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PHOTO BY CRAIG STERBUTZEL/THE CONNECTION

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## What to Expect Buying or Selling

BY MARILYN CAMPBELL  
THE CONNECTION

**R**eal 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."

**"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."**

— Marsha Schuman,  
Washington Fine Properties

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," says 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

### Fairfax County Real Estate Overview

- ❖ In February, 789 homes were sold in Fairfax County, an increase of 2.1 percent from the 773 homes sold in February 2013.
- ❖ On average, homes that sold in Fairfax County in February were on the market for 60 days, 8 days longer than the 52-day average in February 2013.
- ❖ The average home sales price of all homes that sold in February 2014 in Fairfax County was \$499,765, an increase of 4.8 percent over the February 2013 average sales price of \$476,735. Compared to the annual 2013 average home sales price of \$531,136, the February price decreased 5.9 percent.
- ❖ The average sales price for detached homes that sold in February 2014 was \$677,199, an increase of 7.4 percent over the February 2013 average of \$630,557.
- ❖ The average sales price of attached homes increased 6.9 percent in the same time period, to \$352,384 from \$329,534 the year before.
- ❖ In February, the number of active listings in the County was 1,814, an increase of 26.3 percent over the 1,436 listed in February 2013. Based on the February 2014 listings and the current sales rate, there is a 2.3 month supply of homes for sale in the County, up from the 1.9 month supply a year ago.

SOURCE: Fairfax County  
Office of Management and Budget

SEE WHAT TO EXPECT. PAGE 7

## A Picture Perfect Home

BY MARILYN CAMPBELL  
THE CONNECTION

**W**hen 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."



PHOTO COURTESY OF TRUPLACE

**Realtors say this Oakton home exemplifies ideal curb appeal, a critical factor when selling a home.**

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

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

— Chris Pritchard

critiquing your own home. "Stand in front of your house and take a look," she said. "Walk up the driveway, ask yourself what

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

you would want to see if you were shopping for a house."

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 difference. 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

SEE PICTURE PERFECT. PAGE 7



# 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."

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. 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 includes the home's original iron bathtub.

Susan Donelson and Sharon Bubenhofer, of Cleveland Hall Design in Burke, created a guest bedroom in the home. In an effort to create a light and airy space, the duo selected wall paper in a pink floral pattern.



PHOTO BY ANGIE SECKINGER

**One of the home's guest bathrooms was created by Arlington-based Allie Mann of Case Design/Remodeling.**

"We choose 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, Janice Donelson, a classically trained artist.

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. Colbert discovered a painting that she thought would be perfect



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 picture windows that offer views of nature.**

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 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 an-

nual 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

**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.**



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.

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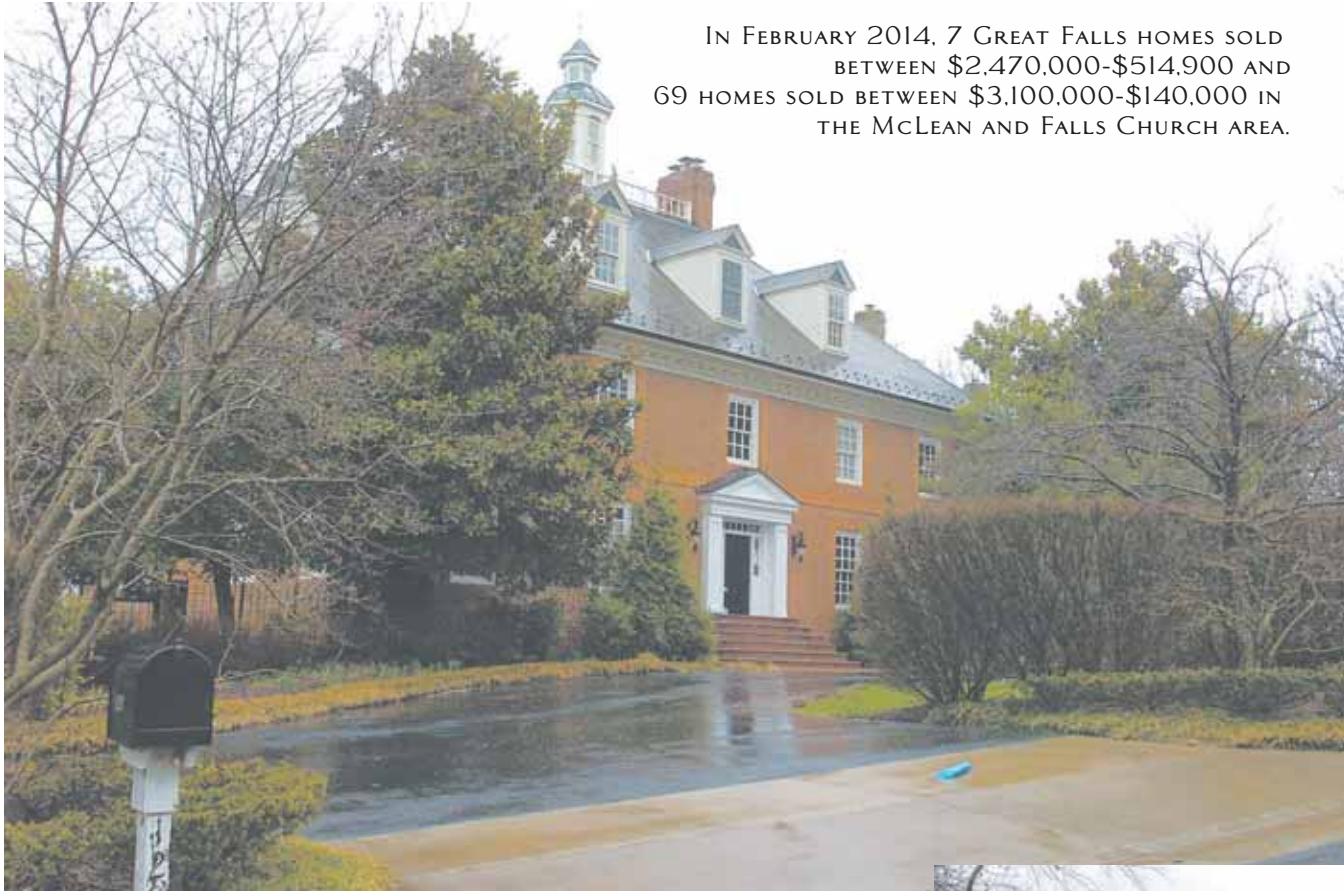


# Local REAL ESTATE

PHOTOS BY CRAIG STERBUTZEL/THE CONNECTION

## February, 2014 Top Sales in Great Falls and McLean

IN FEBRUARY 2014, 7 GREAT FALLS HOMES SOLD BETWEEN \$2,470,000-\$514,900 AND 69 HOMES SOLD BETWEEN \$3,100,000-\$140,000 IN THE MCLEAN AND FALLS CHURCH AREA.



**3** 100 Interpromontory Road, Great Falls — \$2,470,000

**1** 1287 Ballantrae Farm Drive, McLean — \$3,100,000



**8** 60 Windy Hollow Court, Great Falls — \$1,680,000

**2** 1903 MacArthur Drive, McLean — \$2,510,000

Address	BR	FB	HB	Postal City	Sold Price	Type	Lot AC	Postal Code	Subdivision	Date Sold
<b>1</b> 1287 BALLANTRAE FARM DR	7	5	1	MCLEAN	\$3,100,000	Detached	0.58	22101	BALLANTRAE FARMS	02/28/14
<b>2</b> 1903 MACARTHUR DR	7	6	2	MCLEAN	\$2,510,000	Detached	0.56	22101	FRANKLIN PARK	02/27/14
<b>3</b> 100 INTERPROMONTORY RD	6	4	2	GREAT FALLS	\$2,470,000	Detached	5.00	22066	FALCONRIDGE	02/28/14
<b>4</b> 1224 INGLESIDE AVE	6	5	1	MCLEAN	\$2,275,000	Detached	0.40	22101	INGLESIDE	02/19/14
<b>5</b> 7570 POTOMAC FALL RD	7	7	1	MCLEAN	\$2,112,500	Detached	0.93	22102	POTOMAC OVERLOOK	02/25/14
<b>6</b> 7023 CHURCHILL RD	7	7	2	MCLEAN	\$1,895,500	Detached	0.42	22101	HANSBOROUGH	02/28/14
<b>7</b> 6541 DIVINE ST	5	5	1	MCLEAN	\$1,785,000	Detached	0.38	22101	CHESTERBROOK MANOR	02/28/14
<b>8</b> 60 WINDY HOLLOW CT	5	4	1	GREAT FALLS	\$1,680,000	Detached	3.64	22066	FALCON RIDGE	02/03/14

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PHOTO COURTESY OF TTR SOTHEBY'S INTERNATIONAL REALTY

**John Eric, Vice President TTR Sotheby's International Realty says 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 like this Arlington home.**

## What to Expect

FROM PAGE 3

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 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."

Schuman says that 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."

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

## A Picture Perfect Home

FROM PAGE 3

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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