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Fall Properties

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MEET THE BUILDER

Come learn about 5 new **Green** homes that are being built in Arlington by Sagatov Associates. Builder Lou Sagatov will speak about his passion for eco-friendly construction, and building science specialist Lee O'Neal will talk about the Energy Star program.



Green building achieves excellent indoor air quality, high utility efficiency, and environmental consideration. One of the homes Sagatov is planning will feature a "living roof." Living roofs last longer, reduce energy costs, absorb air pollutants, and help control noise pollution.

This event offers you a ground floor opportunity to work with a builder to create your dream home. You can "Meet the Builder" on Thursday, April 20, from 7-9pm at the Overlee Community Pool at 6030 Lee Hwy in Arlington. If you'd like more information call Michelle at 703-402-9361.



Signs are Popping Up All Over

'A balanced market' – this is a new phrase that we are hearing about our real estate market. No matter what you call it, the real estate market is different from what we experienced over the last 3 years. The inventory of homes is growing – that gives purchasers more to choose from, and the ability to negotiate price and terms. Sellers are discovering they need to price their homes carefully, and make repairs and cosmetic improvements in order to compete with other available homes on the market.

There are growing pains in this changing market. For sellers, it is difficult not having the same fast sale and multiple offers that your neighbor(s) experienced in 2004 and 2005. It takes patience to wait 30, even 60 days to get your first contract offer, and a level head to respond to offers that may fall short of your asking price. As for buyers, they are wondering if they should wait to see if prices soften or to see what else may come on the market.

Regardless of the change, we still have a healthy, thriving real estate market. The vast majority of people wish to be homeowners and will make great sacrifices to achieve that goal. We are fortunate to live in a *(Cont. p. 2)*



FOR
SALE

Universal Design - Aging in place

Aging...it's on our minds. Our children are getting older, our parents are getting older...heck, we're getting older. There are some easy solutions to the complications that come with age—the jar opener attached to this newsletter will help with those stubborn lids—but most solutions are harder to come by. Luckily, the concept of "universal design" is becoming more popular every day.

A universally designed home makes spaces safer and more functional for everyone. It incorporates features that make good sense for children, families, older adults, singles, people with disabilities, really—everyone! Some of the more common adjustments are:

- No step entry—at least one main floor entry with ½" or lower threshold
- One story living—Kitchen, dining room, bedroom and full bath are all on the barrier free (no steps) main floor
- Wide doorways (32-36 inches) and wide halls (36-42 inches) that can accommodate armfuls of groceries or laundry, wheelchairs, and larger furniture.
- Extra floor space—More room to live and maneuver

Additionally, there are features that will add to your comfort, and many of them are easy and inexpensive to achieve. You'll wonder why you hadn't tried them before: Lever door handles and rocker light switches make for hands-free operation. Perfect if you have poor hand strength, but equally terrific if your hands are always full! Thresholds between rooms that are flush with the floor. Better lighting. Elements throughout your home that eliminate the need to bend, stoop, climb or overreach. Non slip surfaces on floors and bathtubs. Adding a grab bar and a seat in the bathtub or shower is also very helpful. If you've ever tried to manage bathing with a sprained ankle or while you're pregnant, you have an idea of what a difference these changes could make.

The best time to include the benefits of universal design is before you build a new home or while you're planning a remodeling project. These features will make your home more useful to you now, and desirable to more purchasers when you want to sell. But you don't need to be considering a big project to try some of these ideas. Start small, with those door handles and light switches, and see if you don't enjoy the easy living of universal design.



Area Farmers Markets

Here's all you need to know about this year's local markets

Annandale

Mason District Park, 6621 Columbia Pk, May 4-Nov 9, Thurs 8am-12:30pm, Wakefield Park, 8100

Braddock Rd, May 10-Oct 25, Weds 2:30-6:00pm

Arlington County

N. 14th Street & N. Courthouse Rd, Year round, Saturdays 8am-noon

Alexandria Old Town

301 King St., Market Square Plaza, Saturdays 5-10am

Burke

5671 Roberts Pkwy, VRE pk lot, May 6-Oct 27, Saturdays 8am-noon

Columbia Pike, Arlington

Columbia Pike & S. Walter Reed Drive, May 7-Nov 26, Sundays 10am-2pm

Community, Fairfax

Corner of Main & West Streets, May-early Nov, Saturdays 8am-1pm

Del Ray, Alexandria

Mount Vernon & Oxford Avenues, April 15-Dec 12, Saturdays 8am-noon

Fairfax

Van Dyck Park & Old Lee Highway, May 2-Oct 31, Tuesdays 8am-noon

Falls Church

300 Park Ave, May 6-Dec 15, Saturdays 8am-noon

Frying Plan Park

2709 West Ox Rd, May 3-Oct 25, Weds 8am-12:30pm

Herndon

Old Towne Herndon - Red Caboose, May 4-Oct 26, Thurs 8am-12:30 pm

Kingstowne, Alexandria

Kingstowne Boulevard, May 12-Oct 27, Fridays 4-7pm

McLean

Lewinsville Park, 1659 Chain Bridge Rd, May 5-Nov 17, Fridays 8:30am-12:30pm

Mt Vernon, Alexandria

2501 Sherwood Hall Lane-Library, May 2-November 21, Tues, 8am-noon

Reston

Lake Anna Village Center, N Shore Dr, May 6-Nov 4, Saturdays 8am-noon

Vienna

Nottoway Park, 9601 Courthouse Rd, May 3-Nov 22, Weds 8am-12:30pm



What's Going On?

Congratulations Class of 2006!

Linda's son Kevin is graduating from Robinson HS, and

Karen's son Luke is graduating from Falls Church HS. We're all

very proud...here's hoping we haven't jinxed anything!



Meet the newest member of our team. **Sharon McClure** comes to us after a very successful career with the Department of Agriculture. She's part time

(for now) and is helping out with administrative duties and special assignments. Welcome Sharon!



Did you know

Michelle

plays soccer?

Or she did until



she sprained her ankle...now she's pushing her physical therapy so she can be ready for Avon's Breast Cancer Awareness Walk on April 29 & 30. (Her Mom will be walking with her.) As Michelle would say, "You go girl!"

The Lee Arts Center at 5722 Lee Highway in Arlington is having their annual Spring Sale on Saturday, April 29, from 10AM-4PM.

This is your chance to own one-of-a-kind pieces of art for your home and garden, and to support local artisans at the same time.



Laura is staying busy with her responsibilities as a member of the Board of Directors. She spent a day in Richmond during the legislative session, and met with state Representatives and Senators. She also participated in a strategic planning session to anticipate future needs of Realtors.

Signs Are Popping Up...

(Cont. from p.1) metropolitan area that is vibrant, economically strong, growing in job opportunities and a fun place to be. Mortgage interest rates and flexible loan programs are plentiful, and a loan can be crafted to meet most borrowers' financial needs.

Change is difficult and scary. In this changing environment, it is even more important to team up with a real estate expert who can help you navigate this new 'balanced market'. At Fall Properties, we keep in touch with the local economy, timely statistics, the housing inventory and consumer trends. We can help you determine what your home is worth, what you can afford to buy, or how you can best finance a purchase or refinance an existing loan. We are always glad to hear from you. (See back page for Feb '06 statistics)

FOR SALE
Fall Properties
 www.fallproperties.com
 (703) 536-7007
 Call for Laura Fall
 (703)967-9987



For more photos & details on these and other listings, visit our website at www.fallproperties.com



2416 Falls Place Court Falls Church • \$592,000
 All Brick 3BR 2.5.5BA end unit in small enclave (only 29!) of quality built townhomes
 Walk to WFC Metro!

7000 Falls Reach Dr., Falls Church • \$437,500
 Top floor 2BR 2BA Condo at The Pavilion with gas fireplace & garage parking • Right at WFC Metro!

COMING SOON!



North Arlington



Fixer Upper – Walk to Ballston



End unit in Shirlington

NEW CONSTRUCTION!



Two Contemporary Custom Green built homes tucked away in Barcroft • Sophisticated architectural design and great details • 4620 and 4700 S. 6th Street in Arlington • Starting at \$1.1 Million

Fall Properties

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Arlington, Va 22213

Laura Fall, CRS
Principal Broker/Owner



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CURRENT MORTGAGE INTEREST RATES

<i>30 year fixed</i>	6.375%
<i>30 year Jumbo loan</i>	6.5%
<i>15 year fixed</i>	6.25%
<i>5 year ARM</i>	6.125%
<i>3 year ARM</i>	5.75%

New Conforming loan limit is \$417,000;
Jumbo loans are all amounts over.

INTEREST ONLY LOANS

<i>10 year ARM</i>	6.5%
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40 year Amortized loans are available.

February 2006 Statistics

Arlington

Listings	2005	2006	Change
Single Family	117	309	+164%
Condos	94	444	+372%

Sold	2005	2006	Change
Single Family	92	91	-1%
Condos	107	84	-21%

Fairfax County

Listings	2005	2006	Change
Single Family	930	3,696	+297%
Condos	246	1,274	+418%

Sold	2005	2006	Change
Single Family	946	769	-19%
Condos	329	240	-27%

Source: Metropolitan Regional Information Systems, Inc. – MLS Resale Data