

# RE+VIEW™

MAR+APR 2014

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## NO EXCUSES AT SETTLEMENT TIME

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MAR+APR

Volume 97, Issue 2

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Telephone: 703.207.3200 | FAX: 703.207.3268

Web: nvar.com

E-mail: re+view@nvar.com

Advertising Info: Arlene Braithwaite | arlenetbg@comcast.net

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By Mario Rubio

## NVAR IS READY TO HELP ARE YOU TAKING ADVANTAGE OF ALL THAT IS OFFERED?

I hope that you enjoy receiving RE+VIEW magazine in your mailbox as much as I do. It is a member benefit and is just one of the many ways that NVAR reaches out to members with valuable information.

Did you know about all of these benefits that come with your NVAR membership?

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There are many methods for receiving important NVAR news and messages. It's possible that you may be missing out. If you are not receiving our weekly emails – NVAR e-News and CareerLink – please read the article on page 14 about how to “whitelist” NVAR email communications. Also, please visit our redesigned website, **NVAR.com** – a gateway to everything you need to keep your business running.

Are you active with social media? If so, please connect with NVAR on Facebook, Twitter and LinkedIn to get breaking news, interesting information and to learn what's on the minds of other real estate professionals. To receive critical time-sensitive NVAR announcements, we also offer text-messaging! Just text NVAR to 81507 to opt in.

If you are already taking advantage of all that your membership offers, I applaud you! Please make sure to spread the word among your colleagues who are new to the business. Help them to learn about the available NVAR resources that can improve their bottom line and boost professionalism in the Northern Virginia real estate community. Bring them with you to our events, too.

Thank you for being a part of our great association!

Mario Rubio

2014 Chairman of the Board

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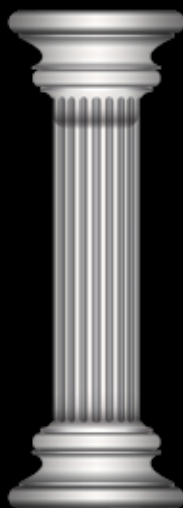
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DO YOUR HOMEWORK.  
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# User-Friendly Apps for the Realtor® On the Go!

By Liz Sacks

FOR TODAY'S REAL ESTATE PROFESSIONAL, being responsive to client needs while on the go can be quite a challenge. Unexpected requests, last minute showing inquiries, surprise financial questions; the list goes on. The six apps below are some great tools for handling the unexpected like a pro!

## CAMERA+



When taking listing or promotional photos, Camera+ is an incredibly user-friendly camera,

plus photo editing and enhancing app. Its camera settings allow Realtors® to take impressively professional photos with touch exposure and focus, and a 6x digital zoom. For non graphic designers, the photo editing tool icons are extremely intuitive and logically organized. Camera+ offers an unbelievable range of color correction settings, framing and filter tools, and the ability to add captions.

**Cost:** \$1.99 iPhone, \$4.99 iPad

**Compatibility:** iPhone, iPad

## iLIVING



When Realtors® show a vacant home, buyers often struggle to picture where the couch, table

and other furniture will go. iLiving's virtual staging app is the perfect aid in this situation! Simply snap a photo of an empty room, then insert furniture from iLiving's catalog of options, which are nicely organized by category. Although there is not a wide breadth of furniture items to choose from, clients can gain a good understanding of each room's decorating possibilities. Pictures can be saved in their device's photo gallery to easily text or email.

**Cost:** \$2.99

**Compatibility:** iPhone

## MAGIC PLAN



To create a floor plan on the spot without the proper measuring and drawing tools, Magic Plan allows agents to

quickly develop one from a mobile device or tablet. By taking snapshots of each room, one corner at a time, Magic Plan populates the room's dimensions, and then draws a floor plan. Window and door openings can be easily added to each room, as can basic furniture items (i.e. a bed and nightstand can be added to a bedroom). Files can be saved as PDF, JPEG and DXF files for CAD, or interactive formats can be published on the web.

Magic Plan has impression precision for an app but does not replace the quality of professionally rendered floor plans.

**Cost:** Free to download; file exporting or sharing: \$2.99/each. Monthly subscription packages are also available

**Compatibility:** iPhone, iPad and Android

## KEYNOTE



Delivering listing presentations and market analysis on a tablet is not only more convenient

than preparing paper printouts, but also shows clients an agent's tech savvy side! The Keynote app, Apple's equivalent of Microsoft PowerPoint, allows users to build slide presentations with custom animation, charts and video. Keynote is user-friendly, especially to those with PowerPoint experience.

iCloud is built into the app so files automatically update across all devices.

Documents are easily shared with others, who can then make edits from iCloud.

PowerPoint files can also be opened in Keynote, but editing features are more limited.

**Cost:** Free

**Compatibility:** iPhone, iPad

## iRENTER



Many prospective new homebuyers are still on the fence whether to take the plunge and buy, or

continue renting. With iRenter, they can instantly and accurately calculate the difference in cost from their current rent to the cost of owning. The app factors in every conceivable cost associated with homeownership, from mortgage payments to property taxes.

**Cost:** \$0.99

**Compatibility:** iPhone

## LINKEDIN



Arguably social media's top professional networking site, LinkedIn allows agents to maintain responsiveness with

their connections while on-the-go. The app's 'push notifications' alert users to new messages, comments on posts and invites. Both mobile and tablet versions of the app nicely organize main menu selections to easily shift from industry networking groups to the main newsfeed and then into a user's InMail™ box.

**Cost:** Free

**Compatibility:** iPhone, iPad and Android +



Liz Sacks is the Marketing Manager for Avery-Hess, Realtors®

# Tuned In, Powered On and Ready to Go

CHECK OUT THESE 2014 CONSUMER ELECTRONICS SHOW FINDS

WHETHER SHOPPING FOR TOOLS that will maximize business potential, or looking for the perfect client closing gift, this selection of products from the 2014 Consumer Electronics Show is a great list-starter. This year's show, held in Las Vegas this past January, welcomed more than 150,000 attendees shopping for the latest and greatest in consumer electronics. Here are a few that caught our eye.

## THE PEBBLE STEEL: SMARTS AND STYLE



This upgraded smartwatch runs all of the apps and software of the previous model, but has a sleek new look. The smartwatch receives notifications from either iPhone or Android, and the watch face can be customized. Includes

metal and leather watchbands and a magnetic charging cable.

Features: apps; 5-7 day battery; 5ATM waterproof; daylight readable display; tri-color LED; notifications.

[GETPEBBLE.COM/STEEL](http://GETPEBBLE.COM/STEEL);

RETAIL COST: \$249

## MOPHIE SPACE PACK: YOUR IPHONE—MAGNIFIED



The Mophie Space Pack is a rechargeable battery case with local built-in storage for iPhone 5S / 5. While it can't directly extend built-in iOS storage, Mophie has an app that can be used to access videos, files and pictures. Plug it directly into a

computer to load files. Available in either 16 GB or 32 GB models.

[MOPHIE.COM/SPACE-PACK](http://MOPHIE.COM/SPACE-PACK);

RETAIL COST: \$149.95 (ADD \$30 FOR 32 GB MODEL)

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THEPOWERALL.COM;  
RETAIL COST: UNDER \$100

**PETZICONNECT: BYE-BYE PET-SITTER**

PetziConnect is a wall-mounted treat dispenser with a wireless HD camera and microphone. It allows pet owners



to summon pets remotely for their afternoon treats. Watch pets respond to your voice as they retrieve their snacks! iOS and Android apps launch live connect to let owners see, talk to, photograph and treat their pets.

PETZILA.COM;  
available in March at major retailers  
RETAIL COST: \$169.99

**LIFEBAND TOUCH ACTIVITY TRACKER**

Stay tuned in while you work out! LG's fitness monitor offers advanced activity tracking, biometric data, Bluetooth® app connectivity, plus music and phone accessibility. The OLED screen delivers a full range of fitness data, activated with the push of a button or flick of the wrist.

LG.COM/US/FITNESS-ACTIVITY-TRACKERS;

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# Richmond Road Trip Boosts Awareness

REALTORS® MEET WITH LEGISLATORS, OBSERVE HOUSE AND SENATE SESSIONS

CLOSE TO 50 REALTORS® boarded a bus in the early morning hours of January 30 for the NVAR Public Policy Committee's annual trip to Richmond. Senior Vice President for Public & Government Affairs, Mary Beth Coxa, NVAR's "boots on the ground" in Richmond during each legislative session, was waiting with hot coffee and a roster of legislators eager to meet with NVAR constituents.

The daylong event included briefings by Northern Virginia delegation members, a lunchtime visit from Governor Terry McAuliffe (complete with photo-ops), as well as an opportunity to observe the legislative process from the House and Senate galleries and in committees. Del. Tom Rust (R-Herndon) recognized the NVAR visitors from the House floor, and Sen. Janet Howell (D-Reston) introduced the NVAR group in the Senate. Realtors® also paid visits to legislators representing their own districts to discuss the 2014 VAR legislative agenda. See the January/February issue of RE+VIEW ([go.nvar.com/1401](http://go.nvar.com/1401)), pg. 21, for a synopsis of this year's agenda.

On the bus back to Northern Virginia, participants enjoyed a wine and cheese happy hour and remarks from the 2014 NV/RPAC Chairman Roger Nakazawa and trip sponsor Kevin Connelly of BB&T. Inspired by the days' events and a first-hand look at the important work accomplished by NVAR Government Affairs staff in Richmond, attendees pledged more than \$7,000 to the 2014 NV/RPAC campaign. +



A show of hands from first-time attendees demonstrates the popularity of NVAR's annual Legislative Trip to Richmond. While there were many newcomers, a significant segment of the group were 'repeat customers!'

## Thank You for Making Time for NVAR!

Governor Terry McAuliffe

Delegate David Bulova

Delegate Tag Greason

Senator Janet Howell

Delegate Mark Keam

Delegate Rob Krupicka

Delegate Alfonso Lopez

Delegate Jackson Miller

Delegate Tom Rust

Delegate Marcus Simon

Delegate Scott Surovell

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Senate Majority Leader Dick Saslaw (D-Fairfax), met with a group of NVAR constituents to review the 2014 legislative agenda and to reminisce about changes in Northern Virginia during his political career.



Legislative trip participants had a birds-eye view of the House in session from the upper level gallery seats.





(left) Del. Mark Keam (D-Vienna), co-patron of the first-time homebuyer savings account bill carried by Del. Tag Greason (R-Potomac Falls), works closely with NVAR to understand the impacts of proposed legislation. He said that the legislators could only make a positive difference if they know how issues affect the Realtor® community and the home-buying and selling public.



Realtor® Ashok Varma of A-One Realty found time for a semi-private tour of the Governor's mansion in between legislative meetings.



NVAR Board Member Loraine Arora, enjoyed a photo-op with Governor Terry McAuliffe. The Governor spoke briefly about what he hopes to accomplish. "I don't believe in sleep," he said. "Let's get this show on the road!"



Del. Jackson Miller (R-Manassas), majority whip for the Republican Caucus, spoke about Realtor® legislation that he carried during the 2014 session, including bills affecting the Virginia Residential Landlord and Tenant Act.



## Buying a home should be a tranquil experience.

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Virginia Housing Development Authority



When REALTORS® asked for their support, they listened.

# NVAR LEGISLATIVE RECEPTION 2014

*Please join us in thanking Northern Virginia's elected officials for their service to our region and support of REALTOR® issues.*

**Free Event!**


Registration required

**Thursday, May 8 | 5:30 - 7:30 p.m.**

NVAR Fairfax Headquarters, 8407 Pennell Street, Fairfax, Va 22031

*cocktails and hors d'oeuvres*

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 **go.nvar.com/LR14**



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## Delegate Marcus Simon:

HIS NEW JOURNEY ON THE  
'ROAD TO RICHMOND' BEGINS

ON JANUARY 6, a group of Realtors®, legislators and area business leaders gathered in NVAR's Fairfax board room with newly-elected Del. Marcus Simon (D-Falls Church) to launch him on his journey to Richmond as a freshman legislator. Hosted by the Northern Virginia/Realtors® Political Action Committee, the meeting included breakfast and remarks by Del. Simon on the legislation he would introduce in 2014. One issue he discussed was the need to streamline how real estate disclosures are updated at settlement. An affiliate member of NVAR since 2003, Simon is a principal and founder of Ekko Title and a practicing attorney.

As an affiliate, Simon has been a member of the Standard Forms Committee, serving as vice chair and chair. He served as NVAR's representative to the 2012 Regional Sales Contract task force and is a founding member of the Attorney Round Table. +

*Editor's Note:* Del. Simon introduced HB 799, which would require a disclosure update only if there was a change. If not, the original disclosures would stand, with no additional paperwork needed.



Gathered in support of newly-elected Del. Marcus Simon, well-wishers enjoyed breakfast and the opportunity to learn what he hoped to accomplish during his first term in Richmond. Among his priorities: streamlined disclosures at settlement.



Before heading south for the legislative session, Del. Simon shared with supporters an economic update and an overview of the state budget to be considered by the General Assembly.



# 'Team Rubio' Gears Up for a Productive 2014

LEADERSHIP TRAINING DAY FOSTERS TEAMWORK, CAMARADERIE, ENTHUSIASM

THIS PAST JANUARY, NVAR Chairman Mario Rubio and his 2014 leadership team gathered in Fairfax for a day of training and networking. Christine Todd, NVAR CEO, explained the varying roles of staff, board leadership and committee chairs. Special guest, 2009 NAR President Charles McMillan, led the group in exercises designed to provide insight about volunteer leadership. +



NVAR Chairman Mario Rubio (l) and Immediate Past Chairman Jon Wolford enjoy a 'year-in-pictures' presentation celebrating Wolford's 2013 year serving as chairman of board.



Leadership Day provides an opportunity for volunteers to establish new connections. Enjoying pre-event networking (l-r): 2013 Leadership Institute member and 2014 YPN Chair Angela Kasey; Public Policy Committee Vice-Chair Angie Delboy; and 2014 Leadership Institute member Francine Shanahan.



Board member Gary Lange (l) speaks with special guest Charles McMillan, 2009 NAR president, after McMillan's presentation. McMillan shared his attributes of service-oriented leaders. "So many of you will be beacons," he said.

## MARKET & LEGISLATIVE BRIEFING

### MAKING MEASURING FORECASTING PROGRESS

FRIDAY, APRIL 4 | 9 TO 11:30 AM | NVAR FAIRFAX

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- ✓ Outlook for the market in 2014 and beyond.

# Why Don't I Receive NVAR Emails?

SIMPLE WHITELISTING STEPS CAN HELP TO ENSURE DELIVERY TO YOUR INBOX

IF YOU ARE NOT RECEIVING NVAR Chairman Mario Rubio's Bi-Weekly e-Newsletter, or our bi-weekly CareerLink e-blast, please follow these instructions.

**Have you opted out** of receiving our emails? Before initiating the steps listed here, please contact our Membership Department at 703.207.3256 or email [webmaster@nvar.com](mailto:webmaster@nvar.com), to learn whether your email address is on a "do-not-email" list. If that is the case, we can provide easy opt-in instructions.

**For members who have not opted out**, yet are not receiving NVAR emails, a different approach is required. Certain firewall and intrusion prevention software can interfere with delivery of emails sent using Constant Contact, which NVAR uses for important e-Newsletters. Most of these firewall programs have a mechanism to "whitelist," or allow all connections from certain websites or IP addresses.

Some general steps are outlined in the box on this page. For additional assistance, please refer to the help section of your security program. Also, visit [go.nvar.com/whitelist](http://go.nvar.com/whitelist) to view step-by-step instructions for some commonly-used email service providers and spam programs. +

## 4 SIMPLE STEPS

1. **Whitelist** Constant Contact inside your antivirus software program.

If your program allows the whitelisting of websites only via URL, please add the following sites to the whitelist:

[www.constantcontact.com](http://www.constantcontact.com)

[ui.constantcontact.com](http://ui.constantcontact.com)

If your program allows whitelisting also by numeric IP addresses, please whitelist the following IPs:

208.75.122.25; 208.75.122.14; 208.75.122.30

2. **Close** all internet browsers.
3. **Open** a new browser window.
4. **Log into** your account and attempt to use it. Some programs will prompt you to restart your computer before the changes can take effect. In that case, restart the computer.

# 2014 NV/RPAC Bowling Night

## WHEN

**Monday, April 21 | 6:30 to 9 p.m.**

## WHERE

Bowl America Fairfax  
9699 Fairfax Boulevard, Fairfax, VA 22031

## HOW MUCH

\$300\* per team of four (\$99 per individual)  
Includes: bowling, shoe rental, pizza and beverage pitcher of your choice.

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# The Housing Recovery: Where We've Been And Where We're Going

A FIVE-YEAR VIEW OF THE NORTHERN VIRGINIA MARKET

By David Versel

IT IS HARD TO BELIEVE, but 2014 marks Year Five of the Northern Virginia economic recovery. With the benefit of four full years of data on the region's housing market, it is a perfect time to take a look back at where we have been, how things have changed over the past four years, and what we should expect in the next two years.

## 2010 AND 2011: SLOW AND UNEVEN IMPROVEMENT

Four years ago, the region's housing market was just beginning its climb back from the devastation of the national economic recession. The Northern Virginia housing market (which includes Arlington County, Fairfax County, and the independent cities of Alexandria, Fairfax, and Falls Church) had suffered through a very difficult period: from 2007 to 2009 the average sale price in the region declined by 20 percent and the ratio of active listings (including units sold in the preceding month) to sales had increased from about 2:1 in early 2007 to 9:1 in mid-2008.

The first two years of the recovery were, at best, uneven. After strong increases in median sales prices and sales volume during 2010, these indicators were weaker in 2011. In both Arlington and Fairfax counties, the June (peak-month) median sales prices were flat from 2010 to 2011, though the June-to-June median price increased by about 5 percent in Alexandria. The overall volume of home sales in Northern Virginia declined by 10 percent from June 2010 to June 2011 consistently in all jurisdictions.

A major contributor to the sluggish market in 2010 and 2011 was the dwindling inventory of attractive properties. After peaking by the end of April 2008 at more than 12,000 active listings, the unsold inventory began a gradual decline and stood at 6,200 by April 2011.

As a result of the declining inventory, the ratio of active listings to sales began a sustained decline in early 2011. This ratio, which had peaked at about 9:1 in 2008 and was still at 7:1 in late 2010, has remained below 5:1 since February 2011 (Figure 1).

Trends in Days on Market (DOM) also reflect the uneven shape of the region's housing recovery. Average DOM increased for all housing types from 2010 to 2011, an indication that many of the units remaining in the active inventory were simply not attractive to potential buyers. This was a particular issue for single-family units: average DOM increased from 77 in January 2010 to 99 by January 2012 for detached units and from 42 to 68 for attached units. The average

FIGURE 1

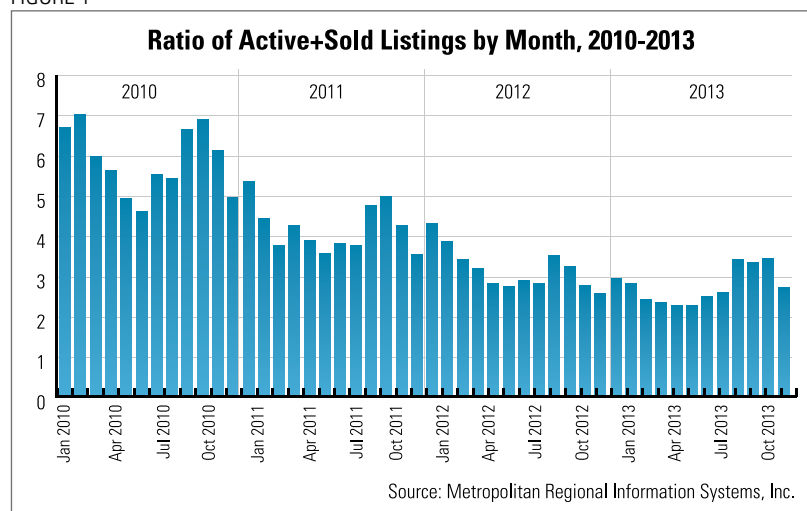
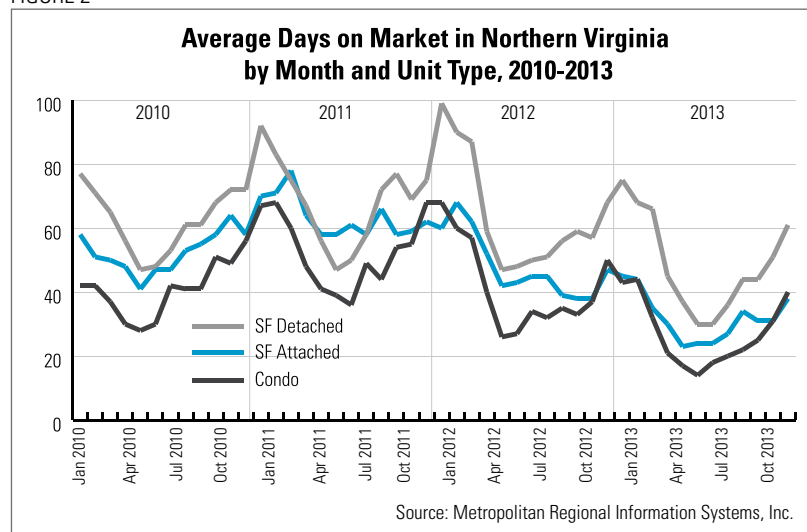


FIGURE 2





DOM for condos increased sharply during 2010, but began a sustained decline in early 2011 (Figure 2).

## 2012 AND 2013: STRONG, SUSTAINED GROWTH

After two years of a slow and uneven recovery, the Northern Virginia housing market began to rebound in earnest in early 2012, with all indicators showing a strong and sustained market over the past two years.

## SALES VOLUME AND INVENTORY

After declining from 2010 to 2011, the number of home sales showed strong increases during 2012 and 2013 for all unit types. The number of single-family detached units sold during the peak month of June increased from 789 in June 2011 to 1,234 in June 2013, a 56 percent growth rate.

During the same period, the number of single-family attached sales increased 41 percent and condo sales increased 73 percent (Figure 3).

FIGURE 3

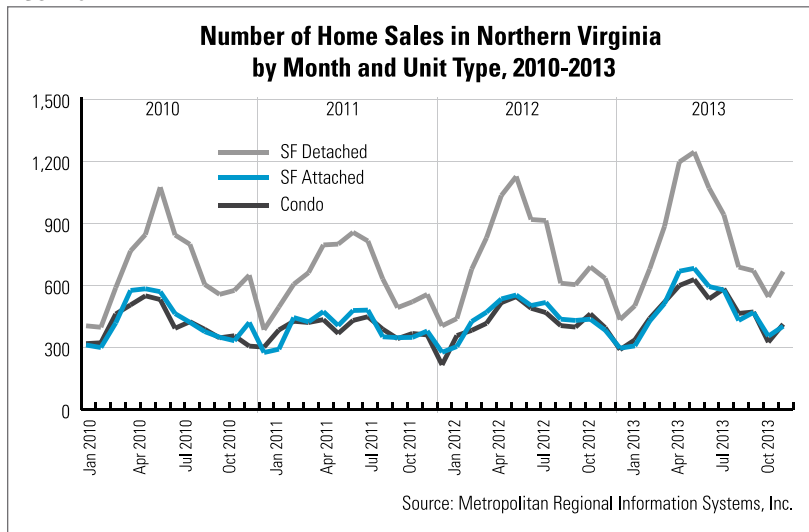
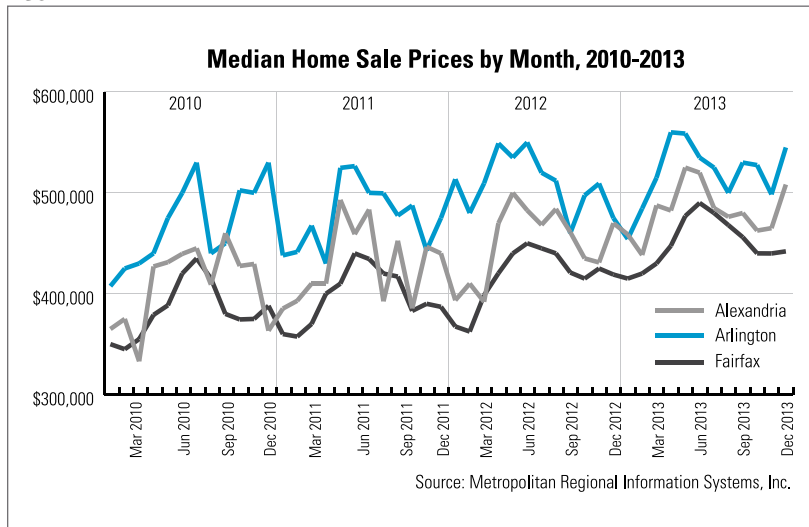


FIGURE 4



Since 2011, inventory growth has not kept up with sales; the ratio of active listings to sales in June 2013 was about 2:1, and the ratio was still below 3:1 in December 2013 (Figure 1).

## DAYS ON MARKET (DOM)

After rising through 2011, average DOM for all property types declined sharply in both 2012 and 2013. The average DOM for all sales in 2013 was 38 days, compared with 62 in 2011, a decrease of 39 percent. Declines in DOM were consistent for all housing types, with all three types reaching post-recession lows in mid-2013.

The most striking figures occurred in the peak month of June 2013, when the average DOMs dropped to 30 days for single-family detached units, 14 days for single-family attached units, and 24 days for condos. Last year's data clearly demonstrate that, during peak buying season, units are selling at a brisk pace.

## MEDIAN PRICES

Median home sale prices regained strength during 2012 and 2013 in all three major jurisdictions in Northern Virginia (City of Alexandria, Arlington County and Fairfax County). Median prices increased the most in Fairfax County, where the median price level was up 11 percent from 2011 to 2013. Alexandria (6.5 percent) and Arlington (6.4) experienced slower growth during this period (Figure 4).

It is significant to note that median prices in all three jurisdictions are back to their pre-recession peak levels. Arlington reached its peak median sale price in April 2013; Alexandria's was in May and the peak for Fairfax came in June. The 2013 median price peak in all three jurisdictions was in excess of \$490,000. In all three jurisdictions, the 2013 peak levels were equal to or greater than their 2006 peaks. While these elevated prices could raise concerns, the low ratio of inventory to sales suggests that, unlike in 2007 and 2008, current price levels are sustainable.

## 2014 AND 2015: GROWING DEMAND, BUT CONCERNS ABOUT AFFORDABILITY AND SUPPLY CONTINUE

The short-term outlook for housing demand in Northern Virginia is strong. After two years of

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continued from page 17

weak economic growth, due in large measure to uncertainties about the federal government, the region's job situation should improve significantly: our forecast is for the Washington metro area to add about 125,000 jobs in 2014 and 2015, more than half of which will be in Northern Virginia. Considering that the area's housing market was already performing quite well during two years of slower job growth, there should be ample demand for housing in the next two years.

The ability of would-be buyers to afford homes in Northern Virginia is becoming an increasing concern. Even as home prices have eclipsed pre-recession levels, most of the new jobs added in the region in the past five years have been at lower wage levels, thus limiting the home buying power of the region's workforce. Rising interest rates also complicate matters: research (documented in "Is it time to say good-'buy' lease?," July/August 2013 RE+VIEW magazine, [go.nvar.com/1304](http://go.nvar.com/1304), pg. 24) found that an increase in interest rates from 3.5 to 7 percent would increase the payback period from buying a single-family home in Fairfax County from four to 11 years. The fact that local rental rates actually declined slightly in 2013, as reported by Delta associates, may also make some renters delay potential home purchases.

The supply of available housing also presents an obstacle. There are two inter-related dynamics to this issue: first, how

much new construction there will be; second, how many current homeowners will be willing to sell their homes.

New construction in the region remains slow, with housing starts in the region during 2013 still about 50 percent below the level experienced during the early 2000s. Furthermore, most of the new construction in the region last year was for multi-family rental units. As a result, current homeowners who may want to sell their homes but remain in the region have few for-sale options.

While we expect the pace of construction to increase in 2014, construction will not reach its prior levels until at least 2016. In the interim, most current homeowners will stay put, thus limiting the supply of units in the resale market.

The sum total of these factors is that the housing market in Northern Virginia in 2014 should look a lot like the market in 2013: the combination of good (but not great) demand and limited inventory will lead to quick sales at elevated prices. In 2015 and beyond, though, the combined effects of higher interest rates, new construction, and low-wage job growth could negatively affect the region's housing market. It is a wait-and-see market. +



David Versel is a Senior Research Associate at the George Mason University Center for Regional Analysis.

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# Fair Housing Fundamentals: Accommodations Required for Service Animals in Housing

COMPLIANCE IS EVERY REALTOR®'S DUTY

FEDERAL LAW, through the federal Fair Housing Act (FHA) and the Rehabilitation Act of 1973 (applies to housing that received federal funding assistance), may require accommodations by housing providers for service animals that provide assistance to individuals with a disability. This will include housing that may have a “no pets” policy or similar restrictions on the types of animals that residents may have in their housing units. An accommodation request under the FHA isn’t limited to a particular type of service animal, and so could require accommodations for such animals as snakes or birds. A reasonable accommodation request can be made to a landlord for rental property or to a condominium or co-op board.

A reasonable request for accommodation to a housing provider for a service animal must meet the following criteria:

1. The person making the request must have a disability, which is a physical or mental impairment that substantially limits one or more major life activities; and
2. The person has a disability-related need for the assistance animal.

Both elements must be present before a housing provider has to consider providing an accommodation for the service animal. Looking at the first requirement, the housing provider cannot deny the request simply because he/she cannot readily determine that the requestor has a disability. The housing provider can ask for documentation from a reliable source if the disability is not apparent.

*Fair Housing continued on page 23*

## April is Fair Housing Month

### Know the Law, Walk the Walk, Practice the Talk for Zero Discrimination

The Fairfax County Office of Human Rights and Equity Program (OHREP) investigates complaints filed by any person who believes he or she has been subject to discrimination when finding a place to live.

It is illegal in Fairfax County to discriminate against any person based on race, color, sex, religion, national origin, marital status, familial status and disability (mental and physical). The Virginia Fair Housing Act also prohibits discrimination based on elderliness, (age 55 and older).

#### Enforcement:

Violations include any of the following:

- Discrimination in the sale, rental and financing of housing and in other housing-related transactions based on a protected class
- Use of discriminatory advertising or discriminatory statements in connection with any real estate or real estate-related transaction
- Retaliation against someone due to their participation in a protected activity.

Once a complaint is accepted, OHREP investigates and assists the parties in resolving the complaint through the conciliation process. If parties are unable to reach an agreement, the findings are handled by the Fairfax County Human Rights Commission. If the Commission issues a “cause” finding, and the parties do not come to agreement, a discrimination charge is issued. Then, the county attorney files a civil action on behalf of the complainant and the Commission.

#### Education and Outreach:

The agency also engages in a variety of education and outreach activities.

- **Presentations:** Agency staff members regularly conduct presentations, participate on panels, and provide information and access to resources on fair housing and related issues. These services are free and can be tailored to the needs of the constituency. For more information or to schedule a presentation, contact Margot Squires at [margaret.squires@fairfaxcounty.gov](mailto:margaret.squires@fairfaxcounty.gov) or 703.324.2953.
- **Fair Housing Month:** Every April, the Agency holds a fair housing forum/luncheon. This year’s event, offered in collaboration with NVAR, will be held on April 10. See the ad on page 36 for more information about the program and the registration. To register, visit [go.nvar.com/FH2014](http://go.nvar.com/FH2014).
- **Publications & Multimedia** (available on OHREP website):
  - Fair housing brochure, available in six-languages
  - Two publications focusing on disability with an emphasis on requests for reasonable accommodations
  - Publication dealing with harassment in housing
  - Fair housing videos, produced in collaboration with Channel 16, the County’s public television station, including a new PSA titled, “Fair Housing and Group Homes.”

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Even if the disability is apparent, the housing provider could inquire about the need for a particular service animal if the connection between the disability and the need for the identified service animal is not apparent. Examples provided by the U.S. Department of Housing and Urban Development of what could constitute proper documentation of a disability include a letter from a physician, social worker, psychologist, or “other mental health professional.”

While housing providers can request further documentation to support an accommodation request if the request is not immediately apparent, the FHA does not permit the questioning of individuals with apparent disabilities. For example, a person with severe vision impairment could not be asked to demonstrate the need for a guide dog.

In addition, the housing provider cannot demand to see the applicant’s medical records, or demand specific details about the applicant’s condition. An accommodation request can be denied if an applicant has failed to adequately support the request or has failed to respond to appropriate requests for information from the housing provider.

Assuming the individual has met the criteria in the request for an accommodation, the housing provider will need to provide an exception to its “no pet” policy or similar rules in the dwelling and all common areas, unless the housing provider can show that the service animal presents a particular risk of harm to others or the property of others or otherwise creates an undue burden. When the housing provider is considering whether to grant the accommodation, he/she needs to evaluate the particular service animal in question and not consider other criteria, such as a particular breed or size.

However, if the animal in question poses a risk of harm to others or would otherwise create an undue financial burden for the housing provider, the request can be denied. An example of when an accommodation might be denied could involve an animal with a history of attacking people or which poses a health risk for others. The presumption in the law is that the housing provider should grant the accommodation request, therefore the housing provider will need to demonstrate a legitimate basis for denying a request.

For real estate professionals, the determination on whether to grant an accommodation request for a service animal needs to be made by the housing provider and not the real estate professional. While the real estate professional could request documentation from the applicant in support of the accommodation request, this information should always be gathered at the direction of the housing provider. In addition, the real estate professional should always make it clear to the applicant that the request is being made to the housing provider, not the real estate professional. +

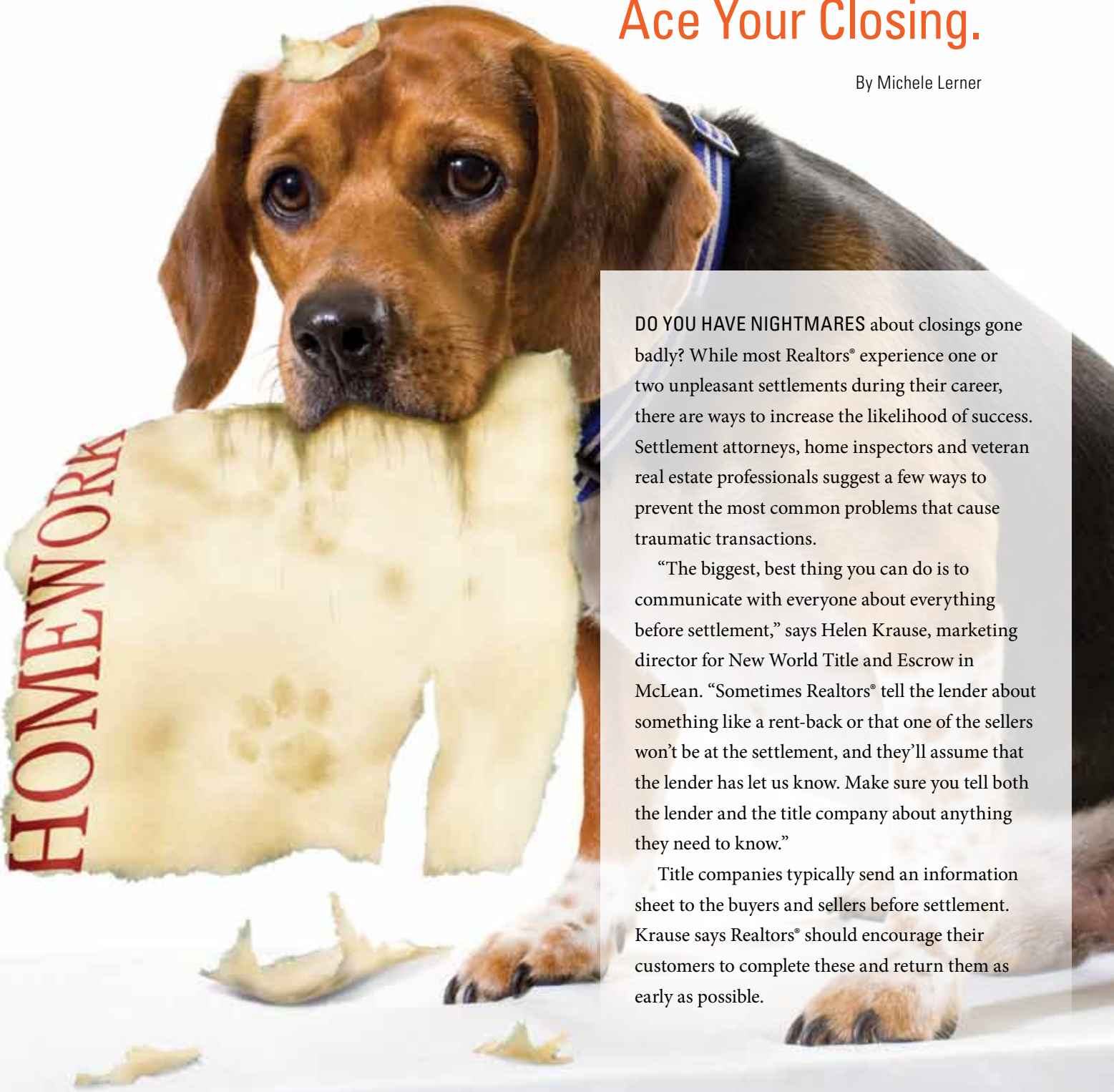
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# NO EXCUSES AT SETTLEMENT TIME

Do Your Homework.  
Ace Your Closing.

By Michele Lerner



DO YOU HAVE NIGHTMARES about closings gone badly? While most Realtors® experience one or two unpleasant settlements during their career, there are ways to increase the likelihood of success. Settlement attorneys, home inspectors and veteran real estate professionals suggest a few ways to prevent the most common problems that cause traumatic transactions.

“The biggest, best thing you can do is to communicate with everyone about everything before settlement,” says Helen Krause, marketing director for New World Title and Escrow in McLean. “Sometimes Realtors® tell the lender about something like a rent-back or that one of the sellers won’t be at the settlement, and they’ll assume that the lender has let us know. Make sure you tell both the lender and the title company about anything they need to know.”

Title companies typically send an information sheet to the buyers and sellers before settlement. Krause says Realtors® should encourage their customers to complete these and return them as early as possible.



“Fifteen percent of the work that Realtors® do is getting a contract written,...  
The other 85 percent is keeping that contract together.”

—John McAllorum

Suzanne Simon, managing broker of Long & Foster Real Estate in Arlington, says both buyers and sellers should be given a list of things to do before settlement. For example, sellers should make sure they provide any repair receipts to the buyer's agent before the walk-through. Buyers should maintain contact with their lender and alert their Realtor® of any financing changes.

“Fifteen percent of the work that Realtors® do is getting a contract written,” says John McAllorum, branch vice president of Coldwell Banker Residential Brokerage in Springfield. “The other 85 percent is keeping that contract together.”

### WALK-THROUGH ISSUES AND INSPECTIONS

One area that can cause delayed or even a cancelled settlement is a dispute over the condition of the property.

“Agents should manage their clients' expectations, particularly if they're first-time buyers,” says Simon. “If they've moved from one rental to another, they're used to moving into places that have been professionally cleaned and freshly painted. They need to know that ‘broom clean’ means just that.”

One potential issue during the walk-through is that sometimes sellers have the utilities turned off the day after they move.

“I suggest that sellers leave the utilities on until the day after settlement and that buyers have the utilities put in their name the day before settlement just to make sure there's no gap,” says Simon.

Another potential pitfall arises when a seller fails to remove personal property from the home. “Sellers need to be out of the property before the walk-through, and they can't leave things like a dresser

in the attic unless the buyers actually have agreed they want it.”

McAllorum suggests that sellers maintain their homeowners insurance until the sales transaction has been recorded for extra protection in case something happens to the house between the closing and recordation.

Brenda Heffernan, branch manager of MBH Settlement in McLean, recommends that if the seller is making repairs pursuant to a home inspection, the parties should schedule two walk-throughs: one a week before settlement to check on repairs and a second one 24 hours before the closing as a final check.

“Settlements get delayed because the sellers haven't provided proof that a licensed contractor did the work or they don't have receipts at all,” says Heffernan. “The buyer's agent should set terms upfront that receipts must be provided seven to 10 days before settlement.”

Krause says that lenders rarely allow buyers and sellers to set up an escrow account to handle repairs as they did in the past.

“You need time to call a plumber to fix a leak you discovered at the walk-through and get the final bill before settlement. Very few lenders allow you to create an escrow account for repairs at the closing,” says Krause.

### BECOME A PRE-INSPECTION GENIUS

One way to reduce potential problems at settlement is to identify issues even before your buyers make an offer.

“Realtors® should look for ‘Anatomy of a House’ programs or articles to be on alert for red flags when they're previewing homes,” says McAllorum. “Don't claim to be an expert, but suggest

that the buyers have an inspector look at anything you notice that could be a problem.”

Some of the simplest yet most important items to check include looking for old water stains in the basement and on the first floor ceiling under the second floor bathrooms, says Kevin Dougherty, a home inspector with Pillar to Post in McLean.

“A lot of older homes aren't built even close to today's safety standards,” says Dougherty. “I was in one home with a screened porch without a railing system. If someone fell through the screen they'd fall 15 feet to an asphalt driveway. Some of these things can be easily remedied.”

Dougherty recommends that buyers and their agents take a “10-minute reprieve” from admiring the floorplan, fixtures and finishes in order to take a cautious look around for old appliances or systems, signs that the homeowner has undertaken some do-it-yourself projects, or moisture.

“It's nice for an agent to set expectations for the buyers about issues that can come up during the home inspection,” says Dougherty. “They should also let buyers know they have the option of a more detailed inspection with an infrared camera if they're worried about moisture or mold.”

### ESTATE SALES AND ABSENTEE SIGNERS

If you're handling an estate sale, Krause recommends getting the title company to look at the paperwork as early as possible.

“We had one estate sale with 14 beneficiaries and every one of them had to sign off on the sale,” says Krause. “These can't be electronically signed,

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either, so you need time to get each signature notarized and sent back to the title company before the transaction can be recorded.”

If a beneficiary is a minor, this requires a court-appointed representative to be at the settlement table, says McAllorum.

“You need to get that attorney lined up before the closing date, otherwise it can be a huge problem if the buyers are trying to move in that day,” says McAllorum.

In general, says Heffernan, Realtors® need to know their clients and look out for any unusual circumstances such as an estate sale, a trust sale, a divorce, a foreign seller or an absentee client.

“One home was being sold on behalf of an elderly client who was in an assisted living facility,” says Heffernan. “The daughter had a general durable power of attorney but she needed the original of that document for banking and other needs and didn’t want to release it to us. We explained that the original power of attorney needed to be recorded with the court, and there would likely be a delay in getting it back to her after settlement. To solve the problem, I went to the courthouse with the Realtor® and the daughter one morning two weeks before the settlement to record the power of attorney in person. This way, she could keep the original. If you need a power of attorney it’s better to get a special power of attorney (one that is specific for the transaction), and remember that it must be notarized.”

Heffernan says all kinds of issues with absent sellers and buyers can be handled, but title companies need time to make arrangements before settlement day.

## FUNDING ISSUES

Recommend a reliable lender and stay in touch with your buyers’ lender to prevent last-minute issues with a mortgage. In addition, make sure your buyers are aware that they’ll need to

have certified funds or to arrange a wire transfer before the settlement for any amount they will owe at closing above \$1,000, says Heffernan. Buyers may use a personal check for smaller differences in the amount owed. They cannot use a debit or credit card.

“Sellers need to be aware that by statute, funds can only be disbursed after recording – so they shouldn’t expect to walk away from settlement with a check,” says Heffernan. “They should bring wiring instructions to the settlement.”

## DISPUTED AGREEMENTS

If your clients have agreed to a post-settlement occupancy, you need to make sure there’s a separate agreement that spells out everything from the occupancy dates to who will hold the security deposit, says Heffernan.

“Typically the post-settlement occupancy fee is based on the buyer’s principal, interest, taxes and insurance, but if it’s written ‘PITT’ on the agreement not all sellers will know what that means,” says Heffernan. “If the sellers haven’t paid a mortgage in awhile or have a very low loan balance, they’re sometimes shocked at the amount they’re expected to pay.” All addenda should be provided along with the contract to the title company as soon as possible. Any changes to the contract, changes to the addenda or new addenda should also be given to the title company before settlement, says Heffernan.

“It’s important to remember that 99.9 percent of buyers want to buy and 99.9 percent of sellers want to sell, so it’s in everyone’s best interest to find a way to resolve any conflicts,” says Simon. “The best way to do that is to resolve problems before you get in the closing room.” ➕



Michele Lerner, a freelance writer based in the Washington, D.C. area, has been writing about real estate and personal finance for more than 20 years for print and online publications.

## 10 TOP TIPS FOR A SMOOTH SETTLEMENT

1. Communicate with the title company and the lender as soon as you have a ratified contract and until settlement to avoid last-minute glitches.
2. Order termite, well and septic and other inspections early so issues can be addressed long before settlement day.
3. Schedule the walk-through a few days before settlement to allow for time to negotiate any disputes over the property’s condition.
4. Have your sellers keep all receipts for repairs and make them available to the buyer’s agent before the walk-through.
5. Avoid any issues with utilities by having the buyers switch the utility bills to their names the day before settlement and the sellers cancel their utilities the day after settlement.
6. Tell the sellers to leave their homeowners insurance in effect until they have received their funds from the settlement. This will ensure coverage if something happens to the house during that grey area after settlement but before the transaction has been officially recorded.
7. Remind your buyers to bring funds as a certified check or arrange a wire transfer prior to the settlement, and to bring a personal check to pay for small discrepancies in the final settlement.
8. Ask your clients if anyone will be unable to attend the closing in person – they may need to mail notarized paperwork or arrange for a power of attorney.
9. If you’re handling an estate sale, find out beforehand the complete list of every beneficiary who might need to sign papers at settlement.
10. If a beneficiary is a minor, that minor will need a court-appointed attorney to be present at settlement.

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[KConnelly@BBandT.com](mailto:KConnelly@BBandT.com)



Terri L. Wilcox  
NMLS# 415647  
703-477-1026  
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# FIVE FAQ's Regarding a "Lis Pendens"

By George Hawkins

## 1. WHAT DOES A *LIS PENDENS* DO?

"*Lis pendens*" is Latin for "a pending suit." In the distant past, a court decree bound the rights of the parties before the court, and any purchaser who acquired real property from a litigating party, with or without notice! Modern *lis pendens* statutes protect a purchaser by providing that the purchaser is not bound by the outcome of that litigation unless a formal memorandum of *lis pendens* is filed in the land records giving notice of the pending litigation.

## 2. CAN A *LIS PENDENS* BE FILED WITHOUT LITIGATION?

No. By definition, a suit must be pending. Va. Code § 8.01-268(B). Moreover, filing a *lis pendens* without a suit pending might subject a filer to civil damages for slander of title or criminal liability as a Class 5 felony under a recent law passed by the Virginia Assembly. See Va. Code §18.2-213.2.

## 3. CAN A PURCHASER BE BOUND BY THE RESULTS OF THE LITIGATION EVEN WHEN A MEMORANDUM OF *LIS PENDENS* IS NOT FILED?

Maybe. If a purchaser actually knows about the lawsuit, the purchaser lacks the "bona fides" of a bona fide purchaser and can be bound.

## 4. CAN I STILL BUY THE PROPERTY IF A *LIS PENDENS* HAS BEEN FILED?

Yes, but seek legal counsel before you do. A *lis pendens* is only a warning that the rights acquired may be subject to the rights granted in a valid judgment. A purchaser is free to ignore this warning just as anyone can touch a hot stove after being warned that it is hot!

## 5. CAN A BROKER FILE A *LIS PENDENS* FOR THE COMMISSION?

No. The court action on which the *lis pendens* is based must seek to establish an interest in the real property described in the memorandum. Va. Code § 8.01-268(B). The right to a commission is personal property, not real property. To illustrate why it is a personal property interest vs. real property, think about what happens when a sale does not go through: a broker may still have a right to the commission from the seller. +



George Hawkins is an attorney with Peterson, Goodman & Hawkins in Vienna, Virginia. He can be reached at [ghawkins@pghva-law.com](mailto:ghawkins@pghva-law.com).



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# Remembering Listings They'd Rather Forget

TURNING LEMONS INTO LEMONADE IS A BUSINESS STRATEGY



IN THE JANUARY/FEBRUARY ISSUE, we asked members to share their worst listing experiences. The stories we received confirm that tact, compassion and sometimes a strong stomach are important attributes.

Our luckiest "Lemon Listing" prize goes to **Melissa Dabney** of Long & Foster—Vienna. She made lemonade out of her challenging listing with a full-price contract for her clients.

Here is **Melissa Dabney's** winning entry:

*I walked in the front door of my potential new client's home and knew this was going to be a listing appointment I would never forget!*

*I was greeted with exposed subfloors that had random tufts of carpet sticking to them. Not wanting to appear nosy, I waited for her explanation. The answer: she was sick of the dirty carpet so she started tearing it out with her bare hands. ....*

*The living room was covered with toys, crafts, pet supplies, live birds chirping in a cage, but not a stick of furniture! The office had a large popcorn machine in the middle of it, with old, burnt popcorn.*

*When I opened the closet in the daughter's bedroom, I encountered a live reptile exhibit—hot lights, lizards and a huge snake! We finally made our way to the basement where, to my surprise, there appeared to be an arsenal of recreational guns with evidence of target practice in the foundation wall.*

*Always up for a challenge, I took the listing and advised the sellers that we had plenty of work to do. In addition to*

*the challenges I could see, I found out after the listing agreement was signed that there was a tax lien and the property could be a foreclosure!*

*There is a happy ending. The house went on the market and was under contract in four hours at full price. It settled on time due to hard work and an awesome job by Todd Condrón of Ekko Title!*

First runner-up **Steve Hough** of Long & Foster—Falls Church shared this story with us:

*I received a call from a woman who said she would like to sell her condo in a nearby mid-rise. .... As we entered her unit, she said, "Close the door quickly." As I stepped inside, I immediately knew why; there were several dozen loose birds in the living room—not parrots or canaries, but sparrows, chickadees, etc., perched on lamps, chair backs and open cabinet doors. Apparently she put birdseed on the sills of her open windows and welcomed whatever flew in!*

*As diplomatically as possible, I told her I thought it would be difficult to sell her home under these conditions.*

*She acted surprised, and said, "All my visitors seem to like my feathered friends."*

*I declined the listing, wished her luck, and suggested that she contact another real estate firm.*

Our second runner-up, **Kathy Cella** of Long & Foster—Fairfax Centre, shared details of a harrowing listing appointment that included damage, excessive filth and more:

*I arrived at the home to find the lawn more than two feet high. When I was invited inside, I was stunned to discover that the sellers were hoarders. There was nowhere to sit, and I barely had room to move through the house.*

*There was a huge hole in the wood floor, which was covered with a filthy throw rug. I could not see the kitchen counters as they were piled high. ... This was worse than any foreclosure, and it was a regular sale! We discussed the listing and price, and I prepared a list of repairs. They were unwilling to make any changes. This was one listing I was grateful not to get.*

## Our Next Contest: Share Your Favorite Pre-Real Estate Job

Did you have an interesting career before becoming a Realtor®? A summer job that left a lasting impression? Take a trip down memory lane and share your favorite job story with us. Send an email of 250 words or less to [re+view@nvar.com](mailto:re+view@nvar.com). You could win one of four prizes. The "top job" winner will receive a \$50 Visa gift card, and three runners-up will each receive a \$25 Realtor® Shop gift certificate. Winning entries will be printed in a future issue. Whether you were working the swing shift or running the company, we want to hear from you! ➕

We reserve the right to edit submissions. Send your entry to [re+view@nvar.com](mailto:re+view@nvar.com).





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# Avoid Fines, Avoid Heartache: Keep Your Listings Accurate and Current!

MRIS COMPLIANCE REFRESHER

By Michelle Yam



**MRIS IS COMMITTED** to maintaining the best, most accurate listing information available in the MLS system. To ensure that data entered into MRIS is accurate, notifications are sent to listing agents if data corrections are needed. Don't wait until you receive a warning to learn how you can prevent future notifications. Adhering to these compliance reminders when entering a listing can help you sell your property faster and avoid fines!

## **Non-MLS Listings:** *Get those listings in!*

All listings must be entered into MRIS unless the seller has requested in writing that the seller does not want to market the property through the MLS. When discussing marketing with clients, it is recommended that the listing agent review the advantages of having the property in the MLS.

## **Electronic Distribution of Listings:** *Do you know where your listings are?*

The Broker of Record determines where listings are syndicated (distributed to public websites). ListHub is the tool that MRIS and brokers use to syndicate the broker's listings to sites such as Zillow, Realtor.com, Trulia or any other non-MRIS broker website. Please get your broker's permission before sending your listings to a public website. Distributing listings belonging to another agent or broker is strictly forbidden and will result in MRIS sanctions.

## **Delinquent Settlement Date:** *Don't be late, update that Settlement Date!*

If your listing has settled, change the status to SOLD.

If settlement has been postponed, revise the estimated close date. If the property

is not going to close, revise the status to ACTIVE or to WITHDRAWN.

## **Photos:** *Pictures help listings sell faster and help you avoid a compliance notification!*

You must add a photo of the exterior of the property within 48 hours of adding a listing to Keystone. If the seller does not want a photo or you need additional time to shoot a photo, select the "No Photo per Seller" option. You can always upload the photo later.

## **Other Important Photo "Don'ts":**

You may not use a photo from another agent's listing. Also, don't upload photos that have broker or agent branding information or photos with text (e.g. "near metro," "great location," "freshly painted").

## **No Tax ID Number:** *Get the Tax ID right!*

The tax number must be entered exactly as it appears on the MRIS Public Records. To avoid errors, use the Tax auto-fill feature in Keystone. Do not use the street type (Ave., Blvd., etc.) or the Advertised Subdivision in the Tax auto-fill search.

## **Delinquent TEMP OFF Status:** *Don't forget to take TEMP OFF off!*

If your listing is in TEMP OFF status, you must change the status back to ACTIVE within 21 days. Should you need additional time, contact the Compliance Department for an extension after you have received a notice.

## **Inappropriate Remark Information:** *Lose the numbers!*

Do not enter phone numbers, contact information, broker or agent branding, showing instructions or references to compensation in the Internet (public) remarks. This information may be entered

into the general (agent) remarks.

## **Delinquent Contingency Expiration Date:** *You're late for a very important date!*

Please remember to update your contingency expiration dates if the last contingency expiration date (contingency due date) is in the past. If the contingency is third-party approval for a distressed sale, you may enter the proposed settlement date in the contingency expiration date field. Once the contingencies have been met, change the status to CONTRACT.

## **Inappropriate Direction Information:** *Where is your listing located?*

Buyers can find your property if you provide complete directions on listings. References to "Use GPS" or other online mapping programs are prohibited unless the reference is accompanied by directions.

## **Ownership:** *Ownership types and property types are not always equal!*

Enter the correct ownership type and not the style or type of the property in the Ownership field. For example, if the property is a townhouse, but the ownership is condo, enter condo under Ownership and townhouse under Type. Ground rent is a specific type of ownership found primarily in Baltimore and parts of Anne Arundel County.

Help us keep your data clean and accurate. Visit [MRISblog.com](http://MRISblog.com) for regular compliance tips and reminders! In addition, the MRIS Rules and Regulations, Listing Compliance Reports, and more are always available at [MRIS.com/Compliance](http://MRIS.com/Compliance). +



Michelle Yam is the MRIS Compliance Manager.

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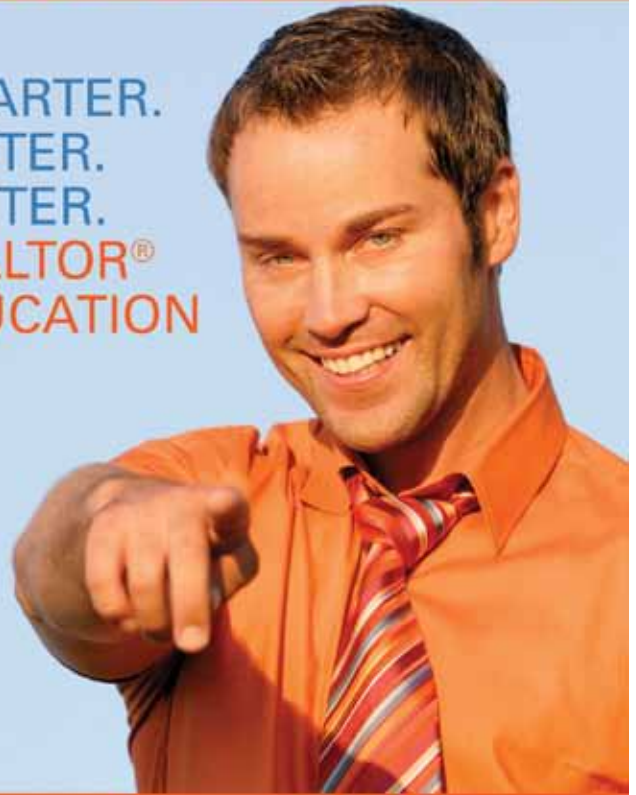
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# Winds of Change Rock Northern Virginia's Commercial Real Estate Market

By Frank Dillow

FRIGID WINTER WINDS shocked Northern Virginians earlier this year, but for commercial Realtors® the winds of change to our regional economy packed an even bigger punch.

The cold facts, as reported by Stephan Fuller, Ph.D., director of the Center for Regional Analysis at George Mason University, reveal that reduced federal spending policies have resulted in major changes in the Washington area economy, which can no longer rely on the federal government to keep it afloat.

"This is a private sector story now," Fuller said in his speech at the 22nd Annual Cardinal Bank and George Mason University Economic Conference at the McLean Hilton in January entitled, "The Post-Federally Dependent Washington Area Economy."

Federal jobs have dropped roughly 21,000 since their peak in July 2010, representing a lost payroll of \$2 billion. As a result, the federal government now accounts for roughly 30 percent of the regional economy, down from its previous high level of 40 percent, according to Fuller.

While the private sector has been creating new jobs, most of the job growth has come in lower-paying leisure, hospitality and retail sectors. Its anemic growth rate placed Washington, D.C. third from the bottom among the top 15 job markets in the country.

Northern Virginia, however, continued to be the strongest economy in the region, and its unemployment rate of 4.9 percent placed it well below the national average of 7 percent.

Scanning the horizon for the next five years, Fuller predicted that Northern Virginia's job growth rate would more than double from its level for the past two years of roughly 1.26 percent to a new level around 2.65 percent – if the private sector continues to grow. That should result in roughly 33,000 new jobs a year, still down slightly from the average of 36,000 new jobs created each year from 1990-2010, but up from the average of 21,500 new jobs created each year for the past three years.

Commercial Realtors® can see the effects of the slow economic recovery in the Northern Virginia submarkets as office vacancy rates for 2013 continued to climb to the 16.7 percent level, among the bottom tier of markets nationally. This is well below the average vacancy rates for the past five years of 14.7 percent, according to market analytics generated

by the CoStar Group, the leading commercial real estate information service.

In Northern Virginia, vacancy rates for 2013 ranged from a low of 6.3 percent in the North Arlington/East Falls Church submarket to a high of 32.2 percent in Pentagon City. Rosslyn, which had shown the lowest vacancy rates in past years due to demand for office space from government agencies and their contractors, has now seen its vacancy rate rise to 25.1 percent.

Even though 245,221 square feet of office space was absorbed during the fourth quarter of 2013, vacancy rates remained high due to new office buildings coming on the market without tenants, including the combined 860,000 sf of vacant space in the new office towers at 1812 N. Moore St. in Rosslyn and the Monument View building in Pentagon City.



## “90 percent of the D.C. office absorptions occurred in the suburban markets, driven by growth in the technology and health care sectors.”

According to CoStar’s analysis, while absorption has been essentially flat in the D.C. market for the past three years, 90 percent of the D.C. office absorptions occurred in the suburban markets, driven by growth in the technology and health care sectors.

Most of the increased demand, however, was for new ‘A’ rated office buildings. Vacancy rates for less attractive ‘B’ and ‘C’ offices remained flat during 2013. As expected, rent rates reflected the same demand, with slight increases in high demand areas such as

Tysons and Reston where rates climbed above \$34/sf.

Commercial Realtors® looking to the coming year have a variety of new issues to ponder. Among them are:

1. Will the market in Northern Virginia be strong enough to absorb the additional new projects currently under construction, totaling more than 5 million square feet, which are expected to be available by year-end 2014?
2. Will the opening of Metro’s Silver Line through Tysons to Reston

spur economic activity along the new line, and how will that affect existing Metro corridors in Northern Virginia along the Orange, Blue and Yellow lines?

3. Will businesses and government agencies, which have reduced their own leased space by roughly 20 percent during the past 10 years, continue the trend of putting more people in less space by utilizing technological innovations to encourage shared workstations and telecommuting?

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4. Will the federal government continue downsizing its workforce and office requirements in Northern Virginia?
5. Will Northern Virginia's local economic development activity be successful in attracting non-government related businesses to the area?
6. Will projects such as the Columbia Pike Trolley or the renovation of Springfield Mall deliver anticipated benefits to the regional economy and increase demand for commercial real estate?
7. What will happen to commercial real estate investment if interest rates begin to rise, causing the price of borrowing to become more expensive, and if inflation begins to reappear, encouraging landlords to increase rental rates?

Warmer spring breezes will bring a new season of opportunities and challenges for commercial Realtors®. While waiting for the ice to melt (no thaw in sight at press time), consider this advice inspired by hockey great Wayne Gretzky: we all need to learn to skate to where we think the puck is going, not where it's been! +

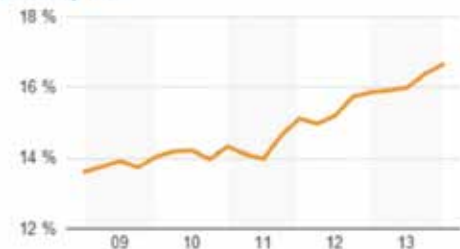


Frank Dillow is chair of NVAR's Realtor® Commercial Council and is a vice president in Long & Foster's Commercial Division. He can be reached at [francis.dillow@longandfoster.com](mailto:francis.dillow@longandfoster.com).

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Availability Rate	21.8%	19.4%
Available SF	48,372,136	42,240,215
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Months on Market	20.7	13.8

### Vacancy Rate



Source: The CoStar Group, 2013 Annual Office Report

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Rahul Chopra	Jazmen Jackson	Miriam Parra			
Joseph Chromey	Kerone Jacobs	Paige Payne			
Maureen Clyne	Patricia Jacobs Pejic	Giannina Perez			
Amber Conley	Raha Jafari	Brian Phan			
Mary Copeland	Rizwan Jani	Erik Polumbo			
Kara Custis	Julian Jasso	Michele Porturica			
Christina Dangler	Denise Johnson	Renee Potter			
Ali Davar	Darshit Joshi	Sandra Putman			
Tamar Dawany	Muhammad Junaid	Adria Quesinberry			
Christine Dean	Bethany Kamppila	David Raffinengo			
Richard Degory	Saliq Khawar	Karim Rahmoune			
Patrick Deleonibus	Miyoung Kim	Abraham Rahyab			
Carol Delgado	Savina King	Davis Rajtik			

**\$99.00 per month / 100% commission**

Your fee will never increase (85/15% split also available)

**NB**  
REALTY, LLC


- ✓ Licensed in DC, MD and VA
- ✓ Offices in Annandale and Manassas
- ✓ No Sales Quota required
- ✓ Broker available 7 days a week
- ✓ Commission paid promptly
- ✓ Clients freedom to choose title and lender
- ✓ Annual E&O: \$175
- ✓ Free use of copier, fax and scanner

**Augusto Arostegui • Broker**

Cell: (703) 244 - 0081 / Office: (703) 256 - 6247

[aarostegui@nbirealtyllc.net](mailto:aarostegui@nbirealtyllc.net)

[www.nbirealty.net](http://www.nbirealty.net)





## POST-LICENSING EDUCATION (PL)

### VA Agency Law & Ethics

Time: 9 a.m. - 4 p.m.  
Date/Location: March 17 (Day 1).....Fairfax  
May 12 (Day 1).....Herndon

### Contract Writing

Time: 9 a.m. - 4 p.m.  
Date/Location: March 18 (Day 2).....Fairfax  
May 13 (Day 2).....Herndon

### Risk Management & Escrows

Time: 9 a.m. - 4 p.m.  
Date/Location: March 19 (Day 3).....Fairfax  
May 14 (Day 3).....Herndon

### Fair Housing and Current Industry & Trends

Time: 10 a.m. - 3 p.m.  
Date/Location: March 20 (Day 4).....Fairfax  
May 15 (Day 4).....Herndon

### Real Estate Law and Board Regulations

Time: 8:45 a.m. - 4:45 p.m.  
Date/Location: March 21 (Day 5).....Fairfax  
May 16 (Day 5).....Herndon

## NEW MEMBER ORIENTATION

Time: 9 a.m. - 4 p.m.  
Date/Location: March 8.....Herndon  
March 26.....Fairfax  
April 12.....Fairfax  
April 22.....Herndon  
May 10.....Herndon  
May 22.....Fairfax

## CONTINUING EDUCATION (CE)

### 16 hr CED

Time: 8:45 a.m. - 4:45 p.m.  
Date/Location: March 8 (Day 1).....Fairfax  
March 15 (Day 2).....Fairfax  
April 12 (Day 1).....Herndon  
April 26 (Day 2).....Herndon  
May 10 (Day 1).....Fairfax  
May 17 (Day 2).....Fairfax

### 16 hr CED – Evening

Time: 6 - 9:30 p.m.  
Date/Location: March 11 (Part 1A).....Herndon  
March 13 (Part 1B).....Herndon  
March 18 (Part 2A).....Herndon  
March 20 (Part 2B).....Herndon  
April 1 (Part 1A).....Fairfax  
April 3 (Part 1B).....Fairfax  
April 8 (Part 2A).....Fairfax  
April 10 (Part 2B).....Fairfax  
May 6 (Part 1A).....Herndon  
May 8 (Part 1B).....Herndon  
May 13 (Part 2A).....Herndon  
May 15 (Part 2B).....Herndon

### Specialty CE: Rules & Tools of Advertising

Time: 9 a.m. - Noon  
Date/Location: March 14 (Part I).....Herndon  
March 21 (Part II).....Herndon

### Broker CE: Brokerage Risk and Liability

Time: 8:45 a.m. - 12:25 p.m.  
Date/Location: March 12.....Fairfax  
April 9.....Fairfax

### Broker CE: Productive Agents and Offices

Time: 1 - 4:45 p.m.  
Date/Location: March 12.....Fairfax  
April 9.....Fairfax

### CE: 8hr Mandated Course

Time: 8:45 a.m. - 4:45 p.m.  
Date/Location: March 26.....Herndon  
April 29.....Fairfax

### CE: Agency & Disclosure under VA Agency Law

Time: 8:45 a.m. - 12:25 p.m.  
Date/Location: March 27.....Herndon

### CE: Construction Essentials

Time: 1 - 4:45 p.m.  
Date/Location: March 27.....Herndon

### CE: Green Building

Time: 8:45 a.m. - 12:25 p.m.  
Date/Location: April 30.....Fairfax

### CE: Home Innovations and Trends

Time: 1 - 4:45 p.m.  
Date/Location: April 30.....Fairfax

To register for a course listed  
or view a class description,  
visit **RealtorSchool.com**



## RESIDENTIAL STANDARD AGENCY

### RSA Course

Time:	1 - 4 p.m.
Date/Location:	March 6.....Fairfax
	April 1.....Herndon
	May 20.....Fairfax
Time:	9 a.m. - Noon
Date/Location:	March 25.....Herndon
	April 25.....Fairfax
	May 2.....Herndon

## D.C. CONTINUING EDUCATION (CE)

### D.C. Fair Housing and D.C. Legislative Update

Time:	9 a.m. - 4:15 p.m.
Date/Location:	March 11.....Fairfax
	July 8.....Fairfax

### D.C. Fair Housing

Time:	9 a.m. - 12:15 p.m.
Date/Location:	May 6.....Fairfax

## PRE-LICENSING EDUCATION

### Principles of Real Estate

Time:	9 a.m. - 5 p.m.
Date/Location:	June 2-13 (Day 1-10).....Fairfax

### Broker Pre-Licensing

Time:	9 a.m. - 5 p.m.
Date/Location:	March 27-May 1
	Broker Finance.....Fairfax
	June 5-July 17
	Broker Law.....Fairfax
	August 14-September 18
	Broker Management.....Fairfax

#### FAIRFAX HQ ACCESSIBILITY:

Underground parking is available with direct access to lower level classrooms. Elevator is available, accessible from main entrance on building's west side.



## Congratulations GRI Graduates!

### Delaine Campbell Jackie Atkinson Kirch

Graduate, Realtor® Institute is a Designation that offers in-depth technical and industry knowledge that will increase your marketability. Learn more in the NVAR Course Catalog: [go.nvar.com/2014CourseCatalog](http://go.nvar.com/2014CourseCatalog).

## FEATURED OFFERINGS

### VHDA Real Estate Professional Training

Time:	9:30 a.m. - Noon
Date/Location:	March 5.....Herndon

### CCIM - Residential Real Estate Financial Analysis Workshop

Time:	9 a.m. - 5 p.m.
Date/Location:	March 13.....Herndon

### Technology & Business Development - Using Mac, iPhone & iPad in Real Estate

Time:	1 - 3 p.m.
Date/Location:	March 19.....Herndon

### Green Designation - 100, 200 & 300

Time:	9 a.m. - 5 p.m.
Date/Location:	March 24-26.....Fairfax

### Technology & Business Development - iPad for Real Estate

Time:	1 - 3 p.m.
Date/Location:	April 9.....Fairfax

### GRI 403: Personal Promotion (optional)

Time:	8 a.m. - 5 p.m.
Date/Location:	April 11.....Fairfax

### Technology & Business Development - Do It Yourself Photography

Time:	10 a.m. - Noon
Date/Location:	May 7.....Fairfax

### BPOR Certification

Time:	9 a.m. - 5 p.m.
Date/Location:	May 19.....Fairfax

# 2014 NV/RPAC Investors List

*We are  
getting there,  
thanks to you.*

(February 18, 2014)

## PLATINUM R (\$10,000)

NVAR

## GOLDEN R (\$5,000)

Shane McCullar  
John McEneaney

## CRYSTAL R (\$2,500)

Candice Bower  
Roger Nakazawa

Trish Szego  
Jon Wolford

## STERLING R (\$1,000)

Bob Adamson	Pat Kline
Mary Bayat	Susan Mekenney
David Charron	Boofie O'Gorman
Mary Beth Coya	Anne Rector
Lisa DuBois Headley	Zinta Rodgers-Rickert
Virgil Frizzell	Fetneh Schacht
Karen Kidwell	Christine Todd

## GOVERNOR'S CLUB (\$500)

Pat Buck	Thai-Hung Nguyen
Moon Choi	Christine Richardson
Tracy Comstock	Mario Rubio
Nicholas Lagos	

## CAPITOL INSIDER (\$250)

Gay Ashley	Susan Leavitt
Russell Boyle	Natalie McArtor
Maureen Dunn	Kimberly McClary
Suzanne Granoski	Nicole McCullar
Michael Huang	Christina O'Donnell
Kip Laughlin	Rajiv Vashist

## \$99 CLUB

LaSonya Abney	Lynne DePaso	Frank Lackman	Eleanora Panizza	Nora Stamper
Jean Abood	Jamie DeSimone	Dana Landry	Norval Peabody	Carol Sutfin
Rafael Aguilera	Miranda Devlin	Lisa Langlais	Julie Pearson	Swindell Sutton
Kanaan Annamalai	Jenny Dewenter	Anita Lasansky	Brunhilda Peters	Gregory Tomlin
Srinivas Anumolu	Charles Diss	William Lauler	James Phillips	Karen Trainor
Lorraine Arora	Esther Droure	Doris Leadbetter	Thomas Pietsch	Kathleen Trainor
Carlo Baietti	Kathleen Eaton	Diane Lee	Mary Pilgrim	Huong Tran
Thomas Baker	Stephanie Ellis	Francis Lee	Gwenda Plush	Trong Trinh
Zora Banga	Heather Embrey	Hye Kyung Lee	Frank Prindle	Ekaterina Varley
Deborah Baxter	Laura Fall	Sherri Lee	Richard Pruitt	Virgilio Vasquez
Barbara Bechtle	Miriam Fernandez	Ashley Leigh	Jane Quill	David Warner
James Bell	Brenda Fisher	Daniel Leshner	Sherry Rahnama	Katherine Watkins
Thomas Bellanca	Kathleen Fong	Sonni Lieberman	Matthew Rathbun	Donald Weaver
Puneet Bhagi	Michele Forbes	Lisa Lieu	Thomas Reed III	William Whittman
David Billups	Robert Froehlich	Jose Lopez-Boggio	Esin Reinhardt	Kevin Wiles
Christine Blackwell	F. Gary Garczynski	Juehui Ma	Katreen Rinaldi	Ann Wilson
Anne Blaicher	Reginald Green	Scott MacDonald	Christopher	Donnan Wintermute
Phil Bolin	Julie Hall	Ann Malcolm	Robinson	Christina Wood
Jessie Braudaway	Donna Hamaker	Patricia Mancini	David Rosenmarkle	Holly Worthington
Joan Bready	Rebecca Hanrahan	Ali Mansouri	Elizabeth Ross	Charles Worthly
Michael Briggs	Melinda Hanson	Charles Martin	Sudhir Ruparelia	Felicia Wu
Karina Brown	Anne Harrington	Ann McClure	Terence Ryan	Tony Yeh
Jeanne Brown	Mary Jo Hartley	Pamela McCoach	John Sabo	Margaret York
Jeremy Browne	Ruth Henriquez-	Margaretha McGrail	Munshi Sadek	Alla Yun
William Buck	Campos	Edward Mead III	Stuart Saltzman	Benjamin Zurun
John Burgess	Janet Hewitt	Mark Meyerdirk	Sarah Santa Ana	Mary Zurun
Christopher Call	Alex Hodges	David Michalski	Jeff Satre	Melissa Zurun
Marilyn Cantrell	Pete Howell	Puran Mittal	Peter Schlossberg	
Jan Chang	Margaret Ireland	Mark Mlaker	Cynthia Schneider	
Siu Cheung	Subbarayudu Jak-	Priscilla Moore	Mary Schrodt	
Connie Chillemi	kampudi	Ingrid Motz	Ashish Sharma	
Sue Chong	Carolyn Jones	Diane Murphy	Matthew Shepard	
Louis Cironi	Matthew Kahn	Jennifer Myers	Carol Simmons	
Georgiana Copelotti	Mary Lou Karch	Timothy Nachazel	Maureen Simpson	
Deborah Corbatto	Terrilynn Kelley	Patricia Nassief	Monica Sims	
Charilyn Cowan	Kathleen Kennedy	James Nellis	Jamie Skojec	
Janet Croft	Robert Koenig	Patricia Newman	Byron Smith	
Theodore Dang	Subba Kolla	Robyn Nobert	Jason Smith	
Bichlan DeCaro	Rolfe Kratz	Barbara Noll	William Smith	
Lois Delaney	Rakesh Kumar	Maureen O'Hara	E. James Souvagis	
Harry Demetriou	Bonnie Kyte	Rebecca Owen	James Stakem	



## APPRAISERS

Advantage Realty Services, Inc. 703-866-5050  
 Alan Lord & Associates, Inc. 703-768-1954  
 Allen Appraisals 540-664-1169  
 Anthony Appraisers 703-319-0500  
 AREAS Appraisers, Inc. 703-866-6000  
 BARCO 703-730-2272  
 Barish & Associates of Frederi 540-693-5373  
 BFM, Inc. 703-670-2586  
 Capitol Appraisal Service, Inc. 703-691-8800  
 Chevy Chase Bank - Bethesda 301-907-5850  
 Chevy Chase Bank - Reston 703-648-9796  
 CMS Appraisals, Inc. 703-209-9123  
 C. Simons & Assoc. 703-850-4994  
 Curry Appraisals 703-307-2579  
 D&R Appraisal Services, Inc. 540-751-2220  
 Dan W. Mori 703-339-6136  
 DCO Appraisal Services, Inc. 301-855-3886  
 Dennis J. Park 703-750-0560  
 Diane V. Quigley Appraisal 703-830-6973  
 Dickman & Associates 703-938-6633  
 Distinctive Homes Realty LLC 540-338-4606

Dittmar Realty Group 703-893-0900  
 Elite Appraisal Service 571-331-6374  
 F & F Appraisals 703-963-1743  
 Forte Appraisal Service, Inc. 703-433-2205  
 Gee Appraisers, Inc. 703-451-9020  
 Harry Graef 571-213-7249  
 Harry H. Arian 703-216-5147  
 Hartmann Group 703-406-7621  
 Heiner Appraisal, Inc. 703-754-6110  
 Hendershott Appraisal Services 703-280-1637  
 Home Appraisers 703-709-5695  
 Hundley & Associates 703-212-9080  
 Inman Appraisal Services, Inc. 703-644-9877  
 JDC Appraisals, Inc. 301-946-4865  
 Karas, Inc. 703-753-5635  
 Kinder Appraisal Services 703-268-0756  
 Lesley Omega Appraisers 703-403-2024  
 Metro Appraisal Services 703-644-7772  
 Monir Moshashaie 703-255-6451  
 NB Valuation Group, Inc. 301-654-1719  
 NVA Appraisal LLC 703-477-3178

Omni Appraisal Services 703-591-4001  
 Philip Arnold Appraisal Co LLC 703-250-2132  
 Premier Appraisal Services, Inc. 571-437-4530  
 Preston Hummer 703-929-0857  
 Real Estate Appraisals 4 You 703-794-9118  
 Renner, Hansborough & Reese 301-258-8181  
 Residential Appraisal Group, Inc. 304-724-6041  
 Residential Value Services 540-347-4570  
 Riverpoint Appraisals 571-333-3747  
 Sandra A. Le Blanc 703-629-6842  
 Silvey Appraisals LLC 703-577-1946  
 Stewart Jarrett R E Appr & Con 703-671-3662  
 Suburban Appraisers & Consultants 703-591-4200  
 Terra Appraisals LLC 703-963-3988  
 The Benjamin Group, Inc. 703-684-3577  
 VA-MD Appraisal Group LLC 571-438-0604  
 Weichert, Realtors® 703-760-8880  
 William C. Harvey & Associates 703-759-6644  
 William Patten & Associates 703-642-8224  
 World Mortgage 703-934-5502

## AFFILIATES

**Bold Listings Are NVAR Partners**

### 1031 EXCHANGES

Realty Exchange Corporation 703-754-9411

### COMMISSION ADVANCE

**Commission Express 703-560-5500**  
**Commission Express of Pr. William 703-881-7843**

### ENVIRONMENTAL SERVICES

Local Local Energy Alliance Program(LEAP) 434-825-0232

### FINANCIAL SERVICES

1st Portfolio Lending Corporation 703-564-9100  
**Access National Bank 703-871-2100**  
**Access National Mortgage - Leesburg 703-871-1040**  
**Access National Mortgage - Reston 703-871-1300**  
 American Financial Network, Inc. 703-842-0314  
 Atlantic Coast Mortgage 703-991-7299  
**BB&T Mortgage - Arlington 703-855-7403**  
**BB&T Mortgage - Fairfax 703-383-6858**  
**BB&T Mortgage - McLean 703-442-5577**  
 Chain Bridge Bank, N.A. 703-748-2005  
**Chase Home Finance - Falls Church 703-641-6240**  
**Chase Home Finance - Columbia 410-884-1088**

Continental Mortgage & Investment Co. 703-522-2200  
 Embrace Home Loans, Inc. 800-333-3004  
**EverBank 703-934-6000**  
 Fidelity Bank Mortgage 703-466-4050  
 First Home Mortgage - Alexandria 703-299-4760  
 First Home Mortgage - Fairfax 571-732-4270  
 George Mason Mortgage LLC 703-220-7516  
 Homestead Mortgage 703-352-3295  
**HSBC Bank USA, N.A. 202-640-0368**  
 HST Mortgage 703-766-4636  
 Intercoastal Mortgage 703-449-6828  
 Mortgage Master, Inc. 703-714-9555  
 Movement Mortgage 804-839-8776  
 Navy Federal Credit Union 888-842-6328  
 Northwest Financial 703-810-1072  
 Old Line Bank 800-843-7250  
 PNC Mortgage 703-689-4735  
 Prime Lending 571-442-5193  
 Prospect Mortgage LLC 703-314-4077  
 Prosperity Mortgage 703-222-1800  
**REALTORS Federal Credit Union, Division of NWFCU 703-709-8900**  
**VHDA 804-343-5981**  
**Wells Fargo Home Mortgage 703-333-5541**  
 Wells Fargo Private Mortgage - Reston 703-801-2152

### FUNITURE RENTAL

CORT 703-379-8846

### GOVERNMENT SERVICES

Fairfax County 703-324-4804

### GUTTER REPAIR

Gagnon's Gutterworks 703-716-0377

### HOME INSPECTIONS

AmeriSpec Home Inspections 571-235-2755  
 Anderson Inspection Cons., Inc. 301-855-3337  
 Burnett Home Inspections LLC 703-965-5260  
 C. Simons & Assoc. 703-850-4994  
 Hometrust Inspections 703-606-8900  
 House Inspection Associates 703-453-0442  
 Hurlbert Home Inspection 703-577-7127  
 JIMCO Inspection Services 703-402-4699  
 Keystone Home & Environmental 571-238-5201  
 NOVA Home Inspection LLC 703-929-8349  
 Pillar to Post - Herndon 703-657-3207  
 Pillar to Post - McLean 703-291-0344  
 Pillar to Post - Oakton 703-402-2475  
 Pro-Spex, Inc. 301-675-8411  
 Red Star Home Inspection LLC 703-431-4339

### HOME STAGING SERVICES

Decor Decorum 703-299-0152  
 IMD Virtual Staging 703-764-8262  
 M. Quinn Designs 703-354-6359  
 Preferred Staging 703-851-2690  
 Staged Interior 703-261-7026

## AFFILIATES, continued

### HOME WARRANTY SERVICES

2-10 Home Buyers Warranty	703-587-6735
First American Home Buyers	703-859-2700
HMS Home Warranty	800-843-4663
Old Republic Home Protection	800-282-7131

### INSURANCE SERVICES

Victor Schinnerer & Co., Inc.	301-951-5495
The Hutt Financial Group	301-571-6153

### JUNK REMOVAL

123 Junk	703-400-7645
1-800-GOT-JUNK	703-934-4678
College Hunks Hauling Junk	800-586-5872

### LEGAL SERVICES

Brincefield, Hartnett, P.C.	703-549-4820
Friedlander, Friedlander & Earman PC	703-893-9600
Joseph A. Cerroni, Esq	703-941-3000
National Real Estate Law Group	703-517-3333
Pesner Kawamoto	703-506-9440
Peterson, Noll, & Goodman, PLC	703-442-3890
Redmon, Peyton, & Braswell, LLP	703-684-2000
Rich Rosenthal Brincefield	
Manitta Dzubin & Kroege	703-299-3440
Shulman Rogers	301-230-5200
Slugg & Associates, PLC	703-426-4320

### LOCK REPAIR

National Lock & Key	571-449-6495
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### MARKETING/MEDIA

My Marketing Matters	703-590-9700
RealEstate Business Intelligence	301-838-7131
The Washington Post	202-334-5775

### MOLD REMOVAL

AHS Mold Aid	877-932-7177
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### MOLD REMOVAL

Interstate Moving & Storage	703-569-2121
JK Moving Services	703-260-4282

### NEW HOME BUILDER

Toll Brothers	571-291-8000
Willowsford	571-297-2000
REACH	703-574-0240

### PAINTING

Color Expressions Painting LLC	703-849-9020
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### PERSONAL HOME SHOPPER

I Locate Homes-IHL, LLC	571-239-2850
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### PEST CONTROL SERVICES

Allstates Termite Control Co, Inc.	703-578-3255
Asian Pest Services LLC	703-752-1634
Hughes Pest Control, Inc.	703-481-1460
My Exterminator LLC	703-615-4028
My Pest Pros	703-665-4455
Sherlock's Termite & Pest Cont	703-425-1900

### PLUMBING SERVICES

Plumbing Express	703-201-1399
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### RADON TESTING

Accurate Radon Testing	703-242-3600
Arlington Radon	571-331-2876
Capital Environmental Testing LLC	202-257-9291
Guardian Radon	703-425-7001

### REAL ESTATE FORMS

MB Associates	703-358-3515
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### REAL ESTATE PHOTOGRAPHY

Maryland Photography, Inc.	410-695-8100
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### ROOFING

DryHome Roofing & Siding, Inc.	703-891-4663
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### SETTLEMENT SERVICES

Absolute Title & Escrow LLC	703-842-7525
Atlantic Closing & Escrow LLC	202-730-2635
Centerview Title Group LLC	571-318-5032
Champion Title & Settlements	703-385-4555
Dominion Title Corporation	703-757-9500
Double Eagle Title Company	703-865-2519
<b>Ekko Title - Centreville</b>	<b>703-448-3556</b>
<b>Ekko Title - Fairfax</b>	<b>703-560-3556</b>
<b>Ekko Title - Reston</b>	<b>703-481-6200</b>
<b>Ekko Title - Vienna</b>	<b>703-537-0800</b>
<b>Hometown Title &amp; Escrow LLC - Arlington</b>	<b>703-752-1122</b>
<b>Hometown Title &amp; Escrow LLC - Vienna</b>	<b>703-691-1700</b>
Justice Title & Escrow LLC	703-273-5878
Key Title	703-437-4600
KVS Title - Bethesda	301-576-5580
KVS Title - Fairfax	703-352-3030
<b>MBH Settlement Group - Alexandria</b>	<b>703-739-0100</b>
<b>MBH Settlement Group - Chantilly</b>	<b>703-277-6800</b>
<b>MBH Settlement Group - Fair Oaks</b>	<b>703-279-1500</b>

<b>MBH Settlement Group - Kingstowne</b>	<b>703-417-5000</b>
<b>MBH Settlement Group - Reston</b>	<b>703-318-9333</b>
<b>MBH Settlement Group - Vienna</b>	<b>703-242-2860</b>
<b>MBH Settlement Group - Annandale</b>	<b>703-852-3000</b>
<b>MBH Settlement Group - Fairfax</b>	<b>703-279-1500</b>
<b>MBH Settlement Group - McLean</b>	<b>703-734-8900</b>
<b>MBH Settlement Group - Arlington</b>	<b>703-237-1100</b>
Mid-Atlantic Settlement Services - Alexandria	703-303-8980
Mid-Atlantic Settlement Services - Vienna	703-720-2672
<b>Monarch Title - Alexandria</b>	<b>703-852-7700</b>
<b>Monarch Title - Leesburg</b>	<b>703-771-0800</b>
<b>Monarch Title - McLean</b>	<b>703-852-1730</b>
New World Title & Escrow	703-691-4330
Provident Title & Escrow	703-451-6600
Republic Title, Inc.	703-916-1800
<b>RGS Title - Alexandria</b>	<b>703-519-7600</b>
<b>RGS Title - McLean</b>	<b>703-903-9600</b>
Stewart Title & Escrow, Inc.	703-352-2935
The Settlement Group - Alexandria	703-933-3090
<b>The Settlement Group - Burke</b>	<b>703-250-9440</b>
<b>The Settlement Group - McLean</b>	<b>703-584-0450</b>
<b>The Settlement Group - Burke</b>	<b>703-642-6002</b>
Universal Title	703-354-2100
Worldwide Settlements, Inc.	301-251-4080

### TECHNOLOGY SERVICES

Centralized Showing Service	866-949-4277
<b>MRIS</b>	<b>301-838-7100</b>

### VIRTUAL TOURS

BTW images	703-340-6383
Captivate with Video	703-585-7772
Fairfax Video Tours	703-884-9171
TruPlace, Inc.	301-972-3201

As of Feb. 28, 2014



## AFFILIATES

Interested in becoming an NVAR Partner or have a correction to this list? Please contact Tracy Reynolds at [treynolds@nvar.com](mailto:treynolds@nvar.com).



# New Home Inspection Contingency

WHAT THE CHANGES MEAN FOR YOU AND YOUR CLIENTS

By Ryan H. Stuart and Sarah Louppe Petcher

**Q.** Why did NVAR change the home inspection process?

**A.** The former Home Inspection Contingency had three unfortunate shortcomings: (1) every three days, agents were asked to deliver offers/counteroffers on their clients' behalf, leading to potential liability if agents failed to properly deliver; (2) Sellers were using the Contingency as means to void the contract—luring Purchasers into a negotiation, and then simply sitting on a counteroffer for three days and allowing the contract to become void; and (3) countless contracts were unintentionally (and often unknowingly) voided by a failure to respond properly or in a timely way to a counteroffer. The new Home Inspection Contingency eliminates each of these hazards.

Rather than the rigid back-and-forth requirement that previously existed, the parties now contractually define a "Negotiation Period." This window of time begins when the Purchaser delivers the Home Inspection Contingency Removal Addendum (and the entire inspection report(s)). It is designed to give the Purchaser and Seller (and more importantly, the agents) one clear time horizon in which to resolve all home inspection issues, come up with a resolution, and draft an addendum amending the contract.

**Q.** What happens if at the end of the Negotiation Period, the parties have not been able to reach an agreement?

**A.** If the parties are unable to reach an agreement by the end of the Negotiation Period, the Purchaser (and only the Purchaser) has an additional period of time to simply void the contract or choose to take the property in its current condition without negotiating any remedies.

**Q.** What happens if the Seller does not respond at all during the Negotiation Period, effectively forcing the Purchaser to either void the contract or take the property in its current condition?

**A.** Under the old Home Inspection Contingency, a Seller who wanted to void the contract would simply fail to respond to a counter-offer and the contract would automatically become void. Under the new Home Inspection Contingency, there is no automatic voiding of the contract by the inaction of the Seller. Rather, if the Seller fails to respond to the Purchaser's Home Inspection Contingency Removal Addendum with proposed repairs, then the Purchaser chooses to either take the house without any repairs or void the contract. The Seller can no longer automatically force cancellation of the contract.

**Q.** What happens if the Seller responds to the Buyer's Home Inspection Removal Addendum very close to the end of the Negotiation Period, thus effectively forcing the Buyer to either accept the Seller's terms or to void the contract?

**A.** To avoid replicating this troubling scenario, we recommend a Negotiation Period of no less than seven days. Under the old Home Inspection Contingency, the commonly accepted practice and industry standard was "3, 3 & 3" (three days for Seller to respond to Purchaser's addendum, three days for Purchaser to respond to Seller's counter or lack of response, and three days to respond to any ensuing counteroffer). These three-day time periods became widely accepted because they allowed the parties and their agents to process and understand the other side's requests. It is often a multi-day process to receive the other party's offer/counteroffer, digest the scope of the request, cool off a bit and look at the situation rationally, quantify and memorialize a

ask nvar continued on page 46

response, and then deliver said response to the other party. Shortening these response times often led to untimely responses, rash decisions, and/or acrimonious settlements. In a typical scenario under the old Home Inspection Contingency, the timeframe to achieve a resolution might stretch out over the course of multiple counteroffers and easily require a week to achieve commonality. For the same reasons, although there is no mandate of delivering counteroffers back-and-forth, the psychology of the process remains the same and we would recommend no less than seven days for the Negotiation Period.

Under the new Home Inspection Contingency, if the contract is ratified with a short Negotiation Period, the parties are at a considerable disadvantage. The Home Inspection Contingency Removal Addenda are often lengthy, with considerable requests from the Purchaser. If saddled with a short Negotiation Period,

the Seller will have to come up with a tactical response almost immediately. That response will need to be conveyed (practically speaking from listing agent to selling agent) and relayed to the Purchaser equally quickly. Armed with very little time to consider the Seller's response, the Purchaser will need to determine a course of action rashly, without ample time to consider the repercussions (losing the house vs. costs of repairs, time constraints, unexpected loss, etc.) Assuming the Purchaser still wants the home, the parties must now reach a bilateral signed agreement memorialized in the form of a contract addendum. All of this must take place within a short time frame. While it may not take a week, pushing the parties into a truncated timeframe will only lead to more voided contracts (based on member anecdotes), as the parties won't have the time to rationally process the information. +

## Typical Scenario Under the New Home Inspection Contingency

- Purchaser's delivery of the Home Inspection Addendum
- A day or two for the Seller to consider a response
- Communication between the listing agent and the selling agent
- A little back and forth for posturing
- An addendum is drafted.



Ryan Stuart is an attorney and branch manager with MBH Settlement Group in Old Town, Alexandria.



Sarah Louppe Petcher is General Counsel for NVAR.

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