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# Fall Properties

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## Welcome Michelle!



They look like Charlie's Angels, don't they? The newest member of the Fall Properties team is Michelle Sagatov. She has jumped in with both feet to help us gear up for the Spring season. Michelle hails from California, and had been an Arlington County police officer for 5 years. Their loss is our gain – Michelle is related to the Sagatov family of builders and brings a wealth of information about new homes and remodels. She's a great fit for the office, and we're sure you'll like her as much as we do! Check out her bio on our website.

## Laura's Recap of Realtor® Report

The real estate boom is showing signs of tiring, but solid fundamentals will keep the housing expansion alive, according to the National Association of Realtors (NAR) report "Winding Down to an Expansion."

Washington DC was in the top 13 hot real estate markets over the last 3 years, but there were 7 markets hotter than ours (Las Vegas, Ft. Myers, Orlando & Miami among others outperformed, in appreciation, our market). Boston and Washington DC are on level as far as median home price, but were exceeded by New York, LA, Honolulu, San Diego, Anaheim and San Francisco.

Exotic Mortgage Loans are on the rise - interest only loans, payment option ARMs & 40 year fixed rate are among the trends. In 2005, 33% of the loans originated were for Adjustable Rate Mortgages (ARMs).

Factors supporting a further expansion in real estate:

- 4 Million new jobs created in the past 2 years;
- an unsteady Stock Market;
- mortgage rates remaining under 7%; and
- an '06 bounce back effect from Katrina and Wilma.

Risks on the Horizon:

- Rising Oil Prices
- Swelling Federal Budget Deficit
- Potential Job Losses
- Inflationary Pressures

The NAR provided the following among their Population/Migration trends in the United States: (more on p. 2)



## It's Easier than you think to be Green!

With higher energy prices every year, homeowners are turning to more intelligent ways to save money on their utility costs – they're going GREEN!

Concern about our health, the environment and US dependence on foreign oil already affect many of our decisions: we are buying hybrid cars, eating organic foods, and not smoking. Green building refers to a number of movements: improved energy performance, better indoor air quality, and the use of environmentally friendly building designs and materials.

Three sets of national guidelines for green building are already in place: the National Association of Home Builders' Model Green Home, the U.S. Green Building Council's Leadership in Energy & Environmental Design, and the Energy Star program from the EPA and the Department of Energy.

Most green homes on the market are new construction. Green usually costs more upfront –2 to 5% more to build– but the energy savings are enjoyed immediately. And when recycled



or local materials are used, there are even more savings. Add incentive programs and federal tax credits and green makes sense financially as well as environmentally.

Not ready to build your dream green home yet? There are things you can do to your existing home that can start you on the green path. Plant trees on the south & west sides of your home to provide shade & reduce interior temperatures. Landscape with drought resistant plants which retain

more water. Replace your appliances with Energy Star-rated versions. Paint your home's exterior a lighter color. Install double glazed windows with low-emission glass, which allows maximum light but keeps out heat and cold. When you replace roofing, install light-colored shingles made of metal or tile to reflect heat. More tips are available at the Dept. of Energy's web page ([www.eere.energy.gov/consumer](http://www.eere.energy.gov/consumer)).

And if you're thinking about buying green, take a look at the Sagatov homes on the back page of this newsletter – they'll both be Green built Energy Star homes.

### Recap continued from p.1

– The population of Florida is growing twice as fast as the population of the US, and is expected to double by the year 2040.

(That means adding 17 million people or roughly the equivalent of the populations of Pennsylvania and Maryland combined!)

– The population of Nevada is growing 4 times as fast as the US, and is expected to double by the year 2023.

(That means adding 2 million people or roughly the equivalent of adding the population of Seattle to Las Vegas)

*When!* – And you thought things were getting crowded in the greater DC area!

– Washington DC and West Virginia were among the top 15 states that had more than half their population gain from immigrants.

#### Year End Stats for 2005:

Home prices were up 22% in '05 over 2004

In the greater Northern Virginia suburbs:

Average Single Family Home \$719,680

Average Townhome \$473,115

Average Condominium \$331,875

#### 2006 predictions for the DC Metro Region:

Appreciation projected to be from 8 - 12%

Interest Rates will rise to 6.5% for 30 year fixed rate mortgages

The National housing outlook for 2006 does show existing and new home sales to decline, but the projections of those numbers exceeds the real estate performance of 2004, which was a great year for real estate!

**If you found this interesting & you'd like to know more, visit [www.cra-gmu.org/forecasts.htm](http://www.cra-gmu.org/forecasts.htm)**

## Fun Fone Facts



- Cell phone companies charge for 411/information calls. Instead, dial 1-800-FREE411 (373-3411) and the only charge will be the minutes you spend making the call.

- There is no Do Not Call registry just for cell phones. You may add your cell phone number to the National Do-Not-Call Registry at [www.donotcall.gov](http://www.donotcall.gov), or by calling 1-888-382-1222 from the telephone number you wish to register. Registration is effective within 31 days, and active for 5 years. There is no deadline.

- Don't forget to enter your emergency contact info in your cell phone memory under the heading ICE (In Case of Emergency).

## What's Going On?

- There's been quite a baby boom among our clients. We knew this, but it was really obvious when Santa came to visit. You people have been busy! Thanks for joining us – we had a great time!
- We'll be celebrating our 2 year anniversary at the Williamsburg Shopping Center on Saturday, 2/18 from 12–3pm. If you've never seen our digs here, stop by. We'll give you the tour and tell you all about what's coming this Spring.
- We have a couple of Congratulations to give: first to Laura for being elected to the Board of Directors of the Northern Virginia Association of Realtors, and then to both Linda & Laura for making the NVAR's Multi-Million Dollar Sales Club for 2005. Way to go!
- Nicole Fall (who designs our website) is co-chair of Bonnie Brae Elementary School's Basket Bonanza on March 17 from 6 to 9pm. We participated last year and there are raffles, games, food, and an incredible silent auction on the donated baskets. See you there.
- On a more personal note, Linda's about to graduate her 3rd son from high school – Hurray! Michelle is chest deep in a total renovation of her home, so be gentle with her.
- If you had a transaction with us in 2005, you should have received a copy of your HUD from us by now. If you haven't, give us a call.

## Santa Pix!

Here are just a few of the younger friends of Fall Properties whispering their requests to Old Saint Nick – we hope you all had a wonderful holiday season and got everything you wished for.



**FOR SALE**  
**Fall Properties**  
 www.fallproperties.com  
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\$1,490,000  
 1103 Jackson Court  
 Falls Church City  
 Custom construction  
 by Novus One  
 • 5BR 4.5BA, 4082 sqft  
 • Oversized 2-car garage  
 • 11,750 sqft lot  
 • One-of-a-kind home  
 • Let Novus build your dream home!



2409 N. Sycamore St., Arlington 22207 • \$724,900  
 All brick 4-level split, 4BR 2BA + 2 fireplaces  
 3 blocks to East Falls Church Metro. Great value!

3101 N. Toronto St., Arlington 22213 • upper \$700's  
 All brick 4BR 2BA rambler with large addition  
 and newly renovated lower level



4317 N. 40th St., Arlington 22207 • low \$700's  
 All brick 4-level split  
 4BR 2BA, corner lot  
 2 fireplaces, screened porch  
 Refinished hardwood floors



7710 Rachael Whitney Ln., Alexandria 22315 • \$575,000  
 3BR 3.5BA brick end townhome in Kingstowne  
 Large deck backing to woods and fenced yard

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



5860 N. 14th St., Arlington 22205 • mid \$500's  
 2BR 1.5BA brick Colonial, Custom new kitchen  
 Finished lower level, Large back yard w/ deck & patio – perfect for entertaining!

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## CURRENT MORTGAGE INTEREST RATES

30 year fixed	6.0%
30 year Jumbo loan	6.25%
15 year fixed	5.625%
7 year ARM	5.75%
5 year ARM	5.5%

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

## INTEREST ONLY LOANS

Becoming a very popular choice for today's buyers – they can afford more house or enjoy lower mortgage payments. Call for more information.

10 year ARM	5.75%
5 year ARM	5.375%



## New Custom Homes in Arlington



### 6300 Washington Blvd. Arlington 22205

Handsome Brick Exterior  
5BR 4.5BA – 4500 sq ft  
Seamless open design for entertaining  
A Chef's dream kitchen  
Side stacked, double width staircase is stunning  
Garden space for play or serenity  
Optional wine cellar and/or home theatre  
Sophisticated contemporary finishings  
Energy Star design  
\$1,565,000



### 1922 N. Quantico St. Arlington 22205

Arlington's first residential "living roof"  
Stunning stucco exterior has international appeal  
5BR 4.5BA – 5000 sq ft  
Gourmet kitchen includes 2 islands and defies comparison  
Main entry double width staircase framed by 2-story wall of glass  
Walk in bay windows & main level study  
Optional wine cellar and/or home theatre  
\$1,650,000

**Sagator**  
ASSOCIATES, INC.

Walk to EFC Metro  
from both homes