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## *Irene's Newsletter July 2011*

### *Sizzle, Splash Sparkling Summer Days are Here*

Hello, I hope you are enjoying these summery warm days. I am starting a new program with a quarterly newsletter via snail mail and monthly email newsletters. The newsletters will include helpful tips, a highlighted specialty (this month will be food) and update on the current trends in the real estate market. Of course I will include the trivia question with a \$\$\$\$ prize. The emailed newsletters will begin the end of July and will not include the trivia question. So keep a close eye on your snail mail and respond to the Trivia Question! I will be waiting to receive the correct response.

This newsletter includes great tips on landscaping your home. See the Landscaping tips attached. Curb Appeal is always a great way to help make your home ready to sell and creates an inviting atmosphere to welcome all of your guests and family members.

The highlighted specialty topic this month is food. I was inspired by two clients this month. An executive chef at a new restaurant and a catering business owner. The executive chef, Dane Scott, just opened a new restaurant in Tysons' Corner Mall named SEASONS 52 it has a terrific menu that is seasonally inspired. I went to Seasons 52 with my family in June and the service was incredible the prices were excellent. The menu offers a variety of foods from vegetarian to carnivore and specializes in organic fresh seasonal ingredients. Each main course is 475 calories or less. So you don't have to worry about your diet at SEASONS 52 you will find plenty of choices. The menu will change 4 times a year with each season. I enjoyed the grilled scallops and they were delicious! So check it out when you have a chance and see what you think. Here is their website you can check it out

[www.seasons52.com/reservations1.asp?cmpid=s52\\_ppc\\_google\\_nro\\_mclean](http://www.seasons52.com/reservations1.asp?cmpid=s52_ppc_google_nro_mclean)

The second Food Specialist is JKO Catering, Janielle Hodgson president, owner and operator runs a successful a catering service. Her motto is "Good Food Brings People Together". She specializes in serving fresh ingredient foods and will tailor a menu to suit your needs and your budget. She offers daily boxed lunch specials which they deliver with a minimum order requirement. I used JKO catering twice personally, for a wedding shower and for a retirement celebration for approximately 80 people. Janielle delivered set up and provided warm and cold foods and beverages for us for a very reasonable cost. If you will be entertaining she is a great person to call for help. Her website is :

<http://www.jkocatering.com> phone: 703-660-1640 email [jkocatering@gmail.com](mailto:jkocatering@gmail.com)

Do you have a specialty item you would like to feature in this newsletter ? Just let me know.

Current trends in the real estate market are as follows: According to the Washington Post article dated June 29<sup>th</sup>, 2011, Home Prices begin slight rebound by Cezary Podkul. Keep in mind they are speaking about the nation as a whole not your specific neighborhood. In my opinion the DC real estate market is a paradox. The paradox is this ... While most of the nation is seeing a decline in the housing market, the Washington DC Real Estate market is starting to see some increases. In the article Podkul states, "Prices in the Washington region were up 3 percent from March to April and 4 percent over the past year." The market is improving in Northern Virginia and the Maryland areas surrounding DC. Some neighborhoods are seeing prices increase, yet each neighborhood is unique. Very generally speaking homes closer in towards DC are increasing in value. As you get farther away from DC the prices have not quite recouped. You know how it is in real estate .... Location, Location, Location. For a detailed analysis of your specific neighborhood just give me a call or email and I will be happy to provide you with a market analysis to help you decide if it is a good time for you to sell or refinance.

As of June 24<sup>th</sup> the mortgage interest rates were in the 4.25% range Which is great for buyers and for sellers. Let me know if you are considering selling I can market your home to a very wide audience through 18 websites and networking media that I offer. If you are thinking of refinancing give me a call and let me help you determine the current value of your home so you may speak to your lender about a refinance. I don't know how long these interest rates will remain at this level but Rob Suling VP at PCR mortgage seems to think these rates will be going up at the end of the summer. So it is a good time to buy or refinance right now.

Have you had friends or family members that are considering buying or selling in the current market?

I am always happy to provide any of your friends and family members the same service I provided to you. Just pass on their information to me and I will contact them for you.

HERE IS THE TRIVIA QUESTION:

**Q:** Is the oldest river in North America: (a) the Geezer River ; (b) the New River ; or (c) the Neosho River ?  
Just email me your response. *The 5<sup>th</sup> correct answer will win \$\$\$100 gift certificate from Visa. Please email your response to me as soon as possible.*

**HAPPY FOURTH OF JULY !!!**

Whatever plans you have in store I hope it will be a fun time for you and your family! If there is anything I can do for you this season call or email me anytime.

Best Regards,

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