

AUGUST 2021

McLean

NEIGHBORHOOD MAGAZINE



Presented by
The Greater Capital Area Team of Compass

COMPASS

703.405.3019 | The Greater Capital Area Team of Compass | GCATofCompass.com
703.266.7277 | 3001 Washington Blvd Suite 400 Arlington, VA 22201 | Compass.com





NOW, MORE THAN EVER,
THE EXPERTISE OF A
REAL ESTATE PROFESSIONAL
MATTERS IN THE SALE
OF YOUR HOME

We understand what it takes to sell your home.

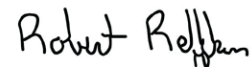
Hi, I'm Robert, Founder & CEO of Compass. I started this company because my own mother is an agent — and I wanted to create a company that treats its agents as well as they treat clients like you.

I saw how hard my mom worked to make her clients' dreams come true and it filled me with an appreciation for the importance of home and the difference a talented, ethical professional can make in your real estate experience.

Our goal is to invite only the most well-respected and skilled agents to join Compass and then provide them with what my mom never had: a powerful technology platform, the highest levels of support, and a vast array of gorgeous marketing tools to reach the most qualified buyers — all to help serve *you* better.

Our mission is to help everyone find their place in the world and we would be honored to help you embark on your next chapter.

Sincerely,



Robert Reffkin, Founder & CEO

A network of top real estate agents
ready to bring you your buyer.

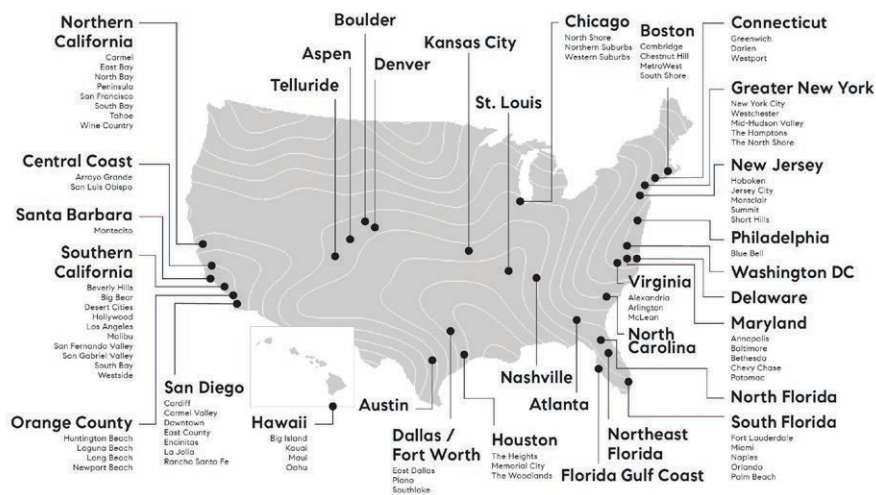
\$152B+

2020 Gross Transaction Value*

350+ 20K+

Offices

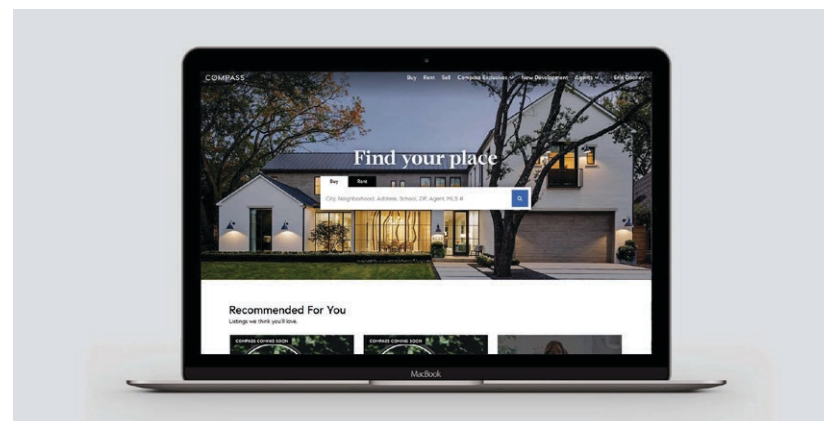
Agents**



*Gross Transaction Value is the sum of all closing sale prices for homes transacted by agents on the Compass platform. We include the value of a single transaction twice when our agents serve both the home buyer and home seller in the transaction. This metric excludes rental transactions.

**Agents are defined as all licensed agents on the Compass platform as of 3/31/21.

Everyone gets a first impression...
Compass gets billions.



250M+

Annual website
and social media
impressions*

1.4M+

Annual unique
international users
on compass.com**

105B+

2020 PR
Impressions***

Digital Reach

Our digital footprint attracts potential buyers to your listing.

International Reach

Our website drives international buyers to homes like yours through curated presentation and artificial intelligence.

Media Reach

Our in-house media team works with top publications to share compelling narratives about your home with your target buyer.

*Sourced via Sprout Social and Google Analytics, 11/2020-12/31/2020.

**Sourced via Google Analytics, 11/2020-12/31/2020.

***Sourced via Meltwater, 11/2020-12/31/2020.

FEATURED LISTING

**8904 CAMDEN STREET
ALEXANDRIA, VA 22308**
5 BR | 3 BA | 1,368 SF
\$799,900



This is a must see home in the Ft Hunt area.. With 5 bedrooms and 3 baths there is room for everyone. All baths have been fully upgraded. Enjoy two fireplaces, Updated baths, large lot and so much more. Lower level has tons of storage and comfortable den area, perfect for kids, man cave and entertaining. Enjoy morning coffee on your deck overlooking the private back yard. Entertain on the large oversized deck. Kitchen has some newer appliances and eat-in space. Walking distance to Ft Hunt Elementary school, the Potomac River and just min to National Airport! You will love this home!

Courtesy of Amy Debok

FEATURED LISTING

**938 SAIGON ROAD
MCLEAN, VA 22101**
6 BR | 7.5 BA | 10,750 SF
\$4,249,000



Be Prepared to be AMAZED! New Home Nearing Completion- Late Summer/ Early Fall 2021 Delivery. Beautifully sited on 1.38 Private acres backing to woods; this extraordinary Custom home boasts close to 11,000 Sqft and is a dramatic & tasteful blend of "soft contemporary"/"transitional" styles. Walls of windows and soaring ceiling heights are punctuated throughout w/ exquisite finishes and attention to detail. The Main Level features a Gourmet Kitchen w/ top of the line appliances, formal Living Room & Dining Room, a Main Level Bedroom and Full Bath, a spacious Family Room with a 2 -sided Fireplace to the private Library. A lovely Screened Porch overlooks the expansive Terrace that spans the rear of the home. The Upper Level offers a gorgeous Master Suite with a fireplace, Deluxe Master Bath & 2 grand walk-in closets. The Upper Level also features 3 additional bedrooms, each with en-suite baths and walk-in closets. The bright, walkout lower level includes a Wine Cellar, Media Room, Bar, 2 Full Baths, Bedroom, Fireplace & Covered Patio. Other amenities include, an Elevator, Generator, Irrigation System, 3 Car Side Load Garage. There will be ample flat space for a Yard & Pool!!! Call Listing Agent for Details.

Courtesy of Anne DeBenedetto

PRICE IMPROVED

FEATURED LISTING

**6103 RIVER RD,
FREDERICKSBURG, VA 22407**
4 BR | 4 BA | 4,247 SF
\$899,900



Nestled in a clearing this modestly elegant and welcoming 2 level home is set high on a wooded vista, with a lush and lovely 3.25 acres surrounded by a beautifully landscaped yard, and mature 100+ year old trees boasting breathtaking views year round! 4 Bedrooms and 3.5 Baths throughout 2 finished floors, spanning approx. 4,300 finished square feet, showcasing well-proportioned rooms, newer windows, hardwood and ceramic tile floors, new roof, insulation, and gutters/guards, all completed during the 2017-2018 whole house renovation.

FEATURED LISTING

**6649 OLD CHESTERBROOK RD,
MCLEAN, VA 22101**
6 BR | 6.5 BA | 7,000 SF
\$2,275,000



There is still time to customize your finishes! Designed by Thomas French Architect! This Stunning New Home beautifully sits on a 12,753 SF lot and features a spacious 2 car garage, 6 large bedrooms, 6 full spacious and luxurious bathrooms, 1 beautiful half bathroom. This craftsman style transitional home boasts over 7,000+ square feet of modern living space. This dream home features 10 foot ceilings on the main level, office/bedroom and full bathroom on the main level, Pella windows, chef's gourmet kitchen, top of the line appliances, large walk-in pantry, breakfast area, dining room, formal living room, modern gas fireplace, recessed lights, decora light switches, quartz countertops, open floor plan and natural solid hardwood flooring throughout. The Upper Level offers a luxurious owner's suite with a spa-like deluxe owner's bath and large walk-in closets. Owner's bathroom features a freestanding tub, spacious shower with frameless glass enclosure and dual vanities. The upper Level also features 3 additional large bedrooms with en-suite baths. The upper level additionally features a laundry room. The finished basement includes a wet bar, exercise room, media room, powder room, spacious bedroom with an ensuite bathroom. This well-established neighborhood is located in the heart of Mclean featuring restaurants, shopping, and community activities. Easy commuter access to Tysons, DC, and the Silver Line Metro. Elevator Shaft Ready. Other Homes and lots available

*Photos included in the listing are taken from a different project by the same builder!

FEATURED LISTING

**6519 BEVERLY AVENUE
MCLEAN, VA 22101**

6 BR | 5 BA | 1 1/2 BA | 7,166 SF
\$2,349,888



This Stunning New Home beautifully sits on a 11,200 SF lot and features 2 spacious car garages, 6 large bedrooms, 5 spacious and luxurious full bathrooms, 1 beautiful half bathroom. This craftsman style transitional home boasts over 7,000 square feet of modern living space. This dream home features a two story grand foyer, chef's gourmet kitchen, top of the line appliances, large walk-in pantry, breakfast area, dining room, formal living room, custom fireplace, recessed lights, quartz countertops, open floor plan and 5" plank White Oak flooring throughout. The Upper Level offers a luxurious owner's suite with a spa-like deluxe owner's bath and 2 walk-in closets. Owner's bathroom features a freestanding tub, spacious shower with frameless glass enclosure and dual vanities. The upper Level also features 3 additional large bedrooms with en-suite baths and walk-in closets. The finished basement includes a wet bar, exercise room, media room, powder room, spacious bedroom with an ensuite bathroom. Fully fenced backyard features a large stone patio and generous flat grass area. This well-established neighborhood is located in the heart of McLean featuring restaurants, shopping, and community activities. Easy commuter access to Tysons, DC, and the Silver Line Metro. *Photos included in listing are taken from a different project by the same builder.

FEATURED LISTING

**8220 CRESTWOOD
HEIGHTS DRIVE, UNIT 715
MCLEAN, VA 22102**

2 BR | 2 BA | 1,228 SF | \$665,000



Floor to ceiling windows allow for amazing views!! A lifestyle of luxurious tranquility! Lavish 2 bedroom + 2 bath featuring premium hardwood floors, gourmet kitchen with granite counters and steel appliances opens to spacious living room**modern building with party room,pool,24 hr concierge and security**great value..Penthouse view without the price tag!! Listing agent has financial interest

FEATURED LISTING

**920 NORTH QUESADA STREET
ARLINGTON, VA 22205**

6 BR | 7.5 BA | 7,081 SF
\$1,999,000



Luxurious, newly built home. This North Arlington home is ideally located literally just minutes from the major northern Virginia arteries: Rt. 50, Rt. 7, Rt. 66, Wilson Blvd., Washington Blvd, and Lee Hwy making travel into and away from D.C. easy. It is a walkable distance to the Falls Church Metro, parks, bike trails, shopping centers (Eden Center, Seven Corners, etc), and restaurants. This gorgeous home has all the bells & whistles, with the amazing locale and sought-after schools (McKinley Elementary School, Swanson Middle School, Yorktown High School). The attention to detail in design and craftsmanship sets this home apart. Some of the home's high-end features include high ceilings, an amazing kitchen with exorbitant appliances such as under-counter refrigerator drawers and a 6-burner gas range with griddle and 2 electric ovens, a gas fireplace with remote control in the living room, and much more! All bedrooms have large custom closets. The master has dual walk-ins and French doors onto a balcony. The stunning master bath has dual vanities, thermostatic LED shower system and towel warmer. Laundry is on the second floor and the 3rd floor is finished, carpeted with a full bath. The oversized detached 2 car garage also has a finished, carpeted 2nd level with full bath perfect for the returning college student/older child. There's an office next to the front door, a sunroom in the back next to the kitchen and a butler's pantry servicing the dining room. The house has a finished deck and an exceptionally large fenced back backyard (95'x77') with a surprising level of privacy that is nearly unique in Arlington. The basement has a wet bar and there is an au pair suite with walk-in closet. This house is one of the first new builds in this highly desirable, quiet North Arlington neighborhood, hence the lower price for its size and amenity.

FEATURED LISTING

**1033 BELLVIEW ROAD
MCLEAN, VA 22102**

6 BR | 7 BA | 2 1/2 BA | 11,452 SF
\$3,999,888



Move In Ready! Inspired by the glorious chateaus of France, this luxury estate home offers exceptional lifestyle and privacy. Reflection of the magical merging of inspiration and architecture comes to life in this perfectly designed home. Created by renowned architect James McDonald and Versailles Custom Homes, this masterpiece of design and craftsmanship featuring 11,000+sqft Luxury Homes. Sprawling entertaining spaces flow outside to the outdoor living areas into the tranquil nature beyond.

UNION HOME MORTGAGE PROMISES KEPT

Have You Been Dreaming of Homeownership?

Bobby Luu and Team at Union Home Mortgage Can Make Help Make Owning a Home a Reality. Whether looking to buy, sell or refinance, we have you covered. We work hard to get you the best loan for your needs.



Learn which option is best for you! Contact us today!

TeamBobbyLuu@uhm.com
8130 Boone Boulevard
Suite 240, Vienna, VA 22182



MEET BOBBY LUU'S TEAM

Bobby Luu | Sales Manager/Team Lead & Senior Mortgage Advisor | LO NMLS 185192 240.466.9850

With more than 20 years of combined experience in retail banking, finance and mortgage banking, Bobby has helped hundreds of individuals and families achieve the dream of homeownership.

- Recognized as a Top Loan Officer at Union Home Mortgage
- Two-time President's Club Loan Officer

Millie Woodall | Loan Officer Coordinator 571.430.3999

Millie was born and raised in Bolivia and is bilingual and fluent in Spanish. She started her professional career in the Mortgage Industry in 2004. It's her mission to ensure the buying or refinancing experience is simple and straightforward while keeping you informed throughout the loan process.

Tiffany Le | Loan Officer Assistant | 703.436.2972

Tiffany is bilingual, fluent in Vietnamese and English. It was in college when she fell in love with the mortgage industry. For her, it's a labor of love, helping individuals and families achieve the dream of homeownership.

Licensed to work in: VA, MD, DC, PA, NJ, TX. Union Home Mortgage Corp NMLS #2229. Licensed by the N.J Department of Banking and Insurance | Texas Recovery Fund. | nmlsconsumeraccess.org

Protect Your House While On Vacation

Get a Home Security System

Get a home security system and make sure you advertise that you have one. If possible, get a video security system that will allow you to monitor your home remotely.



Stay Off Social Media

It's hard not to post vacation pics on social media, but you should hold off to keep your home safe. Post your pics when you get home.

Have a Trusted Friend Watch Your Home

If you have a friend in the community, ask them to keep an eye on your home while you're away. Ask them to take in your trash.

Secure Your Garage Door

Lock your garage door and the door that you enter from your garage.

Keep Your Yard Maintained

Weeds and overgrown grass are a sure sign that nobody is home. Have someone trim your lawn while you're away.

Lock Your Sliding Doors and Windows

(Even on the Second Floor) Make sure that all of your windows and doors are locked. Double-check windows on your second story.

Hold Mail and Deliveries

Have the post office hold your mail. Make sure that you don't have any package deliveries while you're gone.

Install Proper Exterior Lights

Install outside lights that are on a timer or that have movement sensors.

Keep Your Blinds Open

If you usually leave your blinds open, keep it that way. Your home will look like someone is home.

Install Timers on Your Interior Lights

Schedule timers to turn on a few inside lights to make it look like someone is home.

STUFFED GREEN BELL PEPPERS

1 cup water
½ cup uncooked
Arborio rice
2 green bell peppers,
halved and seeded
2 green onions, thinly sliced
1 teaspoon dried basil
1 teaspoon Italian
seasoning
1 teaspoon salt
1 pinch ground
black pepper
1 tomato, diced
½ cup crumbled
feta cheese
1 tablespoon
olive oil

Preheat the oven to 400
degrees and lightly grease
baking sheet.

In a medium saucepan,
bring water to a boil. Add in
the rice. Reduce heat, cover,
and simmer for 20 minutes.
Remove from heat, and set
aside.

Place the peppers cut-side
down on the baking sheet.
Roast peppers for 25 to 30
minutes in the preheated
oven, or until tender and
skin starts to brown.

While the peppers are
roasting, heat oil in a
medium skillet over
medium-high heat. Add
the onions, basil, Italian
seasoning, salt, and pepper
in oil for 2 to 3 minutes. Stir
in the tomato, and cook
for 5 minutes. Spoon in the
cooked rice, and stir until
heated through. Remove
from heat, mix in the feta
cheese, and spoon the
mixture into the pepper
halves.

Return to the oven for 5
minutes. Serve immediately.



STRAWBERRY CHOCO MOUSSE CAKE

1 cup chocolate
cookie crumbs
Oreo Chocolate
Sandwich Cookies
3 tablespoons butter,
melted
2 pints fresh
strawberries, halved
2 cups semisweet
chocolate chips
½ cup water
2 tablespoons
light corn syrup
2 ½ cups heavy
cream, divided
1 tablespoon
white sugar

In a bowl, mix crumbs and butter
to blend thoroughly. Press evenly
onto bottom of 9-inch springform
pan. Arrange strawberry halves
around the pan side-by-side,
pointed ends up, with cut sides
against the side of pan; set aside.

Place chocolate chips in blender
container. Pour water and corn
syrup into a small saucepan.
Bring to a boil and simmer for 1
minute. Immediately pour over
chocolate chips and blend until
smooth. Pour into a mixing bowl
and cool to room temperature.

While chocolate cools, whip 1 ½
cups of the cream to form stiff
peaks. Use a rubber spatula or
large whisk to fold 1/3 of the
whipped cream into the cooled
chocolate to lighten it. Gently
fold in the remaining whipped

cream until mixture is thoroughly
blended. Transfer the mousse
into the prepared pan and
smooth the top. The points of the
strawberries might extend about
the chocolate mixture. Cover with
plastic wrap and refrigerate for 4
to 24 hours.

Up to 2 hours before serving,
in a medium mixing bowl, beat
remaining 1/2 cup of cream to
form soft peaks. Add sugar. Beat
to form stiff peaks. Remove
the side of the springform pan
and place the cake on a serving
plate. Pipe or dollop whipped
cream onto top of cake. Arrange
remaining halved strawberries on
whipped cream. To serve, cut into
wedges with thin knife, wiping
blade between cuts.



LOU'S LOCAL RECOMMENDATIONS

RESTAURANTS

Agora Tysons

Han Palace

Patsy's American Restaurant

Busara Thai Restaurant

**J. Gilberts Wood-Fired
Steaks & Seafood**



PERSONAL CARE

**McLean Dermatology
and Skincare Center**

**Phuong Hair and Beauty
Salon at the Eden Center**



PET CARE

Tysons Corner Animal Hospital

RETAIL

Peloton Tysons 1 Mall



HEALTH

Orange Theory Fitness

Ooey Gluey Wall Art

Help your child make a friendship based art project with glue and paint. They can either exchange their art or hang it somewhere to remind them of their friendship.

What You'll Need:

- white school glue
- clear acrylic sheet or cardstock
- food coloring
- paintbrush
- picture frame

What to Do:

This activity gets messy! Be sure to cover your work surface before starting.

1. Use school glue to paint a sheet of clear acrylic (as found in a photo frame) or cardstock.

2. While the glue is still wet, add drops of food coloring onto it.

3. Use a paintbrush to spread the colors. Let dry.

4. Place your artwork in a frame.

Catch Some Rays!

Hang the clear acrylic painting in a window.



How Do I Attract Multiple Bidders When Selling My Home?

Having multiple offers for your home puts you in a commanding position to sell at a higher price that would've been otherwise improbable. This could also allow you to negotiate harder because the buyer is well aware of the other people eagerly awaiting the opportunity to buy your home. To accomplish the feat of having multiple offers, there are a few key factors that are within your control.

Know Your Local Market

The pricing and marketing strategy you choose to implement needs to be catered to your region. You may not be able to control whether you're in a buyers or sellers' market but you can devise a plan to optimize your options either way.

Set Your Listing Price Strategically

In a seller's market, setting your price below the amount you know it could sell for is wise. You want it low enough that it falls into a lower tier of online searches based on price but not so low that people are skeptical and assume there are flaws. In a buyer's market, setting your price as close to actual is wise.

Make Your Home Move-In Ready

Most buyers want homes they won't have to fix up before they can live there. As long as it's within your budget, make sure the home is clean, updated, and in good repair.

Marketing Your Home

The more people that know your home is for sale, the chances of more people interested enough to bid increases. This is your local agent's time to take the lead. Hiring an agent that you're confident enough in to listen to their suggestions will pay dividends. Your local agent will take care of marketing duties ensuring that your property is shown in a way that allows it to stand out.

Hire a Neighborhood Expert

Your agent should not only bring attention to your property but expand the excitement to all potential buyers. Being able to segue interest into offers is crucial. As your local Neighborhood Expert I am well versed in all this and more. Call me today to see how much your home is worth!



Morgan Stanley and Compass Marketing Partnership

We connect high-net-worth individuals to your property.

Compass has partnered with Morgan Stanley to showcase your listing to

140K+

Morgan Stanley Reserved clients.*

Morgan Stanley's Reserved client network consists of:

- More than 140,000 global clients currently enrolled in the program*
- Clients with over \$2M invested with Morgan Stanley on average*
- Clients that have spent almost \$800M through the Reserved program*
- Affluent and international clients, many of whom have vacation homes in addition to their primary residence

Explore the world of Reserved Living & Giving at msreserved.com

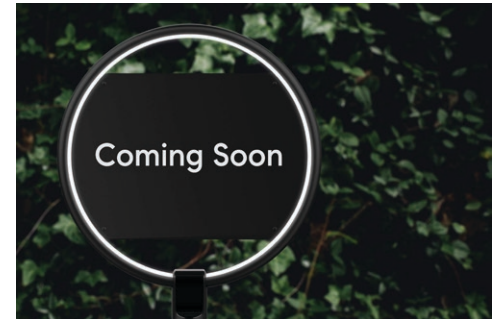
Morgan Stanley | COMPASS

*Sensei Marketing Data as of 2020 YE
Clients with \$1 million in assets and liabilities at Morgan Stanley are eligible to enroll in the Reserved Living & Giving program. Clients with \$10 million in assets and liabilities qualify for our highest tier, Signature Access, which offers additional benefits tailored to our most affluent clients including world class concierge services in Art Advisory, Private Health Advisory, Cybersecurity, and bespoke travel services. Morgan Stanley Reserved Living & Giving is a tiered complimentary loyalty program that rewards Morgan Stanley's most valued clients. Morgan Stanley Smith Barney LLC reserves the right to change or terminate the Reserved or Signature Access program or partner offers at any time and without notice. Reserved and Signature Access program participant qualifications are reviewed periodically to confirm that they continue to qualify for this program. Not all offers are available to nonresident clients. Signature Access, the highest tier of the Reserved Living & Giving program, is part of Morgan Stanley Lifestyle Advisory. This tier features products and services that are provided by third-party service providers, not Morgan Stanley Smith Barney LLC (Morgan Stanley). Morgan Stanley may not receive a referral fee or have any control concerning the delivery of such products or services. Please perform a thorough due diligence and make your own independent decision.
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Sell your home, keep your privacy.

Listing your home as a Private Exclusive allows you to control what information is shared about you and your most personal asset—your home—while still getting exposure to top agents at Compass.

Contact me to sell your home as a Private Exclusive.



What is a Private Exclusive?

A Private Exclusive listing is an off-market home that can be shared by a Compass agent directly with their colleagues and their buyers.

Property details aren't disseminated widely and won't appear on public home search websites.

What to expect

Discretion

Privacy is the ultimate commodity and the decision to sell your home is a personal one.

Quality

Retain exposure to Compass agents, including premium placement on our agent facing platform.

Flexibility

Decide when to share details about your home, including price, on your own timing.

Value

Get the best offer by testing the market privately to gather key insights without your listing getting stale.



Lou Muscarella
Realtor® & Team Leader, The Greater Capital Area Team of Compass
703.405.3019
O: 703.266.7277

The Compass Private Exclusive program varies by MLS.

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COMPASS
PRIVATE EXCLUSIVES

WOW 116% OVER LIST PRICE!!!

Closed

47 LISTINGS

	Price when initially entered				Price at time of sale				DOM	CDOM	Age		
	Closed Price	- Concession	= Net Price	/ Orig. Price = % Of	Closed Price	- Concession	= Net Price / List Price = % Of						
1210 Marion Ave	\$1,000,000	\$0	\$1,000,000	\$1,250,000.00	80.00	\$1,000,000	\$0	\$1,000,000	\$1,100,000	90.91	66	85	96
7108 Davis Ct	\$1,007,000	\$0	\$1,007,000	\$999,000.00	100.80	\$1,007,000	\$0	\$1,007,000	\$999,000	100.80	7	52	49
6528 Divine St	\$1,025,000	\$0	\$1,025,000	\$1,025,000.00	100.00	\$1,025,000	\$0	\$1,025,000	\$1,025,000	100.00	6	6	61
1306 Baker Crest Ct	\$1,040,000	\$0	\$1,040,000	\$1,049,000.00	99.14	\$1,040,000	\$0	\$1,040,000	\$1,049,000	99.14	14	14	20
1442 Colleen Ln	\$1,078,000	\$0	\$1,078,000	\$1,015,000.00	106.21	\$1,078,000	\$0	\$1,078,000	\$1,015,000	106.21	4	4	59
8317 Mori St	\$1,080,000	\$0	\$1,080,000	\$1,049,900.00	102.87	\$1,080,000	\$0	\$1,080,000	\$1,049,900	102.87	8	8	57
1322 Ozkan St	\$1,100,000	\$0	\$1,100,000	\$1,100,000.00	100.00	\$1,100,000	\$0	\$1,100,000	\$1,100,000	100.00	0	0	47
1437 Brookhaven Dr	\$1,100,010	\$0	\$1,100,010	\$1,099,000.00	100.09	\$1,100,010	\$0	\$1,100,010	\$1,099,000	100.09	7	7	56
1441 Woodcreek Dr	\$1,150,000	\$0	\$1,150,000	\$1,200,000.00	95.83	\$1,150,000	\$0	\$1,150,000	\$1,200,000	95.83	2	2	59
1566 Great Falls St	\$1,185,000	\$0	\$1,185,000	\$1,234,000.00	96.03	\$1,185,000	\$0	\$1,185,000	\$1,234,000	96.03	22	64	20
7256 Evans Mill Rd	\$1,200,000	\$0	\$1,200,000	\$1,175,000.00	102.13	\$1,200,000	\$0	\$1,200,000	\$1,175,000	102.13	6	6	37
1508 Forest Ln	\$1,240,000	\$30,000	\$1,210,000	\$1,249,000.00	96.88	\$1,240,000	\$30,000	\$1,210,000	\$1,249,000	96.88	29	169	36
5815 Bert Twig Rd	\$1,270,000	\$0	\$1,270,000	\$1,250,000.00	101.60	\$1,270,000	\$0	\$1,270,000	\$1,250,000	101.60	5	5	47
1529 Hardwood Ln	\$1,275,000	\$0	\$1,275,000	\$1,275,000.00	100.00	\$1,275,000	\$0	\$1,275,000	\$1,275,000	100.00	5	5	64
8655 Hampton Park Ct	\$1,276,000	\$0	\$1,276,000	\$1,225,000.00	104.16	\$1,276,000	\$0	\$1,276,000	\$1,275,000	100.08	4	4	34
5844 Upton St	\$1,300,000	\$0	\$1,300,000	\$1,200,000.00	108.33	\$1,300,000	\$0	\$1,300,000	\$1,200,000	108.33	0	0	57
8614 Denny Pl	\$1,450,000	\$0	\$1,450,000	\$1,250,000.00	116.00	\$1,450,000	\$0	\$1,450,000	\$1,250,000	116.00	3	3	66
8627 Tucker Ave	\$1,500,000	\$0	\$1,500,000	\$1,350,000.00	111.11	\$1,500,000	\$0	\$1,500,000	\$1,350,000	111.11	4	4	69
7017 Capitol View Dr	\$1,520,000	\$0	\$1,520,000	\$1,300,000.00	116.92	\$1,520,000	\$0	\$1,520,000	\$1,300,000	116.92	6	6	62
5828 Upton St	\$1,590,000	\$0	\$1,590,000	\$1,590,000.00	100.00	\$1,590,000	\$0	\$1,590,000	\$1,590,000	100.00	9	9	49
2000 Rockingham St	\$1,600,000	\$0	\$1,600,000	\$1,600,000.00	88.89	\$1,600,000	\$0	\$1,600,000	\$1,695,000	94.40	60	60	31
1884 Virginia Ave	\$1,664,500	\$0	\$1,664,500	\$1,635,000.00	101.80	\$1,664,500	\$0	\$1,664,500	\$1,635,000	101.80	6	6	20
1017 Turkey Run Rd	\$1,750,000	\$0	\$1,750,000	\$1,950,000.00	89.74	\$1,750,000	\$0	\$1,750,000	\$1,860,000	94.09	19	19	29
6293 Columbus Hall Ct	\$1,775,000	\$0	\$1,775,000	\$1,699,000.00	104.47	\$1,775,000	\$0	\$1,775,000	\$1,699,000	104.47	6	6	23
8532 Tucker Ave	\$1,799,000	\$0	\$1,799,000	\$1,799,000.00	100.00	\$1,799,000	\$0	\$1,799,000	\$1,799,000	100.00	3	3	12
6222 Cottonwood St	\$1,810,000	\$0	\$1,810,000	\$1,725,000.00	104.93	\$1,810,000	\$0	\$1,810,000	\$1,725,000	104.93	0	0	14

Closed

47 LISTINGS

	Price when initially entered				Price at time of sale				DOM	CDOM	Age		
	Closed Price	- Concession	= Net Price	/ Orig. Price = % Of	Closed Price	- Concession	= Net Price / List Price = % Of						
8525 Divine St	\$1,815,000	\$0	\$1,815,000	\$1,799,000.00	100.89	\$1,815,000	\$0	\$1,815,000	\$1,799,000	100.89	5	5	6
1000 Jarvis Ct	\$1,845,000	\$0	\$1,845,000	\$1,898,000.00	97.21	\$1,845,000	\$0	\$1,845,000	\$1,898,000	97.21	12	12	26
2108 Elliott Ave	\$1,925,000	\$0	\$1,925,000	\$1,925,000.00	100.00	\$1,925,000	\$0	\$1,925,000	\$1,925,000	100.00	0	0	43
5908 Moss Wood Ln	\$1,925,000	\$0	\$1,925,000	\$1,995,000.00	96.49	\$1,925,000	\$0	\$1,925,000	\$1,995,000	96.49	9	9	33
1043 Lorraine Ave	\$1,950,000	\$0	\$1,950,000	\$1,900,000.00	102.63	\$1,950,000	\$0	\$1,950,000	\$1,900,000	102.63	3	3	67
1103 Balls Hill Rd	\$1,997,000	\$0	\$1,997,000	\$2,250,000.00	88.76	\$1,997,000	\$0	\$1,997,000	\$2,250,000	88.76	13	189	0
6911 Rosemont Dr	\$2,100,000	\$0	\$2,100,000	\$2,280,000.00	92.11	\$2,100,000	\$0	\$2,100,000	\$2,280,000	92.11	34	34	5
1205 Crest Ln	\$2,150,000	\$0	\$2,150,000	\$2,150,000.00	100.00	\$2,150,000	\$0	\$2,150,000	\$2,150,000	100.00	0	0	51
6721 Danforth St	\$2,180,000	\$0	\$2,180,000	\$2,140,000.00	101.87	\$2,180,000	\$0	\$2,180,000	\$2,140,000	101.87	16	16	6
1443 Waggaman Cir	\$2,250,000	\$0	\$2,250,000	\$2,375,000.00	94.74	\$2,250,000	\$0	\$2,250,000	\$2,375,000	94.74	41	41	2
1319 Kurtz Rd	\$2,290,000	\$0	\$2,290,000	\$2,245,000.00	102.00	\$2,290,000	\$0	\$2,290,000	\$2,245,000	102.00	0	0	14
6907 Pine Crest Ave	\$2,395,000	\$0	\$2,395,000	\$2,395,000.00	100.00	\$2,395,000	\$0	\$2,395,000	\$2,395,000	100.00	4	4	5
1714 Forest Ln	\$2,545,200	\$0	\$2,545,200	\$2,495,000.00	102.01	\$2,545,200	\$0	\$2,545,200	\$2,495,000	102.01	472	472	1
7112 Benjamin St	\$2,650,000	\$0	\$2,650,000	\$2,795,000.00	94.81	\$2,650,000	\$0	\$2,650,000	\$2,795,000	94.81	121	121	2
1832 Franklin Ave	\$2,750,000	\$0	\$2,750,000	\$2,750,000.00	100.00	\$2,750,000	\$0	\$2,750,000	\$2,750,000	100.00	19	19	18
6333 Old Chesterbrook Rd	\$2,850,000	\$0	\$2,850,000	\$2,987,432.00	95.40	\$2,850,000	\$0	\$2,850,000	\$2,987,432	95.40	95	95	78
7206 Capitol View Dr	\$3,195,000	\$0	\$3,195,000	\$3,385,000.00	94.39	\$3,195,000	\$0	\$3,195,000	\$3,385,000	94.39	21	21	7
2007 Rockingham St	\$3,885,000	\$0	\$3,885,000	\$3,950,000.00	98.35	\$3,885,000	\$0	\$3,885,000	\$3,950,000	98.35	12	12	0
1139 Langley Ln	\$4,250,000	\$0	\$4,250,000	\$4,500,000.00	94.44	\$4,250,000	\$0	\$4,250,000	\$4,500,000	94.44	2	2	58
1324 Ranleigh Rd	\$4,300,000	\$0	\$4,300,000	\$4,300,000.00	100.00	\$4,300,000	\$0	\$4,300,000	\$4,300,000	100.00	14	14	10
825 Clinton Pl	\$5,400,000	\$0	\$5,400,000	\$5,800,000.00	93.10	\$5,400,000	\$0	\$5,400,000	\$5,800,000	93.10	32	32	16
Low	\$1,000,000	\$0	\$1,000,000	\$999,000.00	80.00	\$1,000,000	\$0	\$1,000,000	\$999,000	80.00	0	0	0
High	\$5,400,000	\$30,000	\$5,400,000	\$5,800,000.00	116.92	\$5,400,000	\$30,000	\$5,400,000	\$5,800,000	116.92	472	0	96
Median	\$1,775,000	\$0	\$1,775,000	\$1,799,000.00	100.00	\$1,775,000	\$0	\$1,775,000	\$1,725,000	100.00	7	7	31
Average	\$1,845,356	\$638	\$1,844,717	\$1,974,624	99.51	\$1,845,356	\$638	\$1,844,717	\$1,962,390	100.06	26	80	33

Report Totals

Properties: 47

	List Price:	Orig. List Price:	% of:	Closed Price:	Concession:	Net Price:	DOM:	CDOM:	Age:
Low	\$999,000	\$999,000	80.00	\$1,000,000	\$0	\$1,000,000	0	0	0
High	\$5,800,000	\$5,800,000	116.92	\$5,400,000	\$30,000	\$5,400,000	472	798	96
Median	\$1,725,000	\$1,799,000	100.00	\$1,775,000	\$0	\$1,775,000	7	7	31
Average	\$1,862,390	\$1,974,624	99.51	\$1,845,356	\$638	\$1,844,717	26	80	33

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Information is believed to be accurate, but should not be relied upon without verification.
Accuracy of square footage, lot size, schools, and other information is not guaranteed.

New Listings

77

↓ -1.3%
from May 2021:
78

↓ -1.3%
from Jun 2020:
78

YTD 2021 2020 +/-
464 435 6.7%

5-year Jun average: 81

New Pending

63

↑ 5.0%
from May 2021:
60

↓ -3.1%
from Jun 2020:
65

YTD 2021 2020 +/-
351 242 45.0%

5-year Jun average: 56

Closed Sales

70

↑ 12.9%
from May 2021:
62

↑ 66.7%
from Jun 2020:
42

YTD 2021 2020 +/-
320 211 51.7%

5-year Jun average: 55

Median Sold Price

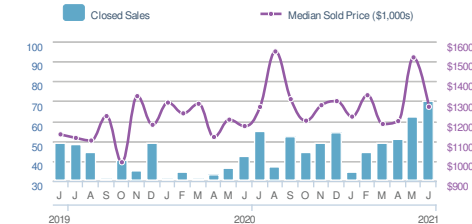
\$1,272,500

↓ -16.3%
from May 2021:
\$1,520,000

↑ 8.3%
from Jun 2020:
\$1,175,000

YTD 2021 2020 +/-
\$1,300,000 \$1,250,000 4.0%

5-year Jun average: \$1,187,000



Active Listings

97

97
Min 97 Max 179
5-year Jun average

May 2021 Jun 2020
99 136

Avg DOM

28

28
Min 20 Max 56
5-year Jun average

May 2021 Jun 2020 YTD
18 44 29

Avg Sold to OLP Ratio

98.8%

98.8%
Min 96.2% Max 98.8%
5-year Jun average

May 2021 Jun 2020 YTD
102.6% 96.6% 99.5%

New Listings

67

↑ 3.1%
from May 2021:
65

↑ 3.1%
from Jun 2020:
65

YTD 2021 2020 +/-
378 378 0.0%

5-year Jun average: 67

New Pending

55

↑ 22.2%
from May 2021:
45

↓ -5.2%
from Jun 2020:
58

YTD 2021 2020 +/-
275 206 33.5%

5-year Jun average: 48

Closed Sales

52

↔ 0.0%
from May 2021:
52

↑ 48.6%
from Jun 2020:
35

YTD 2021 2020 +/-
245 176 39.2%

5-year Jun average: 44

Median Sold Price

\$1,632,250

↑ 3.9%
from May 2021:
\$1,571,000

↑ 26.0%
from Jun 2020:
\$1,295,000

YTD 2021 2020 +/-
\$1,550,000 \$1,300,000 19.2%

5-year Jun average: \$1,344,550

Summary

In 22101, the median sold price for Detached properties for June was \$1,632,250, representing an increase of 3.9% compared to last month and an increase of 26% from Jun 2020. The average days on market for units sold in June was 24 days, 37% below the 5-year June average of 38 days. There was a 22.2% month over month increase in new contract activity with 55 New Pending; a 2.2% MoM increase in All Pending (new contracts + contracts carried over from May) to 92; and a 3.3% decrease in supply to 88 active units.

This activity resulted in a Contract Ratio of 1.05 pendings per active listing, up from 0.99 in May and an increase from 0.58 in June 2020. The Contract Ratio is 69% higher than the 5-year June average of 0.62. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

Active Listings

88

88

August 2021 WORD SEARCH

p s s s e n d n i k n v p
 r e s c u e g o s o a d h
 r e t u e n t i i e o e e
 v a c c i n a t i o n e a
 c q r w b p c p f t n l l
 t n e i d e b o v i s o t
 f h s e f d h d n u y v h
 c p e f n i t a o c o i y
 n r a u u g c o v s t n g
 b e o w g r o o m i n g u
 w h i s k e r s u b o w i
 a h a r n e s s t d a r d
 y p p u p p n g t g i o e

Adoption	Chewing	Guide	Mutt	Puppy
Affection	Coat	Harness	Neuter	Rescue
Behavior	Dog	Healthy	Obedient	Toys
Biscuit	Food	Hound	Paw	Vaccination
Breed	Fur	Kindness	Pedigree	Wag
Canine	Grooming	Loving	Pet	Whiskers

Dog of the Month



MEILING

MeiLing is a pure-breed Shih Tzu. She loves to get dressed up, go out to say "Hi" to people and beg for treats!

TO SUBMIT YOUR PET FOR PET OF THE MONTH,
PLEASE EMAIL PHOTO TO LOU.MUSCARELLA@COMPASS.COM

Getting Your Home Ready to Sell

Your home only has one chance to make a great first impression and we are here to guide you every step of the way. Together, we can focus on identifying and making improvements that will enhance the marketability of your home and stage it to appeal to potential buyers.

Data from the latest Cost vs. Value report from Remodeling magazine and the National Association of Realtors® estimates a:

80%

Return on investment for minor kitchen upgrades*

106%

Return on investment for new wood floors**

BEFORE



AFTER | KITCHEN UPGRADES



BEFORE



AFTER | NEW WOOD FLOORING



*2019 Cost vs. Value Report, Remodeling Magazine (remodeling.hw.net/cost-vs-value/2019).

**2019 Modeling Impact Report, National Association of Realtors® (cdn.nar.realtor/sites/default/files/documents/2019-remodeling-impact-10-03-2019.pdf).

Compass Concierge is the hassle-free way to sell your home faster and for a higher price.

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How it Works

1. Determine a budget and updates together, then apply for Concierge funds
2. Immediately receive your ConciergeCard or request cash
3. Work with trusted vendors to complete home improvements to complete home improvements
4. Repay at closing!*

2x

Sellers who use Compass Concierge are nearly 2x more likely to sell their home in 60 days**

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*Repayment can occur at any of the following times: Closing, when our listing agreement terminates, or when 12 months pass from your Concierge approval date.

**Compared to the average MLS listing in Compass markets.

Compass Concierge at Work

A Concierge Case Study



BEFORE



AFTER





7 Days on market
4x Return on \$25K Concierge funds

"We were able to use Concierge to take a property that would have otherwise been a rehab fire sale and turn it into one of the premier properties in their complex. With a Concierge loan we were able to paint, replace flooring, replace light fixtures, renovate the kitchen, and stage. The results were truly remarkable, and the additional money we made for our client made a tremendous impact on their life."

STEVE WITHROW | AGENT | BETHESDA, MD

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Address

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gcatoftocompass.com/home-valuation

Step #2

Enter your name, email, phone#

Step #3

Enter in your address

Step #4

We'll send you a detailed market report
for your home and answer any specific
questions you may have



COMPASS

WHY OUR CLIENTS LOVE US

Even before I used Lou Muscarella, I had emailed him in the past about information about Fedora and previous issues and other questions. He always responded quickly and with accurate information. Sometimes he even went beyond my questions in sending me updates, etc... about the property.

Judie Rosenthal ★★★★★

Lou ensured that we were always on time for appointments, was professional and always kept me focused on what was in my best interest. These things and more are why I would utilize him again and recommend him to all. He was a joy to work with.

Debbie Stevenson ★★★★★

Lou was extremely helpful, honest, and knowledgeable throughout the entire process for the sale of my DC condo. I highly recommend him to anyone searching for an excellent agent!

Lisa Hensley ★★★★★

The fact that Lou listened to our needs of finding a place for our dog, in the location we wanted and was honest of challenges in a home. (Highly recommended in Responsiveness, Negotiation Skills, Professionalism and Communication, and Market Expertise)

Lea Salyer, Arlington ★★★★★

HAVE WE MET?



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Buying and Selling a home is one of the most important decisions you make. Let us guide you through the process. Call us to set up an appointment to meet in person or via Zoom!

The Greater Capital Team of Compass

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