding color just makes such a dif-

ference. It makes the yard pop."

Consider safety. "Is the yard hazard-free?" asks Dodek. "It needs to be freshly mowed and mulched with dark mulch because that makes the greenery pop. Make sure your bushes are trimmed and proportionate. Look at trees to make sure they aren't blocking the size of the house."

"One of the next areas we look at are patios, walkways and fences," continued Dodek. "Do they need repairs? Is there loose mortar?"

McLean Realtor Ann McClure of McEneaney Associates says that a home's exterior should be well-lit. "You need good looking and functional lighting which should be on in the evening."

Examine the entrance. "Take a look at the front door," said Dodek. "Does it need painting? We had a recent listing and we painted the door red and added new hardware and a kick plate and that made it stand out. That is something that is very cost effective to do."

A clean appearance is critical. "There should be no algae stains on the roof," said McClure. "The homeowner should make sure that if they have siding that it doesn't need power washing."

"Power wash driveways, walkways and even the house sometimes," said Pritchard. "The house should be washed before it is painted. Do any kind of painting or touch up painting of siding trim and doors that needs to be done. Sometimes you don't have to paint at all if you do power washing. All homes get dusty. Sometimes paint fades and needs repainting."

"Another easy thing is the windows," said Dodek. "Remove screens and wash the windows. You want your house to sparkle inside and out."

Pritchard said, "Curb appeal also goes to having a fence in good

shape: washed and painted or washed and sealed. The home's deck should be in good shape. More often than not a deck should be power washed and painted or stained or sealed or whatever the appropriate finish is."

Minor touches can make a major impact. "Take a look at your mailbox," said Dodek. "Is it upright? Is it tilted? Does it need to be painted?"

Don't hide your amenities. "If you have a swimming pool, we get them to remove the cover," said Dodek. "There's nothing more beautiful than a beautiful blue swimming pool."



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Alexandria REAL ESTATE

PHOTOS BY
VERONICA BRUNO/
THE GAZETTE

Top Sales in February 2014

IN FEBRUARY 2014,
103 ALEXANDRIA
HOMES SOLD BETWEEN
\$3,025,000-\$91,000.

2 519 Princess Street —
\$1,225,000



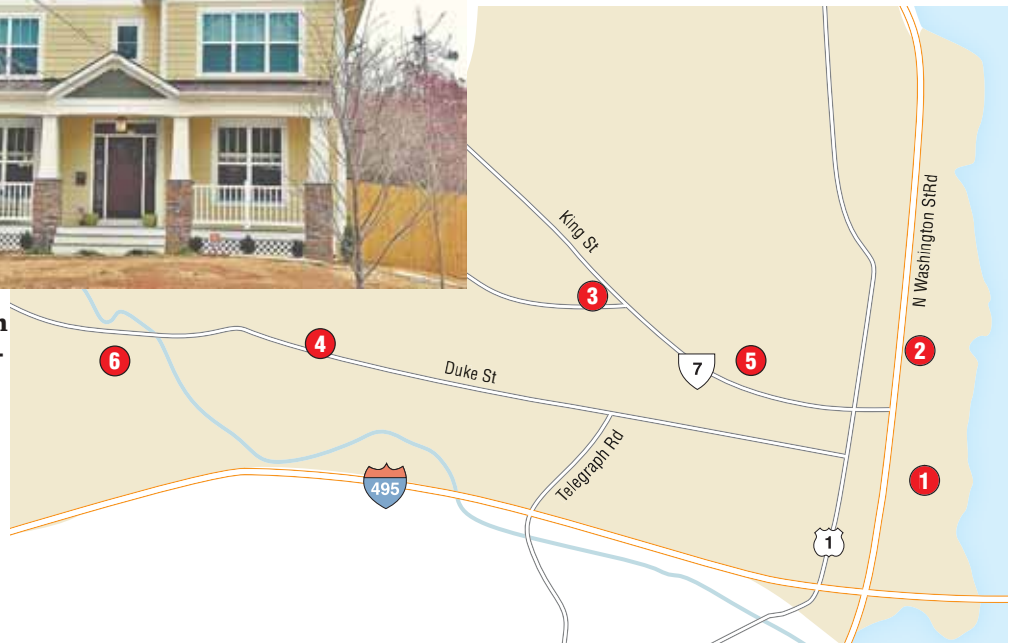
3 504 Ivy Circle —
\$1,125,000



4 19 Donelson Street North —
\$1,118,181

1 414 Duke Street —
\$3,025,000

5 204 Commonwealth Avenue — \$1,100,000



6 151
Cameron Station
Boulevard —
\$1,008,000



Address	BR	FB	HB	...	Postal City	Sold Price	Type	Lot AC	Postal Code	Subdivision	Date Sold
1 414 DUKE ST	5	.6	.2		ALEXANDRIA	\$3,025,000	Detached	0.13	22314	OLD TOWN	02/07/14
2 519 PRINCESS ST	4	.3	.1		ALEXANDRIA	\$1,225,000	Townhouse	0.03	22314	BULFINCH SQUARE	02/28/14
3 504 IVY CIR	3	.3	.1		ALEXANDRIA	\$1,125,000	Detached	0.14	22302	IVY HILL	02/28/14
4 19 DONELSON N	4	.4	.1		ALEXANDRIA	\$1,118,181	Detached	0.19	22304	COOPERS GROVE	02/24/14
5 204 COMMONWEALTH AVE	4	.3	.1		ALEXANDRIA	\$1,100,000	Detached	0.14	22301	ROSEMONT	02/28/14
6 151 CAMERON STATION BLVD	4	.5	.1		ALEXANDRIA	\$1,008,000	Detached	0.10	22304	CAMERON STATION	02/05/14

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