



Mickey's MARKET Message

MAY/JUNE 2019

24-HR BUSINESS LINE: 703.464.0979 | Mickey@MickeyGlassman.com
www.MickeyGlassman.com



The number of homes for sale across Northern Virginia remains LOW, and competition for those houses among buyers is heating up with the spring temperatures.

The pool of qualified Buyers continues to grow resulting in multiple contract offers, and homes selling significantly above list price. Bidding wars have been common in many areas.

Across Northern Virginia, there were fewer homes newly listed for sale over the past 4 months compared to the same time last year, but the number of homes that sold increased. This is intensifying in an already tight market in terms of inventory. Sales prices across the region were up by 2.62% however it is expected to see larger

increases in average sales price as we move through the Spring Market.

Mortgage interest rates at a 10-month low, and our regional home sales at a 10-plus-year high, we anticipate an active spring and summer market!

For Buyers this can be frustrating, and stressful. For Sellers considering selling this year it's a great time to enter the real estate market! The number of homes for sale is down 20 percent from January of 2018. We need houses to sell. May we sell yours?

Whether Buying or Selling a home the best advice we can offer is work with an experienced, knowledgeable Realtor who can guide you. With 32+ years in Northern Virginia Real Estate, The Glassman Group would be honored to interview for the job!

Reviews

We moved to Reston from NJ and rented to get a sense of the area. When we were ready to purchase a condo, we contacted Mickey and were very impressed with her responsiveness, knowledge and attitude. She had ready answers for all of our questions. She was able to show us several condos that were a great match! We were able to view each condo almost immediately. We identified the condo we wanted to purchase, Mickey negotiated quickly on our behalf. We signed a contract in short order. Mickey and her team provided us with a clear overview of the purchasing process. We had a smooth closing. Mickey has followed up to be sure we have everything we need. Everyone on Mickey's team was available to us and helpful in every regard. We are glad Mickey was our agent, and would recommend her without hesitation.

—J.B. & M.M.
Reston, Virginia

**What do Our
Clients Have to Say?**

MickeyGlassmanReviews.com

Are you a Yelper?

Do you regularly share your opinion on Yelp? I'm talking about a consistent Yelper; something you do on a consistent basis. Reviews are important, a cornerstone of our business. If you are a Yelper, I would be so happy if you'd

Yelp about your experience with us! My Yelp page is, Mickey Glassman – RE/MAX Premier. Also if you have a Yelp page for your business please let me know and I'll give you a review! Just let me know the name of your page!



Featured LISTINGS

6679 Bartrams Forest Lane, Haymarket Exquisite Townhouse! \$499,900

Immaculate brick-front townhome in beautiful Haymarket on premium lot! 3 finished levels, 3 BR, 2 Full BA, 2 Half BA home with 3 level bump out extension, plus extra-large 2-car garage! This home has 3,216sf of living space. Gourmet kitchen with island opens to breakfast area and family room. Hardwood floors on main level. Master suite has tray ceiling, large walk-in closet and luxury master BA. Walkout lower level with built in media center! Large deck, new patio and fenced-in backyard overlooking wooded lot. Many neighborhood amenities and the location can't be beat! MLS# VAPW434422



11990 Market Street #1101, Reston Midtown Masterpiece! \$885,000

Never leave home again! Turn-key, one of a kind complete renovation like you have never seen. So many beautiful upgrades & finishes plus professionally designed! 2BR, 2BA + Library and 1,523sf of living space. New Kitchen remodel includes white cabinets, built-in pantry, quartz counters, marble backsplash, Viking appliances, custom TV cabinet w/storage & motorized shades. New MBA to die for! GORGEOUS 7inch Grey Weathered White Oak hardwoods throughout. BEST parking spots by elevator and rare double storage unit! Expansive curved balcony has stunning sunset views over the Blue Ridge Mountains. Great location! Just moments to Dulles Airport, W&OD Trail, Silverline Metro, shops, fine dining, movie theater, park, ice rink, & summer concerts right outside your door. MLS# VAFX1024822



Visit TheGlassmanGroupHomes.com to see ALL of our Featured Listings and to search the entire MLS database in real time, up-to-the-minute listings

WATCH

Neighborhood

ADDRESS MODEL STATUS LIST PRICE SOLD PRICE

Midtown at Reston Town Center

11990 Market St #1414	Windom	SOLD*	\$550,000	\$480,000
11990 Market St #302	Astoria	SOLD*	\$1,100,000	\$1,048,000
11990 Market St #217	Rainer	SOLD*	\$695,000	\$695,000
11990 Market St #416	Aspen	SOLD*	\$412,500	\$405,000
11990 Market St #317	Rainer	SOLD	\$828,900	\$800,000
11990 Market St #1904	Delano	SOLD	\$1,095,000	\$1,025,000
11990 Market St #1308	Savoy	SOLD	\$399,900	\$382,000
11990 Market St #1212	Palisade	SOLD	\$1,250,000	\$1,250,000
11990 Market St #506	Tivoli	SOLD	\$489,900	\$445,000
11990 Market St #613	Mansfield	SOLD	\$668,900	\$668,900
11990 Market St #913	Mansfield	SOLD	\$759,500	\$749,000

*SOLD/LISTED by The Glassman Group 70% of the Midtown Market is SOLD by Mickey!

There are currently 14 condos for sale in Midtown

Midtown North at Reston Town Center

There are currently 6 condos for sale in Midtown North

Waverly Crossing

13956 Valley Country Dr	4BR/2.5BA	UC		\$669,900
4309 Woodward Ct	4BR/3.5BA	SOLD	\$609,000	\$582,750
4306 Warner Ln	4BR/3.5BA	SOLD	\$689,900	\$645,000
13904 Castle Ct	5BR/3.5BA	SOLD	\$550,000	\$545,000

There are currently no active listings in Waverly Crossing

Brookfield/Brookfield Woods

13604 Pennsboro Dr	4BR/2.5BA	SOLD*	\$425,000	\$436,000
13601 Bentree Ct	3BR/2BA	UC	\$465,900	
13614 Pennsboro Dr	4BR/2BA	SOLD	\$465,000	\$465,000
4306 Willoughby Ct	4BR/2BA	SOLD	\$425,000	\$415,000
4408 Barford Ct	5BR/2BA	SOLD	\$474,000	\$440,000
13534 Tabscott Dr	4BR/2BA	SOLD	\$450,000	\$450,000
13705 Pennsboro Dr	4BR/2.5BA	SOLD	\$449,500	\$450,000
4220 Pennsboro Ct	5BR/2.5BA	SOLD	\$519,900	\$519,900
13429 Brookfield Dr	4BR/3.5BA	SOLD	\$599,500	\$599,500

*SOLD/LISTED by The Glassman Group Your Chantilly Expert!

There is currently 7 active Home For Sale & 1 Coming Soon in Brookfield/Brookfield Woods

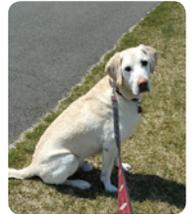
Kensington Square/Manor, Rugby Road

12730 Lavender Keep Cir	3BR/3.5BA	UC	\$709,000	
3968 Portloe Ter	4BR/3.5BA	SOLD	\$779,000	\$765,000

There is currently 1 active Homes For Sale in Kensington Square/Manor, Rugby Road

The Petting ZOO

Our Harley was adopted 3 years ago, and has been such an amazing boy. He is kind, polite, and a great sleeper!!! We saved each other the day we brought him home.



—Vince & Amy, Haymarket, VA

Email me a photo of your pet and tell me what makes your pet special! The winner will receive a gift card to PETCO!



Ready for ADOPTION

Meet Gizmo whose Birthday is Sept. 2018. He is current on vaccinations, neutered, tested negative for FIV /FeLV, and microchipped. Gizmo warms up to strangers very quickly, he is laid back and affectionate! He gets along with other cats and children. Ready and waiting for his forever home!



703-715-MEOW
or info@fourpaws.org
Ready for adoption!

Legal EASE

Titling Property in a Limited Liability Company

Many buyers/owners, who are concerned about personal liability, inquire as to whether they should title real estate in a limited liability company.

A limited liability company is an entity that is controlled by member(s) and only the assets of the limited liability company are subject to liability, thereby excluding the member's personal assets.

A buyer or an existing owner who has or will have a mortgage may be precluded from owning as a limited liability company, so it is prudent to talk first to the mortgage lender to assure that the lender agrees.

Additionally, if selecting to hold title as a limited liability company, there are expenses to establish the limited liability company as well as annual franchise fees. Instead of using a limited liability company, the same result maybe obtained through liability insurance.

*Questions? Would you like more information on this?
Contact us, we are here to serve you.*

By Jay Eskovitz of Key Title

703.522.3900 | Fax: 703.522.4013 | www.KeyTitleVA.com | Jay@KeyTitleVa.com

Mortgage CORNER

Shopping for a Mortgage Loan?

Here are some questions to ask your mortgage lender, before you sign anything:

1. What type of loans do you offer? What are the qualifying guidelines for each?
2. What is the interest rate and annual percentage rate (apr)?
3. What's the monthly payment going to be?
4. How large of a deposit do you need?
5. Is there a prepayment penalty?
6. What fees and costs will i have to pay? Can you estimate and explain them, as well as how much you're going to make off the loan?
7. Do you offer loan rate locks? If so, how much do you charge for them?
8. How long does it typically take for a mortgage to go through? Can you guarantee you'll close on time?
9. Are you going to hold this loan or sell it?
10. What are mortgage or discount points and how do they affect my loan?
11. What are closing costs? How much will mine be?
12. What is escrow and how much will it cost me?

*Would you like more information?
Send me your questions and I will answer them.*

By Barbara Roubo

BRoubo@MVB Mortgage.com

www.MVB Mortgage.com

571.266.6541

CPA Notes

What's Tax Deductible When Buying a House?

You'll want to itemize if you have deductions totaling more than the standard deduction, which is \$12,000/single and \$24,000/married filing jointly. Every taxpayer gets this deduction, homeowner or not. To decide, you need to know what's tax deductible when buying or owning a house. The one-time home purchase costs that are tax deductible as closing costs are real estate taxes, mortgage interest, and some loan origination fees applicable to a mortgage of \$750,000 or less.

Costs of closing on a home that are not tax deductible include:

- Home inspections
- Real estate commissions
- Appraisals
- Attorney fees
- Title fees
- Transfer taxes
- Mortgage refi fees

CST Group, CPA's are staying up to date on these proposals.

Please call us if you would like to discuss planning ideas in light of these proposed changes.

By Kathy Jensen, CPA

CST Group, CPAs, PC | 10740 Parkridge Blvd., 5th Floor, Reston, VA 20191 | 703.391.2008 ext. 129

