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# The Green Pages

Serving Northern Virginia &amp; Points South Since 1969

October 2008

## Kitchen Remodeling “101”

Once you've decided to remodel your kitchen the whole process can become a bit overwhelming with all of the materials available now for cabinets and countertops. Hopefully, the information being provided here will help you become more informed making your project much easier.

### CABINETS

**Inexpensive wood** is a light- to medium- toned hardwood such as Oak, Birch and Maple.

**Pros:** Because of their strength and uniform grains they take paint well. Maple and Oak mellow in color as they age

**Cons:** Maple and Birch may not absorb stains as evenly as some more expensive woods.

**Midrange wood** have a pronounced grain, such as Hickory.

**Pros:** It is very dense, extremely strong and comes in an array of colors.

**Cons:** The cuts are not always uniform in color and one piece may contain several variations of the same color. This can be solved by using a midtone stain to smooth out the discrepancies.

**Expensive wood** such as Cherry and Walnut that are known for their smooth grains.

**Pros:** It is very strong and durable.

**Cons:** Over time Cherry darkens and Walnut lightens so keep this in mind for the future.

**Laminate** is layers of paper topped with plastic and then glued to plywood or medium-density fiberboard.

**Pros:** It is affordable and comes in an endless array of colors and patterns.

**Cons:** The door fronts only come in slab-styles and it is prone to scratching.

**Stainless steel** give a sleek style with frameless construction (they attach directly to the cabinet frame).

**Pros:** Unlike wood, this material won't warp and comes in several color options.

**Cons:** Stainless scratches and dents easily and shows fingerprints (unless it's powder-coated).

**Thermofoil** is a thin layer of vinyl molded to MDF.

**Pros:** It doesn't warp making it great for humid environments and cleans easily.

**Cons:** You can't pass it off as real wood because it's made of plastic or enamel. Cabinets placed next to or above the oven can sometimes peel or yellow.

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# October 2008 Calendar of Events Northern Virginia & Points South

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2  Birthday Emily Heisen	3 Birthday Nicole Leiter	4 Cherokee Pow-Wow 10-5 Claude Moore Park, Sterling 571-258-3700
			Other Birthdays this Month: Brandon Vincent			
5 Fall Festival Belvedere Plant. Fredericksburg 540-373-4478 10-5  Birthday Dean Day	6	7  Birthday Greg Clay	8  Birthday Trent Butcher, Jr.	9 Yom Kippur	10  Birthday Shea Carroll Kara Kellers	11 Alex. Arts Safari 703-838-4565 Torpedo Factory Alexandria 12-4
12 Clifton Day Historic Clifton 703-968-0740 9-5	13 Columbus Day 	14	15	16  Birthday Michael & Christopher Ramey	17	18 Autumn Adventure 12-5 Reston Town Center  SPCA Adopt-A-Thon 10-3 PWC Fairgrounds Manassas 571-222-0033
19 Homeless Animals Rescue Team Annual Dogwalk Bull Run Park Centreville 11:30-3 703-691-HART  Birthday Joshua Sylvester	20	21	22  Birthday Thomas Grubaugh Alan Arrington	23	24	25 Autumn Apple Festival 10-4 Heritage Farm Museum, Leesburg  Birthdays Jason Avallone
26	27  Birthday Alison Harner	28  Birthday Stacy Lloyd	29	30	31 Halloween 	



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# ASHLEY'S ACTION PAGE

Our empire is expanding!! Cherish Green and I would like to introduce our new business venture, PROPERTY MANAGEMENT. In this market, right now, it is hard to sell. It's definitely a buyers market with all the foreclosures that are available. Sellers are not able to get out of their homes comfortably so we have come up with a solution. Whether your being transferred, relocating or buying an investment property, we can help convert your property into an equity building investment. A rental home is a big investment. With all the regulations, legal issues and liabilities, we feel it is in your best interest to hire a professional, property management company. Here are some ways we can help you because we know that you want to see profits, not problems.

- We can help maximize your investment return.
- We handle the headaches of managing property, allowing you to enjoy the rewards of owning an investment property.
- We'll market and advertise your property locally, and out to millions over the internet.
- We screen thoroughly and help you select quality tenants.
- We deal directly with the tenants—negotiating and preparing leases, coordinating maintenance, collecting rent, and if needed, we will handle any legal actions including evictions.
- We survey the property before, during, and after tenant occupancy.
- We coordinate maintenance repairs of the property
- We have strong working relationships with vendors and repairmen.
- You will receive comprehensive monthly statements.
- Our office is located locally, so we can visit your property quickly when needed.
- We have 24 hour availability to handle any emergency.
- We monitor the market conditions to insure that you receive the most competitive rental rates.

We are here for you. We will convert your property into an efficiently managed investment. We feel property management is vital in maintaining the value and profitability of your property, and you can be confident knowing your investment property receives exposure and service that is second to none. For more information, rates, and a free market analysis please contact us.

## **My Quote of the Month: Beauty is not only skin deep.**

### **My Featured Listing of the Month:**

**16809 Capon Tree Dr. Woodbridge, VA 22193**

**Price: \$165,000**

This town home has a lot of potential. Great first time home or investment property. 3 bed, 3.5 baths with deck and fenced in yard. Big kitchen & dining rm. w/ sliding glass doors to deck. Spacious living rm., rec. rm. w/ fireplace & walkout basement. Needs thorough cleaning & new carpet. **SHORT SALE!** CLOSE TO POTOMAC MILLS SHOPPING CENTER, RESTAURANTS & NVCC COLLEGE, SWIMMING POOL & TENNIS COURTS.



This page was produced by Ashley Spencer.. If you have any interesting facts that you would like to share or would like additional information about what's published on this page contact me at 703-986-5813/703-598-9385 or email me at Ashley.Spencer@LNF.com

# ACTIVE LISTINGS



**13522 Kaslo Ct.**  
**Woodbridge, VA 22193**  
**\$202,000**

This is a charming well kept 4 bedroom, 2.5 bath with 1 car garage on a cul-de-sac. Combo living room-dining room with fireplace. Extension on the second floor can be used a family room. Eat in kitchen with side by side fridge and built in microwave. Sunroom off kitchen leads to deck and fenced in backyard. This is a short sale and appraisal is completed. Bank offering 3% in closing cost help.



**7112 Token Valley Road**  
**Manassas, VA 20112**  
**\$1,150,000**

11.5 Acres in central Prince William county off Hoadly Road. Acres are divided by Hoadly Road. To the north we have 4 acres and to the south 7.5 acres. Potential for rezoning to multiple lots. Currently zoned A-1 surrounding lots SRR. Water available at road.



**13551 Warrenton Road**  
**Catlett, VA 20119**  
**\$250,000**

This 10 acre lot is ready for your custom home. A builders dream. Come experience this quiet serene area. This lot is zoned A-1 and has not been perked. It contains a small pond and a 1 bedroom, 1 bath cabin being sold as is. Long easement allows your new home to sit away from the road, providing tons of privacy.



**4600 S Four Mile Run Drive**  
**Arlington, VA 22209**  
**\$250,000**

This freshly painted, sunny condo features wood floors, updated kitchen and bath, mirrored wall and balcony. Comes with 1 underground parking and secured parking in the rear,. The Condo fee includes all utilities, pool, tennis, exercise room and sauna. Close to metro bus and metro stations.



**16809 Capon Tree Lane**  
**Woodbridge, VA 22191**  
**\$1800/ mth**

Great first time home or investment property, this 3 Bedroom, 3.5 Bath home has a lot of potential. Boasts a large Kitchen and Dining Room with sliding doors to the deck, spacious Living Room, Rec. Room with fireplace and walk-out basement. The community center offers a swimming pool, tot lot and tennis courts. Close to shopping centers, restaurants, schools, and more.

# FOR RENT



**13881 Napa Drive  
Manassas, VA 20112  
\$2000/ mth**

A rare and unique 4 Bedroom 3.5 Bath home on 2.64 acres in central Prince William County. This well maintained home has a private landscaped lot and deck in the rear. It features 2 Master Suites, 3 car garage and 2653 sq. feet of living space. This home is a Must See!



**14389 Madrigal Drive  
Woodbridge, VA 22193  
\$1,699/mth**

This beautiful townhome features hardwood floors, 9 ft. ceilings, two Master Suites and one additional Bedroom, security system, large Recreation Room, and a large sunny deck with a fenced backyard. The community offers a basketball court and tot lot and is close to major shopping centers and commuter routes.



**2414 Brookmoor Lane #410A  
Woodbridge, VA 22191  
\$2,150/mth**

Gorgeous 2 level 3 Bedroom, 2.5 Bath upper level condo with 1 car garage. Hardwood floors on the main level with ceramic tile in the Kitchen and Family Room. This home has a large gourmet Kitchen with island, Family Room with fireplace and balcony, separate Dining Room off the Living Room, stack washer and dryer and plenty of windows. The Master Bedroom boasts a large walk-in closet and Luxury Bath with jetted tub. All the bedrooms are spacious. Close to VRE and I95.

Gourmet Foods Make Terrific  
*Holiday Gifts!*

Contact me  
for more  
information ...  
and a free  
taste-testing!



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## 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. No time for a full time career in real estate contact our office regarding becoming a referral agent. **Call today for more information 703-583-4148 or email:cherish.green@longandfoster.com**

## COUNTERTOPS

**Laminate** is layers of paper topped with a thin layer of plastic then glued to plywood or medium-density fiberboard.

**Pros:** Resists stains and comes in many color and pattern options.

**Cons:** If you accidentally slice through the top layer you will need to replace the entire countertop. It can also buckle under high heat and the seams are visible.

**Solid surface** is molded resin.

**Pros:** Often referred to as Corian, it's stain-resistant and nonporous and comes in a range of colors. Scratches can easily be sanded out.

**Cons:** This material may be scorched by hot pots and marred by knives.

**Marble** is crystallized limestone usually with gray or beige veining.

**Pros:** It is heat resistant and is a great surface for rolling dough.

**Cons:** It is prone to chipping and acidic foods can cause stains and deep scratches.

**Stainless steel** is sheets of metal.

**Pros:** They are heat-resistant and will stay bacteria-free.

**Cons:** This is a fingerprint magnet and scratches easily.

**Concrete** is cement, water, sand, stone and pigment formed into a slab.

**Pros:** The surface is very smooth and can be tinted to match your paint color.

**Cons:** It may crack when exposed to extreme temperature changes.

**Engineered stone** is ninety-three percent quartz particles mixed with resins and pigments.

**Pros:** It won't scratch or scorch, there's minimal variation from slab to slab, and comes in many colors.

**Cons:** The seams are visible and the edges may chip.

**Wood** is solid slabs of hardwood or butcher block. Wood that is certified by the FSC comes from sustainably managed forests.

**Pros:** It takes on character as it ages.

**Cons:** Wood can warp, stain, burn, and scratch. It absorbs bacteria and needs to be disinfected after exposure to raw meat or fish.

**Limestone** is a sedimentary rock consisting mainly of calcite.

**Pros:** There is requiring a mixture of baking soda and water to draw out the tougher stains, and is prone to scratches, nicks and chips.

**Granite** is one of the hardest natural stones on earth and ranges in color from black to pink.



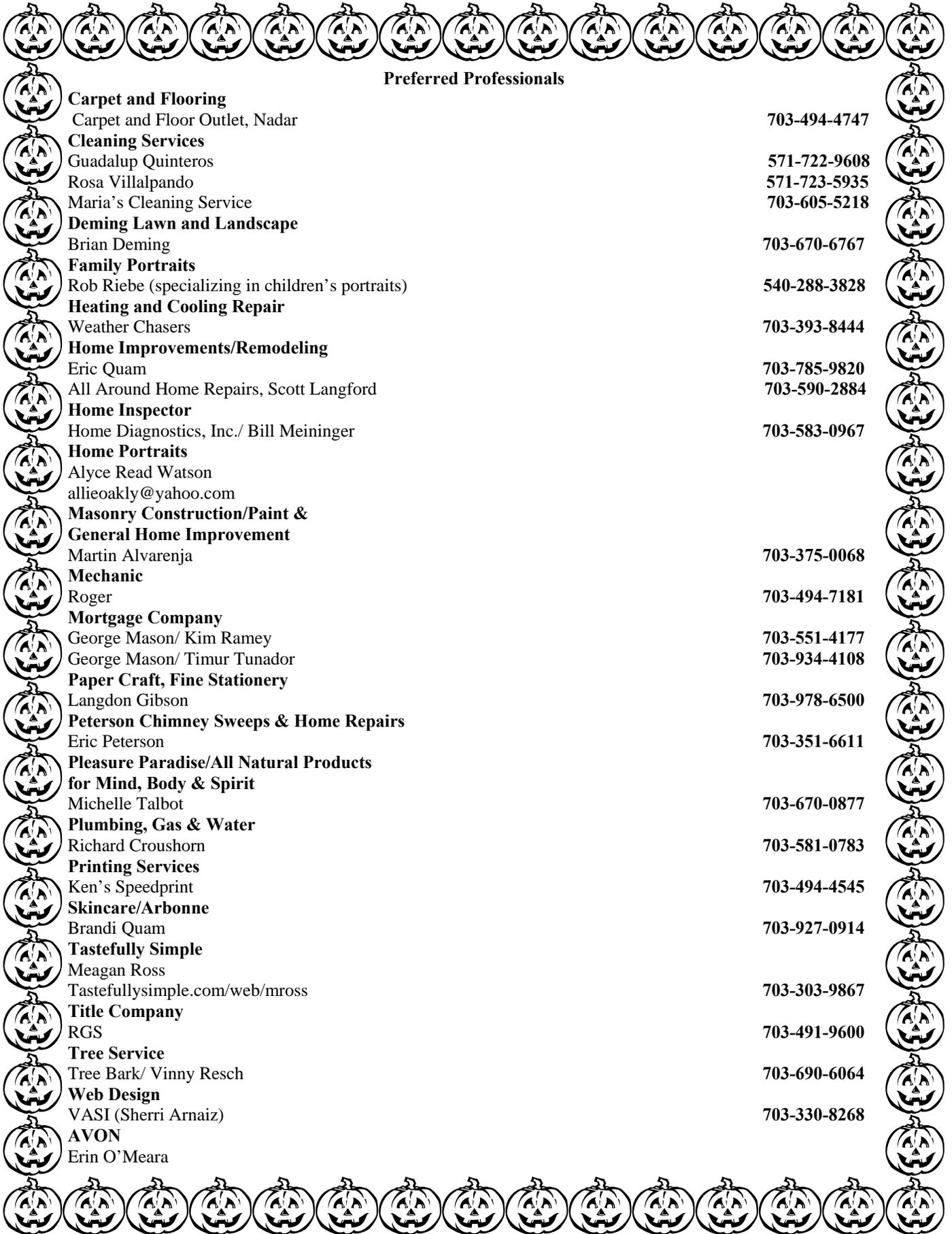
ask Cherish

What is the difference between Short Sales, REO, and Foreclosures?

From: Potential Buyer

There are many terms that listing agents and sellers use to describe their properties. There are slight differences in the listings and it is important to know the difference before making an offer to purchase. I will explain.

**Short sale:** A short sale happens when a lender agrees to accept an offer to settle for less than the owner owes. Most of the time, the seller is currently behind in mortgage payments and currently in default. This is the first step the owner takes in order to avoid foreclosure. Although the lender will recover less than the property is worth, they may accept the sale instead of foreclosing because this is too costly to the lender. Also, if the bank is unable to sell the home, it will become an REO (Real Estate Owned) property and the bank will have the added expense of maintaining, selling and listing the home. There are a lot of cons in making the offer on a short sale. Not every sale is guaranteed and they are by far SHORT to close. Most of the time these homes take 3 to 6 months just to get an answer on your offer. The banks look at the owner's personal and financial situation, appraisals, market conditions and the banks current financial condition. Also, the banks are understaffed in their Loss Mitigation Departments. Most processors are reviewing 5 sales a day. And, even if the lender agrees to the short sale, 80% of them fall apart in and around settlement over additional charges. This is a very long process and the buyers usually will not want to wait for the home to be approved with so many more being listed daily. If you are considering selling via Short Sale, it is important that you consult your accountant and attorney first.



**Preferred Professionals**

-  **Carpet and Flooring**  
Carpet and Floor Outlet, Nadar 703-494-4747
-  **Cleaning Services**  
Guadalup Quinteros 571-722-9608  
Rosa Villalpando 571-723-5935  
Maria's Cleaning Service 703-605-5218
-  **Deming Lawn and Landscape**  
Brian Deming 703-670-6767
-  **Family Portraits**  
Rob Riebe (specializing in children's portraits) 540-288-3828
-  **Heating and Cooling Repair**  
Weather Chasers 703-393-8444
-  **Home Improvements/Remodeling**  
Eric Quam 703-785-9820  
All Around Home Repairs, Scott Langford 703-590-2884
-  **Home Inspector**  
Home Diagnostics, Inc./ Bill Meininger 703-583-0967
-  **Home Portraits**  
Alyce Read Watson  
allieoakly@yahoo.com
-  **Masonry Construction/Paint & General Home Improvement**  
Martin Alvarenja 703-375-0068
-  **Mechanic**  
Roger 703-494-7181
-  **Mortgage Company**  
George Mason/ Kim Ramey 703-551-4177  
George Mason/ Timur Tunador 703-934-4108
-  **Paper Craft, Fine Stationery**  
Langdon Gibson 703-978-6500
-  **Peterson Chimney Sweeps & Home Repairs**  
Eric Peterson 703-351-6611
-  **Pleasure Paradise/All Natural Products for Mind, Body & Spirit**  
Michelle Talbot 703-670-0877
-  **Plumbing, Gas & Water**  
Richard Croushorn 703-581-0783
-  **Printing Services**  
Ken's Speedprint 703-494-4545
-  **Skincare/Arbonne**  
Brandi Quam 703-927-0914
-  **Tastefully Simple**  
Meagan Ross 703-303-9867  
[Tastefullysimple.com/web/mross](http://Tastefullysimple.com/web/mross)
-  **Title Company**  
RGS 703-491-9600
-  **Tree Service**  
Tree Bark/ Vinny Resch 703-690-6064
-  **Web Design**  
VASI (Sherri Arnaiz) 703-330-8268
-  **AVON**  
Erin O'Meara



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**13875 Hedgewood Drive**  
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**Foreclosure:** When a home owner fails to make their mortgage payments the lender can begin to foreclose on the property. This usually takes 3 to 6 months from the initial default. Today's short sale is usually tomorrow's foreclosure. Once the property has foreclosed the owner's name is removed from the title of the property and the lender takes possession. Foreclosures are auctioned at a Trustee Sale at your county Court House. These lists are provided daily in your local newspaper. Purchasers must pay in full at the time of auction with a cashier's check. If you are considering this option, you may want to discuss the legal ramifications with an attorney. Some of the title problems you could encounter deal with various tax liens and encumbrances. Also, you may have to deal with evicting tenants and owners who may still be occupying the home. You also will not have a Realtor representing you in this transaction unless you pay for their commission out of your own pocket. Unless you are a seasoned investor and have ample time to dedicate, I would strongly avoid this type of transaction.

**REO:** Real Estate Owned properties that are unsold at auction are properties of the bank. A home that has foreclosed and has become bank owned property can be listed by a Realtor.

In my opinion, out of the above-mentioned property sales, this is the best way for buyers to go. The liens have been removed, the properties are vacant and the banks are very motivated to sell the homes. These homes are generally sold "as is" without any expressed or implied warranties. The buyer will have the necessary contingencies to walk such a home inspection, appraisal, financing, and Property Owners Association review period. The negative here is that the banks are sometimes inundated with offers and they take 2 days to a month to get an answer on an offer.

The absolute best way to go is to find a home for sale that has a real seller who owns their home, has equity and is willing to add warranties to the sale. The owner who is selling the home knows the condition of the home and is required by law to disclose and defects that are not cosmetic. I have only had a few non-foreclosure sales this year, a majority of the homes I show are REO homes but this too shall change!

If you have questions, please feel free to call or email me anytime at 703-217-3278 or [cherish.green@longandfoster.com](mailto:cherish.green@longandfoster.com)