

The Viewpoint

Vol. 2, No. 1

The Official Source for Vistas and Woodcliff Park Community News

Winter 2004

Vistas Community Association Elects Two Board Members Blanc & Silverman to Serve Board

By Andrea Escher

Homeowners of the Vistas Community Association cast their votes and elected the first two homeowners to serve on the community Board of Directors. Congratulations are extended to Marc Blanc and Scott Silverman for winning the 2003 community election.

A "Call for Candidates" was mailed to all homeowners during the fall announcing two open positions on the Board of Directors. The Board, currently under developer control, has settled enough homes in the community to start the transition of



Marc Blanc, one of the new members of the Vistas board.

nominating residents to serve on the Board. Within the coming months, the community will reach 75% occupancy, in which the developer will relinquish control of the Board to the homeowners.

During the Annual Community Meeting on November 12th, residents cast their nomination ballots and the winners were announced. Approximately nine residents submitted their resumes in hopes of serving on the board, but with only two open positions the competition was tough. We would like to thank all of the candidates who took the time

and interest in serving their community;

Marc Blanc
William Grutzkuhn
Kailash Gupta
Jon Landis
Nihar "Neil" Ray
Scott Silverman
Calvin Sun
Bob Turner
Shawn Wang

Marc Blanc of Autumn Crest Road has served on three prior HOA boards and committees, acting as Vice President of the Cloppers Mill West HOA before

BOARD continues on page 2

Snow, Snow and More Snow

Snow Removal Resident Reminders & Tips

When it snows in the Vistas and Woodcliff Park, County crews go into action. The snow fighters concentrate on County streets passable during winter weather events, and cleared as soon as possible after the storm is over. The following is a list of general information and ways you can help our snow fighters provide the most efficient winter weather services.

Salt and/or abrasives are applied when snow begins to stick to the road surface, or whenever other types of precipitation may cause slippery conditions. It takes several hours to treat all County streets.

Plowing operations begin after snow accumulates one to two inches on the roadway. Depending on the length of storm and rate of snowfall, most streets will be plowed several times during the storm. After the snow ends streets will be cleared a final time. Crews work around the



clock until all streets are cleared.

It is very important that crews clear streets from curb to curb or shoulder to shoulder. Plowing the full width of the street allows for optimum traffic flow, keeps storm drains clear and provides space for crews to operate during heavy snows or in the event that a second storm comes in shortly after the end of the initial storm. It also allows for curbside parking after the storm.

If you have off-street parking, please use it. This will allow crews to plow streets in a more effective and efficient

SNOW

continues on page 6

Halloween Happenings

A "Spooktacular" Time Had at 1st Vistas Community Annual Parade

By Andrea Escher

Ghouls, ghosts and goblins, youngsters from the Woodcliff Park and Vistas community came dressed in their Halloween best to enjoy the 1st annual Halloween Parade and Party. The event, hosted jointly by the Woodcliff and Vistas Social Committees, proved to be a great success with over 300 residents in attendance.

Vistas Social Committee member Laura Alberio tells the

Viewpoint that over 220 Vistas children and 79 Woodcliff Park children of all ages, gathered at the community clubhouse on Saturday, October 26th to celebrate Halloween. Alberio says each child received a few treats and participated in a craft activity, making their own Halloween door knockers. After the crafty fun, the children lined up for a parade where judges took the time to pick the winners of the costume contests.

Trophies and ribbons were awarded to the 1st, 2nd and 3rd place winners for the Scariest, Most Original, Wackiest and Cutest costumes. "We divided up the kids in age groups, says Alberio, this gave children of all ages a chance to participate, so we had over 50 winners."

Alberio says the committees couldn't have been more thrilled with the response and look forward to next year's annual event. A special **THANK YOU** to all of the parents and teenage volunteers who help during the craft activity, and a



Photo Credit: Welmoed Sisson

Cinderella and a Fairy Princess had a blast at the Halloween parade.

WHAT'S NEWS?

FAQ'S & You

Turn to page 7 to find out the most commonly asked questions about the front foot benefit charge in the community.

The 411 on the MPDU's

Check out page 3 to see the status on the MPDU's in the Vistas community.

School Scoop

Kingsview's silent auction, Matsunaga school news and more on page 6.

Spring Carnival Excitement

Your personal invitation to the Vistas upcoming spring event, check out page 5.

Halloween Hoopla

Photos of the community wide Halloween parade and fun on page 4.

DM
16 Executive Park Court
Gaithersburg, Maryland 20878

REGISTERED
U.S. POSTAGE
Guthrie
MD
Permit #5139

Learn To Play Golf!



- Summer Junior Golf Camps
- Adult Beginners to Advanced
- Short Game Classes
- Morning Lady Beginners
- Private Lessons w / Computer Analysis
- Small Group Beginner Lessons
- Discount Club Repairs And Custom Clubs

Finally! Experienced Golf Instruction
At Affordable Rates!



*Summer
Junior
Golf
Camps
Now
Forming!*

Germantown Golf Park Golf Range
At The Soccerplex

Mark J. Diley, PGA

Your Local PGA Pro
25 Year Member, Certified Golf Instructor
Email - mjpdiley@hotmail.com

Equipment Provided! Call Mark At



301-704-0115

Pool & Clubhouse News Update

By Andrea Escher

The Woodcliffe Park Pool and Clubhouse (P & C) Board of Directors have been busy over the past few months preparing for some exciting things to come in the following months.

Marc Blanc, a member of the P & C Board of Directors tells the *Viewpoint* that Century Pools will return to manage the pool during the 2004 pool season. A contract was signed at the annual meeting and Century is excited to be coming back for another season of fun in the sun. The pool will re-open for the season on Memorial Day, but keep watch for the spring issue of the *Viewpoint* for further information on pool and guest passes.

Since the first year of the community pool was such a great success, the Woodcliffe Wahoos can't wait to return to the pool and kick off their 2nd swim team season. Registration will be taking place within the next few months, so residents should stay tuned for more information.

Though completed in the summer, the P



& C Board of Directors did a final walk-through of the Clubhouse and submitted a punch-out list of various items that need to be corrected. The developer expects to have all of these items completed prior to the pool opening.

As reported in the last issue of the *Viewpoint*, the furniture and furnishings have been ordered for the Clubhouse, they are anticipated to arrive very soon. As soon as the finishing touches can be added, the P & C Board is planning a grand opening event, which is still being determined. We'll keep you posted of any details of the grand opening event!

BOARD

continued from page 1

moving to the Vistas. Blanc currently serves as President of the Pool & Clubhouse Board of Directors and was looking forward to the first community election. "I have long term intentions to ensure that our community's aesthetics and financial health are preserved and enhanced," says Blanc. "It is important that our physical assets (recreational, infrastructure, and common areas) are maintained for the useful enjoyment of our residents and that everything possible is done to maintain property value appreciation."

Blanc will be joined at the Board table by Clear Smoke Road resident Scott Silverman. Silverman, an attorney, has over 7 years experience representing

community associations throughout the Washington/Metro area. "I would like to insure that the homeowners have an informed advocate on the Board, so that their needs, as well as the needs of the developer, are adequately addressed," says Silverman. "As we move forward to owner control, it will be helpful to have board members who were there at the beginning."

Both Blanc and Silverman are looking forward to getting started on researching and tackling some of the important issues facing the Vistas community in the coming months. We again extend our congratulations to them and wish them the best in their new positions. We also encourage all residents to stay tuned, as more positions will become available on the Board of Directors. The *Viewpoint* will keep you posted!



Germantown, MD

MULTI-SPORT SUMMER CAMP

Have a blast this summer!

June 21-June 25 June 28-July 2 July 5-July 9

July 12-July 16 July 19-July 23

August 2-August 6 August 16-August 20

August 23-August 27

Sports:

Soccer, Basketball, Flag Football,
Dodgeball, Kickball, Wiffleball & more!

Field Trips:

Miniature Golf, Splash Playground

Special Activities:

Water Balloon Games, Contests, Arcade, Relay
Races

Full Day: 9:00-4:00 for ages 7- 13 **Cost:** \$195 per child; per week

Half Day: 9:00-12:00 for ages 5-7 **Cost:** \$105 per child; per week

Before and after care available 7-9 am 4-6pm. \$10 per child per hour.

Book more than 3 weeks of camps and save!



301-528-1483 www.discoverysportscenter.org

The Viewpoint

Editor and Advertising Manager:

Andrea Escher

301. 519. 1678

theviewpointnews@aol.com

Community Manager:

CMI

301.916.7100

Production/Design:

Electronic Ink

703.669.5502

Printing:

Silver Communications

703.471.7339

The *Viewpoint*® is the quarterly means of communicating information of interest to residents of The Vistas and Woodcliffe Park residents. The paper is published by the Vistas and Woodcliffe Community Associations, which is responsible for the form, content, and policies of the newspaper. The newspaper addresses items of legitimate interest to the citizens of The Vistas and Woodcliffe Park. It does not espouse any political belief or endorse any product or service. Articles and letters submitted for publication must be signed and may not be libelous. Articles and letters may be edited for length and content. CMI, the Vistas and Woodcliffe Park Community Associations do not endorse the products or services advertised therein, nor are they responsible for any claims made by advertisers.

Deadline:

The deadline for the Spring
Viewpoint is April 20th.

Vistas in Brief

Vistas Development Update

By Ryan Orsini, Project Manager, Arcoloa Investments

I would like to give you a brief update of oncoming developments for Spring 2004. We will be starting some of our S.W.M. pond conversions (turning the sediment basins into sand filters), the first ponds to be converted will be: the pond next to the baseball field, the pond located between Cornflower Rd and Aspen Dale Ct. and the pond behind lots 47-54, block "R" off of Crestmount Rd. For the residents living on Autumn Crest Rd. near the cul-de-sac there is a sand filter installed at this time that is not functioning properly and is being redesigned, the new design should be approved within 60 days and Arcola will at that time make the required adjustments.

More surface paving will take place on King's Crossing Blvd., Clear Smoke Rd., Carved Stone Ct., Ashleigh Greene Rd., Bright Plume Terrace, and Beechnut Way. Arcola plans on having the entire community surfaced paved the end of 04!

We will resume working on the baseball field and hope to have it completed a few weeks after the cold weather breaks.

Landscaping, seeding and sod installation will take place throughout the entire community all year long. There is going to be an asphalt bike path installed from the end of Cornflower Rd. towards Aspen Dale Ct. and down to the creek where we will be installing a walking bridge to access the Germantown Soccer Complex.

All further developments for next year will come out in the next newsletter. Have a safe and happy winter!

What's New With the MPDU's?

By Andrea Escher

Many residents of the Vistas have been wondering the status of the MPDU's soon to be constructed in the community. The **Viewpoint** has learned from Project Manager Ryan Orsini that 102 total MPDU units have been planned for the Vistas per requirements of Montgomery County Department of Housing and Community Affairs. Orsini tells the **Viewpoint** the final number of MPDU units is based upon the total build-out of homes in the community, since the Vistas will have around 800 units, 12% of the community will consist of MPDU units.

Orsini says the developer, Arcoloa Investments, have decided to build 44 garage MPDU townhomes and 58 two over two condominium-townhomes. The condos and townhomes will be constructed by Premiere Homes, a local home building company. Constructed is expected to begin before the end of the year; however, Orsini says that additional design and elevations still need to be presented before the County's Park and Planning Commission before construction can begin. The **Viewpoint** will keep you posted as the MPDU plans unfold.

Woodcliffe Park Notes

By Angela Snider

The Woodcliffe Social Committee is in the process of forming ideas for future events, such as a community yard sale, and various pool events for the summer. Look for info in future fliers, on the www.woodcliffepark.net homepage and in the **Viewpoint**.

A few housekeeping reminders, we have had some blustery weather this winter and from time to time, there may be some trash in your swale. Please make an effort to pick up what you can and place it in a trashcan to keep our neighborhood beautiful!

Remember to remove all holiday decor from the front of your home within 30 days from the end of the holidays!

If you park your vehicle in your driveway, please be sure not to leave any valuables out and obvious in your car to prevent break-ins.

The Woodcliffe Park website will be undergoing some updates this month. It has been brought to our attention that the forms available on line says "mail to the Management Group at 1 Bank Street." The necessary changes will be made, however, please note that ALL correspondence (forms) are to be mailed to CMI, 16 Executive Park Court, Germantown, MD 20874.

The next meeting of the Woodcliffe Park Board of Directors will be held on March 3, 2004 at 6:30 p.m. We hope to see you there!

Little Gym Need ad

Café Mileto



★ **Voted Best Value** ★

-Washington Consumer Checkbook, Spring 2003

Kids Eat Free!

Tuesdays- 4:30-9:00 some restrictions apply

\$ 2.00 pasta!

Mondays- 4:30-9:00 some restrictions apply

Cloppers Mill on Great Seneca Highway • 301-515-9370

Volunteers Needed for Vistas Spring Carnival

Got an hour or two of your time you can spare?

Resident volunteers are needed to help with these fun duties at the Spring Carnival on April 24th!

- Face Painting
- Prizes and Giveaways
- Ice Cream & Food Serving
- Children's Activities
- And More

If you would like to volunteer your time, please contact the Vistas Social Committee today at vistassocialcommittee@sissonfamily.com

Thanks for your support and we'll see you at the Carnival!

Social Scene

Celebrate Halloween!

More fun photos of the 1st Annual Halloween parade.



What a turn out! 300 residents of the Vistas and Woodcliffe Park attended the festivities.

Ariel (the Little Mermaid) and Simba (the Lion King) were one of many favorite Disney characters seen at the community Halloween parade.

Photos: Welmoed Sisson



Calling All Corporate Sponsors

Support the Vistas Spring Carnival

Thanks to the generosity of several great corporate sponsors, last year's spring carnival proved to be a great success!

The 2004 Spring Carnival is right around the corner and the Vistas Social Committee is looking for local businesses and corporations to sponsor activities at this year's event.

If you are interested in participating, please contact the Vistas Social Committee at vistassocialcommittee@sissonfamily.com



Discovery Sports Center Presents...

PRE-KICKS! Session III

Pre Kicks is our brand new soccer program for 4 & 5 year olds! Classes run 6 weeks and will be a fun and exciting way to make new friends and introduce the youngsters to the sport!

For: Boys & Girls Ages 4&5

When: Mondays 2:00-2:45pm Wednesdays 9:00-9:45am

Price: \$50.00 per 6 week session

Dates: February 2nd-March 24th

Contact: Stephanie for more information 301-528-1480



Discovery Sports Center
18051 Central Park Circle
Boys, MD 20841
Phone: 301-528-1480
Fax: 301-540-4276
www.discoverysportscenter.org





The Vistas Social Committee presents

The 3rd Annual Vistas Spring Carnival

Come on out and meet your neighbors while welcoming the arrival of Spring!

Saturday, April 24, 2004

11:00 a.m. to 2:00 p.m. at the Vistas Community Center (next to the pool)

Moon Bounce, Spin-Art, Sandy Candy, Face Painting, Clown, Caricature Artists,
Pick-A-Pocket, Carnival Games, Pony Rides,
Hot Dogs, Pizza, Cotton Candy, Sodas, Ice Cream, and more!

Admission is \$5 per person (children under 1 year free).

All activities and food will be included in the price of admission!

To help cover expenses, we are collecting admission and caricature fees in advance.

Organized by the Vistas Social Committee
Janet Adams, Laura Albero, Sheri Forte,
Marianne Pong, Welmoed Sisson, Don Waldon.
email: VistasSocialCommittee@sissonfamily.com

Please register by putting the form in an envelope
with your payment and dropping it in the specially
marked mailbox at Redwall by April 12

You may also mail your registration to:

Vistas Social Committee
c/o Welmoed Sisson

18505 Crossview Rd., Boyds MD 20841-4200

This event is for residents of The Vistas at Woodcliffe only. Partially funded by the Vistas HOA.
Activities subject to change depending upon availability or participation.

Name _____ Phone _____

Address _____ Email _____

I am willing to volunteer on the day of the Carnival: Setup 11-12 12-1 1-2 Clean-up

I would like to volunteer to help with planning and pre-carnival activities.

I am enclosing payment for the following:

_____ Carnival Tickets @\$5 per person
_____ Caricatures @\$5 each
*(Limited number available! Black & white,
ages 2 and up only)*

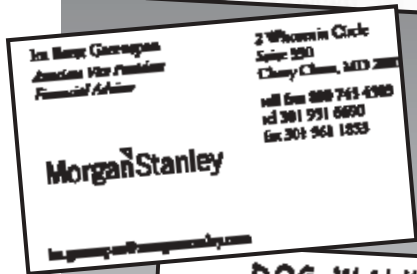
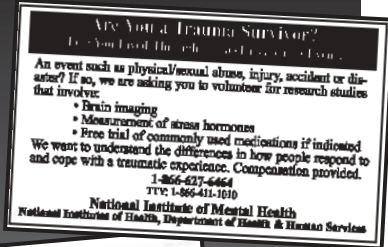
Total Enclosed: \$ _____

Please make checks payable to:
Vistas Social Committee
Registration Deadline is

April 12!

Mail or bring your registration to
Redwall, 18505 Crossview Rd

Business Card Corner



SNOW

continued from page 1

manner. It is also less likely that your car will be plowed in, splashed by salt or salt spray or hit by other vehicles. If you must park on the street, be sure to obey no parking signs, park close to the curb, and avoid parking on cul-de-sacs or at the end of a dead-end street.

Certain streets within the County are designated as snow emergency routes. Once a snow emergency is declared by the State, it is illegal to park on these roads. Vehicles may be ticketed or towed in this situation. Announcements for snow emergency situations are made on television and radio news broadcasts. It is generally safe to assume that if roads become snow covered, a snow emergency will probably go into effect.

Some streets that are not designated as Snow Emergency Routes have parking restrictions that prohibit parking on one

side of the street during snow emergencies. It is illegal to park on the side of the street that is posted with such signs during a snow emergency. Vehicles may be ticketed or towed in this situation.

As trucks plow snow, they leave a windrow or continuous mound of snow along the right side of the plow. This is unavoidable. Plows push snow, they do not remove it. Snow windrows will continue to be created each time the trucks plow the street including the final pass after the snow quits falling. Unfortunately, if you clear this windrow before that final pass, trucks will create another windrow on their next pass. If you must shovel before that final pass, it will help if you shovel snow to the right side of your driveway as you stand facing the street.

The County plows public streets only. Private streets, mews, alleys, driveways, parking lots, head-in parking spaces, and entranceways are the responsibility of the

Assignment Education

Matsunaga Elementary School News

By Claudia Saddler

Interesting Information:

Next school year, 2004-2005, Matsunaga is scheduled to begin construction of the final phase of its completion. The 6-classroom wing on the lower level of the building has been approved! It is not clear at what time of the year this will begin...more information will be provided as plans are finalized.

Construction should be completed during the following school year, 2005-2006, possibly by Spring 2006. These additional 6 classrooms will eliminate the need for some of the portables.

The following school year, 2006-2007, Matsunaga will have full-day Kindergarten.

There are many exciting changes ahead for the next few years!

Calendar of Events:

Urgent...January 2004: Please take a moment to read and consider the following message. The American Red Cross is in a severe shortage of blood supply. The Matsunaga Social Action Committee would like to consider holding a blood drive in our school and have it open to the local community. The Red Cross has asked for a commitment of 75 names before giving our school a date. Please consider this. It's easy, painless and will take less than an hour of your time. The silver lining is that we can replenish the blood supply and YOU can possibly help to save a life. Please email your name and phone number if you are interested. This DOES NOT OBLIGATE YOU if the date and time chosen are not suitable with your schedule. You can contact Jennifer Jensen, Matsunaga PTA President, through www.matsunagapta.org Thank you!

2004 PTA Calendar

2/27 General Membership PTA meeting
3/8 Carrabbas Night

April
General Membership PTA meeting (date TBD)
5/1 Silent Auction
6/5 FUNFEST
June
General Membership PTA meeting (date TBD)

Kingsview Middle School News

Silent Auction Donations Needed

Kingsview Middle School is excited to announce its first Spring Auction Event to be held on April 24, 2004. There will be a silent auction, a live auction of student art, food and entertainment. This is a major fundraising activity for the spring and volunteers are needed to help with the event as well as donations of items for the silent auction.

The KMS PTSA is looking for a variety of items to be donated, such as vacation rentals, trips, tickets to events or performances, restaurant coupons, household items, antiques, books, memorabilia, art and professional services. Almost any item donated would be greatly appreciated in hopes of making this a successful event.

Volunteers are also needed to help with various aspects of the event: food, music, activities, working with the art, music and PE Departments - contacting local businesses and merchants for donations. Anyone and everyone is encouraged to volunteer, including high school students who may need service learning hours.

For more information or if you would like to make a donation, please contact Janice or Pete Walch 301-353-0490 or via email at peter.walch@level3.com.

property owner. Also, if a sidewalk is adjacent to your property, then you are responsible to clear snow off of that sidewalk.

You will probably have your own snow removal to do where you live, whether it is to shovel your driveway, car or sidewalk. Please try to avoid throwing snow back into streets that have been cleared. Doing so can produce more hazardous conditions or lead to unnecessary melting and refreezing conditions on your street. Your street may not get plowed again as crews that have worked long hours by this point may have been sent home for rest.

Snow and ice produce hazardous driving conditions no matter how hard government agencies and private contractors work. If you don't need to drive, then don't. Why risk getting stuck, damaging your car, blocking traffic or snow removal equipment, or incurring towing costs? If you must drive, make sure your vehicle is

equipped with snow tires or chains and that you have supplies with you to deal with weather-related driving situations. Also, be sure to clear snow or frost completely off of windshields, windows, headlights and taillights for optimum visibility.

Other Snow Thoughts:

Yield to plow and salt trucks. Give them plenty of room to operate. Often, you may see them, but they may not see you.

If there is a fire hydrant in your yard or on a public right-of-way near your home, mark it with some type of safe marker such as a wooden stake. It may be your home for which the fire department needs water.

Don't allow children to play in the snow close to the road, especially the high piles of windrowed snow left by the plow truck. Trucks often make several trips through each street, and they may not see children in or near the road.

Frequently Asked Questions about Front Foot Benefit Charges

By Barbara Karl, Arcola Investments

What is it?

The Front Foot Benefit Charge is a reimbursement of the costs for the sewer and water lines that connect the homes to the main lines in the development.

In the past the Washington Suburban Sanitary Commission ("WSSC") installed these lines and billed the homeowner over 23 years on the Real Estate Tax bills. WSSC has changed its policies and now has the Developer install the water and sewer lines and the Developer has the right to bill the Front Foot Benefit Charge directly to the homeowners.

Didn't I pay this at settlement?

A pro-rated amount is collected at settlement from the date of purchase to the last day of the calendar year.

How often is the payment due?

This is an annual charge, due in advance, on the first of every January.

How long do I have to pay?

Your payments are spread over a 23 year period. The 24th year's payment is pro-rated to reflect the partial payment made at settlement.

Is this something my mortgage company pays?

The answer is maybe. You need to check with them directly to see if an escrow is being collected. Your company should be able to arrange this for you if there's not one in place.

Everyone receives a reminder statement in early December, but if you know your mortgage company pays on your behalf, you can keep it for your records, or forward the notice to them. It would be virtually impossible for us to keep current with all the refinancing activity!

What are my options for payment?

There are three payment options. You can write a check once a year; you can spread your payments over 12 months through an escrow held by your mortgage company; or you can pre-pay your fee at a discounted rate. The discount amount will increase each year; call Barbara Karl at 301-779-4800 x163 for payoff information. At this time we are not able to accept payment by credit card.

What happens when I move?

The owner at January 1 is responsible for payment in advance of that year's annual charge. An adjustment should be made at settlement for the new owner to reimburse you for the amount prepaid from the sale date through the end of the year.

Similarly, if you have prepaid the entire fee, you are entitled to a reimbursement from the new owner for an amount based on the number of years remaining in the original 23 year period. Please check with your settlement agent to verify the calculation.

Don't forget to send us a copy of the settlement sheet so we have the correct owner information on file.

Fighting the Flu

Tips for Surviving The Winter Season

With drastic temperature changes throughout the day and the winter season upon us, the flu is in the air. Knowing the facts and taking proper precautionary measures can save you from a lot of aches and pains along the way. Keep yourself informed to ensure a flu-free and fun-filled winter.



Because of their airborne nature, it is difficult to shield yourself from catching the cold or flu viruses. It has been estimated that a sneeze can travel as rapidly as 100 miles per hour! However the Food and Drug Administration does offer the following list of prevention

tips to help guard against contracting these illnesses:

- Wash your hands often. Door knobs and handles can contain germs, especially during the flu season when the viruses are running rampant.
- Avoid friends or coworkers with a cold or flu (without making them feel insulted.)
- If you sneeze or cough, use a tissue and throw it away.
- Clean surfaces with a germ-killing disinfectant.
- Stay healthy! Eating a good balanced diet, exercising regularly and getting sufficient sleep will help bolster your immune system to fight off germs.

Some research has shown taking Vitamin C & Echinacea to be helpful in prevention or lessening the symptoms. We also recommend having some SP Carekit Cold formula readily available. Many of our customers take it as an immune system booster during the cold season or when surrounded with people already ill with cold or flu.

Tips courtesy of the Center for Disease Control

Looking for greater financial strength for purchasing or refinancing you current home, then I can help!

- **Competitive Interest Rates**
- **100% Financing Available**
- **Stated Income, NINA, Limited Doc Loans**
- **Traditional & Non-Traditional Credit Accepted**

Put some Prosperity in your Life®

Ronny Cabreta

Home Mortgage Consultant

Office 240-888-2750

Ronny.S.Cabreta@wellsfargo.com

PROSPERITY
MORTGAGE



Simple Tips Before You Sell Your Home

By Jeff Escher, Long & Foster Realtors

While many Vistas and Woodcliffe Park residents are just finishing unpacking their boxes, some of your neighbors are packing again. Whether it's because of a job transfer or to realize an equity gain, sooner or later you may find yourself ready to sell your new home.

Despite a hot market and Vistas and Woodcliffe Park being one of the most desirable locations in the area, home sellers can take a few easy steps to ensure their home will sell quickly and look just as good as that brand new model down the street.

The way you sell a house is not the way you live in a house. The guideline for preparing a house for sale is to make the house look like no one lives in it! A prospective buyer wants to be able to walk into the house and imagine their own family living there. By following these 7 steps, will help you achieve that goal.

First impressions are lasting impressions. A fresh coat of paint on the front door can create an inviting entry and keep your house looking new. Keep toys off the front porch, trash cans in the garage, plant flowers along the sidewalk, remove leaves, cut the grass, and replace dead plants.

2.) Before the house even goes on the market, undertake a combination spring-cleaning and packing effort. Clean everything - repaint baseboards, clean win-

dows, remove screens to better see the yard. Clean out all closets. Increase wattage of light bulbs in kitchen, bath and laundry room. Remove everything off the fridge and take all small appliances off the countertops.

3.) Less stuff translates to more space. Create a spacious feeling while showing the house. Leave doors open all the way. Move out some larger pieces of furniture too - if you have somewhere to store it. Sectional sofas, wall units, area rugs all make rooms seem smaller. Pack anything you aren't going to need. Fresh cut flowers and a few green plants are good to leave, but generally the house should look as neutral as possible.

4.) A buyer likes to feel as though they can emotionally move in without disturbing anyone's life. To help with that visual, pack away most of the family photos. Photos tend to put the potential buyer's interest in your wedding gown and vacation fun than on your house.

5.) Another distraction to potential buyers are smells. The scent of your pets, dinner and stale smoke can distract buyers from looking at your home. When they finish their house tour, you don't want them to think of your house as the "one that smelled like dog". Try to keep the pets outside as much as possible, keep the windows open, and refrain from smoking indoors. Candles, Lysol, pot-pourri, carper freshener can help freshen the place up.

6.) Home sellers also might want to

consider a fresh coat of paint on the walls and having the carpets cleaned or even replaced. While this can be expensive, it can help justify your asking price and keep the house competitive with new construction. Worn carpeting will often be a negotiating point from buyers - requiring sellers to replace it or take thousands off the asking price.

7.) One of the most important steps you should do to help sell your house, is remove yourself. When an agent calls to

give the time they will be over with a potential buyer to tour the home, take that as your cue to leave. If you are home, buyers will feel intrusive and race through a house without making an emotional attachment to it. If you must stay at home, excuse yourself to the yard or go walk the dog. If the buyer's agent has questions, they will find you.

By doing these simple things it can help you realize a quick sale and get you into your next home even faster.

Viewpoint Community Listings

09/25/03 thru 01/30/04 by Jeff Escher, Long & Foster Realtors

FOR SALE

Address	List Price	Subdivision	List Date
14132 BEAR CREEK	\$899,000	WOODCLIFFE PARK	11/26/03
14309 BUBBLING SPRING RD	\$729,500	KINGS CROSSING	1/16/04
18409 BROKEN TIMBER WAY	\$419,900	KINGS CROSSING	1/20/04

UNDER CONTRACT

Address	List Price	Subdivision	Model	Builder
18511 BLACK KETTLE DRIVE 35 COLUMBIA	\$719,000	WOODCLIFFE PARK	DELUXE	TOLL BROTHERS

The information above was obtained from MRIS. Information is believed to be accurate, but should not be relied upon without verification. These were not listing/sold exclusively by Jeff Escher/Long & Foster Realtors.

17 Years Helping Families Achieve their Real Estate Goals

Bob Myers
RE/Max Realty Services *Each Office Independently Owned and Operated*

Your Neighbor in Woodcliffe Asks -
Why Pay 6% Real Estate Commissions?

I am a full service Realtor, including:

- Multiple Outlet Advertising, Web Presence, Open Houses, Fact Sheets with Color Digital Photos, and more
- Advice in Staging Your Home to Optimize that First Impression
- State of the Art Knowledge from the Graduate Realtor Institute (GRI)
- Contractor Referrals to Prepare your Home
- Nationwide Re/Max Relocation Services

PLUS

- One Year Home Warranty - \$400 Value - Free
- **4.6% Total Brokerage Fee -with SUPERLATIVE service!!**

Call me to find out your home's value or just talk about the ever changing real estate market.

301-910-9910
bobmyers4homes.com robertmyers@remax.net

GRI RE/MAX