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The Green Pages

Serving Northern Virginia & Points South Since 1969 FEBRUARY 2005

PATTI GREEN & COMPANY'S FEBRUARY SPECIAL



Patti Green and Company is offering a **\$1000 Gift Certificate** to LOWES in the month of February for any exclusive listings sold in 2005. Call today to meet with one of our qualified agents to give a comparative market analysis of your home. If you list your property in February we will award you your gift certificate at the settlement of your home.

**Call or Email Referrals to 703-492-1700 or Cherish.Green@LongandFoster.com
Gift Certificates only redeemable for 6% Listing Agreements!**

HOUSEHOLD TIP

TAX TIME IS COMING REMEMBER IF YOU HAVE BOUGHT OR SOLD A HOME IN 2004 THAT SOME OF YOUR EXPENSES ARE TAX DEDUCTABLE BE SURE TO BRING YOUR HUD-1 & HOUSE HOLD RECEIPTS TO YOUR ACCOUNTANT COME FILING TIME... ANY SELLER OR BUYER WHO SETTLED WITH PATTI GREEN & COMPANY IN 2004 SHOULD HAVE RECEIVED THEIR HUD-1 BY NOW. IF YOU HAVE NOT RECEIVED THIS PLEASE FEEL FREE TO CONTACT OUR OFFICE AND WE WILL FORWARD A NEW RECEIPT TO YOU!



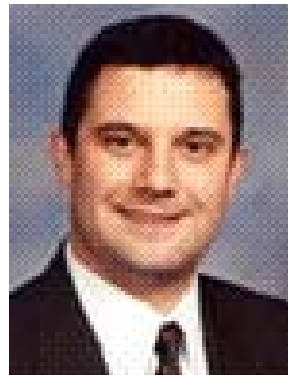
Congratulations to Troy Hoelcher & Jessica Drakely on their new home!
599 Hiddew View Lane
Front Royal

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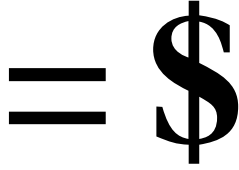
Happy Valentines Day!

*Be with us in the circle of our love,
Even if by chance you are alone.
Our greetings we have hope your heart will move,
Uniting our good wishes with your own.*

*Remember there are those who think of you,
Vested in the will to be a friend.
As distant hills give depth to what we view,
Let these words some grace to your day lend.*

*Each life is lived behind a sheltering veil,
Not lifted but for love. Yet when we will,
There is a wind that shifts the rampart frail,
Invading with sweet scent the spirit still.
Now may we all enjoy this fragrance fine,
Each other's secret Valentine*





Professional Home Valuation

A Professional Home Price Valuation is the basis for a successful house listing. Receive a FREE complete analysis

from Patti Green & Company. **CALL TODAY 703-583-4148**

Your free evaluation will include an estimation of your property's value, along with details of the home, including year built and assessed Tax Value. You will also be able to view up to three neighborhood home sales comparisons.

10 REASONS TO LIST YOUR HOME IN THE WINTER

- 1. Fewer Showings**-Yes there are less buyers, but those buyers that are left are usually very serious about making a purchase.
- 2. Less competition**-Most people wait until spring and summer to list their home, which means during the winter you will have far less competition than at any other time of the year.
- 3. Homes Show Better During the Holidays**-Buyers love home that can tell a story. The holidays are a great time to show homes because the home is usually dressed up for the holiday celebrations!
- 4. January is the Biggest Transfer Month**-Did you know that more corporate moves happen during January than at any other time of the year? This may be a great reason to list your home during the winter!
- 5. Timing**-By putting the home on the market during the winter you may be able to more easily hit your moving goals.
- 6. More Time To Get Top Dollar**-By starting to market your home early you may be able to secure a higher price.
- 7. Great Time to Shop**-If your home sells quickly you will be able to shop for your next home during the winter, this is a great time to find a bargain!
- 8. More Advertising**-Because most agent and offices have less inventory during the winter your home may be advertised more often than during the summer months!
- 9. More Attention**-Most agents will be able to devote more specialized attention to your needs during the winter because they have less clients to manage.
- 10. The Market**-Today's interest rates are at forty year lows. This gives buyers more spending power, and will be even more important when you begin shopping for your next home!

January Birthdays

Sophia Riebe
Dawn Feeney
Meagan Fox
Sydney Hammer Powell
Kamylle Reid
Eric Blackburn



February Birthdays

Dustin Weatherholtz
Jobi Hall
Jeff Dennison
Brianna Madison Jewell
Happy Anniversary
Jim & Sheila Wadsworth
John & Kim Ramey

Odds & Ends

If apples were pears
And peaches were plums
And the rose had a different name.
If tigers were bears
And fingers were thumbs
I'd love you just the same.

- [Valentine's Day Songs and Poems](#)

President's Day –February 21st. Honors George Washington and Abraham Lincoln

Until 1971, both February 12 and February 22 were observed as federal public holidays to honor the birthdays of Abraham Lincoln (February 12) and George Washington (February 22). In 1971 President Richard Nixon proclaimed one single federal public holiday, the Presidents' Day, to be observed on the 3rd Monday of February, honoring all past presidents of the United States of America

No people can be bound to acknowledge and adore the Invisible Hand which conducts the affairs of men more than those of the United States."--*George Washington*

Prince William County

Purchase County Dog Licenses by February 1

For Release January 10, 2003 NR#008 01-10-03 **Purchase County Dog Licenses by February 1** PRINCE WILLIAM COUNTY, VIRGINIA . . . Residents are reminded that in Prince William County all dogs age 4 months and older must be licensed by February 1, 2003. Any dog not wearing a 2003 license tag by February 1 will be in violation of County Code and owners will be subject to a fine. Violation of this Code is a misdemeanor and carries a maximum fine of \$250. The license fee is \$5 per dog.

Whale Watching

Humpback and fin whales come to feed off the coast of Virginia Beach every winter due to the abundant krill, anchovies, cod, sardines, mackerel, capelin and other schooling fish. Humpbacks feed by making *bubble nets* around their prey!

Take a [Whale-Watching Boat Trip](#) with the experts at the Virginia Marine Science Museum from Dec. 27 through March 13. The cost is \$15 for adults and \$13 for children ages 1-11.

Virginia's Winter Events

Northern Virginia

- The [Casanova Hunt Point-to-Point](#) is the first steeplechase of the season, Feb. 26.
- Fairfax's [Chocolate Lovers Festival](#), Feb. 5-6, features chocolate vendors selling everything you can imagine made of chocolate. Other activities include a crafts show, open houses, children's entertainment and historic reenactments.
- The [Discovery Series at The Barns at Wolf Trap National Park for the Performing Arts](#) presents chamber music throughout winter.
- Fort Ward Park in Alexandria is the site for the popular [Revolutionary War Encampment & Skirmish](#), Feb. 20.



Questions to Ask a Listing Agent (ANSWERED BY PATTTI GREEN & COMPANY)

Most listing agents require that you sign a contract to work exclusively with that agent or agency for a specified period of time. It is important to interview several agents (preferably three specializing in your neighborhood) before choosing an agent. If you don't interview several agents, be sure that the agent you hire provides a detailed comparative market analysis that includes a marketing proposal.

Use these questions to help you make a choice:

- **Do you work full time or part time as a real estate agent?** Full time (preferable)
 Part time
- **Is your license in good standing?** Check with the state licensing board if you are unsure of an agent's certification. Avoid working with an agent whose license is not in good standing.
 Yes No
- **Are you also a broker and/or a Realtor?** **Brokers** have more stringent licensing requirements and responsibilities. Realtors are voluntary members of the National Association of Realtors trade group and must abide by its code of ethics. Broker Realtor
- **How many years of experience do you have?** Work with an experienced agent with a solid track record of sales in your area. 35 Years
 - **How would you assess the current market for selling?** A good agent will give an unbiased evaluation of the state of the market, and will know how to get the best price for your home. Your notes:
The current market is still very strong for sellers, they are getting top dollar for their homes so long as they are priced correctly. Overpriced listing seem to stay on the market a long time. Anything listed for market value will be sold in less than 30 days. For buyers even though they are paying a premium for properties they are still getting great rates the lowest in over 40 years.
 - **How long have you sold homes in this area?** Agents who specialize in your area are more likely to deliver a larger number of potential buyers to your door. Your notes:
Patti Green and Company has been in Real Estate in Northern Virginia and Points South since 1969. We have a great knowledge of the area from which it came.
- **How many other clients (sellers and buyers) do you represent?** You want an agent who can give you as much time as you need. Keep in mind, however, that the busiest agents are often the most efficient. We have an estimate of around 50 transactions a year which is roughly 4 clients a month
- **Will you handle all aspects of my transaction or will you delegate some tasks to a sales associate or administrative assistant?** If you work with a busy agent, a knowledgeable assistant can be invaluable when you have questions. Busy agents also are often the top producers in an area, but you may not get as much personal attention as you want. Handle all Delegate -We have a staff that gives us the ability to work 7 days a week

Lastly you should ask for referrals from any agent you meet with. Ask previous clients what they think of Patti Green & Company or any other realtor you may meet with.

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Ask for Cherish Green or email me at cherish.green@longandfoaster.com

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Be sure to mention the Green Pages

Thank You to all of our friends and family. If you know anyone who would like to receive the Green Pages, let us know! Email me at Cherish.Green@LongandFoster.com

WE HAVE MOVED



Patti Green & Company has relocated to 13875 Hedgewood Drive Woodbridge, VA 22193. Our new office is located across the street from BJs on the Prince William Parkway. Please feel free to drop by and visit us at our new location. Our number is 703-583-4148.

INTERESTED IN A CAREER IN REAL ESTATE

Free Career Counseling

If you are considering a new career in real estate or are transferring from another company, Patti Green & Company is looking for sales associates to join our team. Give us a call and we will tell you more. Prospective Sales Associates are given all the information they need to decide if a career as a Real Estate Associate at Long & Foster's Patti Green & Company is right for them.

**Call today for more information
703-583-4148**



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