

# The Rambler

Newsletter of the  
Rose Hill Civic Association

## President's Message

### Lee Walters Returns to Talk First Aid, April 26th Meeting

Last November, Rose Hill resident Lee Walters conducted a very interesting seminar on medical emergencies, focusing on the loss of blood and what to do to prevent it. Everyone who attended agreed it was one of RHCA's most worthwhile programs ever. So, we're having Lee back on Tuesday, April 26 to continue his presentation. The meeting begins at 7 p.m. in the community room of the John Marshall Library. If you missed Lee presentation last November, don't miss this second chance. What you hear and learn may save your life or help you save the life of a neighbor or loved one. Lee moved to Rose Hill from California where he was a 33-year member of the Kern County Sheriff's Office, specializing in emergency service. He is a Certified Emergency Medical Technician (EMT) and an American Heart Association CPR/First Aid/Automatic Electronic Defibrillator instructor. His humorous approach to a serious subject will entertain and inform you. This a good show about a serious subject. Don't miss it. Lee will answer questions at time permits while the crowd shares refreshments. Get there early so you don't miss anything. spending, unencumbered by any Special Interest. We will simply look at the numbers and present our suggestions in

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the proper forum. Please take part in this important discussion.

### Recap of the Easter Egg Program

The Rose Hill Easter Egg Hunt, held on Saturday March 26th at the John Marshall library was a huge success. Thanks to Rambler editor Susan Jones, with help from her husband Rick, for organizing an outstanding event. The youngsters had a great time and left with baskets and bags full of eggs (plastic, of course), as well as some delicious Easter Candy. Judging by all the happy faces, a good time was had by all. Thanks to volunteers Chris Wing, Sarah Casella, Carolyn Slenska, and Lee Walters! Even though the Rose Hill Rabbit took the day off, Lee drew one on the white board so the Easter Bunny was appropriately represented. Thanks to all the RHCA members whose memberships and contributions made the event possible!



Photo Courtesy of Tesa Jones

#### RHCA Officers

**President:** Carl Sell, 703.971.4716, sellcarl@aol.com  
**Vice President:** Linda Nichols, 703.971.0755, dovefellow@aol.com  
**Secretary:** VACANT  
**Treasurer:** Carolyn Slenska, 703.922.4135, Carolyn.slenska@lycos.com  
**Editor, The Rambler:** Susan Jones, scheungjones@gmail.com  
**Neighborhood Watch:** VACANT, rosehillwatch@aol.com  
**Webmaster:** Jim Sapp, jimsapp7@msn.com

**RHCA, P.O. Box 10891, Alexandria, VA 22310**  
**www.myrosehill.com**

#### ROSE HILL VOLLEYBALL

Join Linda and Dave Nichols every Thursday night for volleyball at Lee District Park. The competition begins Thursday, May 5 at 6 p.m. Postponed in the event of inclement weather. Join the fun! Meet your neighbors! Free workout! Rose Hill has a court reserved every Thursday during the summer starting May 5. Special thanks to our neighbors at Lee District Park.

## **Membership**

Thanks to all of you who already have signed up. Thanks to members, contributors and advertisers, we can continue all of our programs in 2016. However, the overwhelming majority of Rose Hill residents have not joined RHCA. The current list of members is on Page 9. Make sure your name is there next month. Remember, only members can turn to RHCA for help with a neighborhood problem. We can't represent those who are not members. We will, however, report zoning and other violations at any address reported to us by a member. We need your support to make sure our voice is heard when we ask the County for help. The recent Easter Egg Hunt is an example of how RHCA supports the community. We also finance the quarterly plantings at the entrance sign, the Rose Hill Beauty signs, the annual Fish Fry, snacks at meetings, and contributions to local charities such as Koinonia, the Edison All-Night Graduation Party and the Christmas meals for police who have to work. Please fill out the membership form and mail it with a check to RHCA, P.O. Box 10891, Franconia, VA 22310.

## **Rose Hill Beauties**

It's time to be on the lookout for Rose Hill Beauties, otherwise known as properties that put our community's best foot forward. Please let Linda and/or I know if you spot any potential beauties in your travels. We don't want to miss any. Beauty is in the eye of the beholder, so nominate any address you think is deserving of recognition. Only RHCA members are eligible for a yard sign, but all are listed in the Rambler and on the website. Please help by nominating potential winners. Don't be bashful about nominating your own property. The only things that will automatically disqualify a property is a zoning violation or inoperable vehicle. We'll sort it out if you have a question about a particular property.

## **Upcoming Events**

The annual Fish Fry is coming up Tuesday, June 28, so mark your calendars. The annual Night Out in support of our local First Responders will be held Tuesday, August 2nd. Both events will be held in the front yard of the

Nichols' residence, 6416 Rose Hill Drive. Please bring along a side or dessert for both events. Serving will begin at 5:30pm each date. There is no charge for members at the Fish Fry. However, non-members are expected to contribute \$10 per family and bring a side or dessert. The Fish Fry is the highlight of the year for RHCA, so plan to join us. We guarantee you will love the fish. There will be hot dogs for the kids and those adults who don't like fish. Once you try the fish, you will be hooked, to coin a phrase. For the Night Out, we will have hot dogs and a delicious spread of sides and desserts. There will be police and fire and rescue representatives stopping by to say hello because they know who has the best spread! Communities all across the country will be honoring First Responders that night, so we want a big turnout to let our local folks know how much they are appreciated. The Night Out is a free event for all.

## **Fairfax County Budget Information**

Last month's meeting produced a lively discussion of the proposed Fairfax County budget for the fiscal year 2017, starting this July 1. As those who attended will recall, there was lots of discussion about the school budget proposal of a little more than \$2 Billion (emphasis added), which is 52.2 percent of the total County budget. Questions were raised as to the amount the School Board spends on each student and the County's overall ranking in per capita income. As far as spending per student goes, Fairfax spends \$12,597 per student, ranking sixth in the Washington Metropolitan area. The District of Columbia is first at \$18,667 and Montgomery County second at \$15,490. By comparison, Prince George's County Maryland, spends \$11,611 per student, Loudoun spends \$10,833 and Prince William \$9,577. These figures are a couple of years old, but will give you an idea. In per capita income, Loudoun County ranks first at \$117,876, Fairfax second at \$109,383, Howard County, Maryland third and a New Jersey school district fourth. Arlington is fifth and Stafford sixth. Montgomery County is eleventh and Prince George's twelfth. Those figures also are a few years old.

The Board of Supervisors has advertised a four cent increase in the tax rate, a penny more than the

County Executive's proposal. One penny on the tax rates produces \$23.31 million. Each penny added to your taxes equates to an increase of \$52.78. If your assessment went up, your taxes will be higher. The budget includes funds for a new South County police station, which will take some of the pressure off the Franconia and Mount Vernon stations. The budget also calls for 14 new patrol officers county wide. There also are additional funds for fire and rescue personnel and equipment. Remember, the equipment at both Franconia and Kingstowne stations are mostly funded by the volunteers fund-raising efforts, lessening the impact on the budget. Bingo receipts are a major part of the fundraising, but the competition from other forms of gambling is taking its toll.

The schools eat up more than half of the County's budget and only about 30 percent of the taxpayers have kids in school. You'll hear cries from the School advocates that they should be "fully funded." That means they want everything they ask for. Not what the County thinks it can afford. Even a four-cent increase wouldn't be enough to fulfil their appetite. Remember, the schools have received a budget increase every year, even though they will tell you they haven't. I agree that our teachers need a raise, but the School Board should find the necessary funds within the amount transferred from the County, not more from the taxpayers' pockets. And, by the way, in addition to what the County contributes, the schools receive a \$405 million in State aid, \$187 million in Sale Tax support and \$42.2 million in Federal Aid.

### **Spring Reminders**

Residents are reminded of numerous laws that help keep our community an attractive, safe and pleasant place in which to live. Please do not pile used furniture or large items at the curb in anticipation they will be picked up by your trash company. Large amounts of trash require a call for a special pickup (and its extra charge), or a trip to the dump. On-site parking is limited to a specific area corresponding to two cars side by side. Residents along Rose Hill Drive are reminded that parking on the grass

strip between the sidewalk and the road is ILLEGAL. The area belongs to VDOT. Parking there can result in a ticket. We do appreciate your support in keeping the grass cut. Fairfax County zoning laws prohibit multi-family or illegal occupancy. Rose Hill is a single-family community zoned R-3, three units per acre. Please make sure you obtain the proper county license before making any alterations to your home. Vehicles with expired license plates or inspection stickers cannot be stored on private property in Rose Hill. No more than one small commercial vehicle is allowed per address. If you don't cut your grass, the County will cut it for you, send you a bill or add it to your tax bill if you don't pay. RHCA reports violations in an effort to help protect the property values of everyone.

***Finally, it is the season for financial scams.***

***There are a number of them that are designed to get your financial information. Please, please, don't give anyone that three-number code on the back of your credit or debit card, even if they are able to recite your card number. That little number will enable them to use your card without your knowledge. They will go to great lengths, posing as bank personnel, hotel clerks, merchants, etc. Tell anyone who asks, no matter how legitimate it sounds, that you will call them back. Then, call your bank security number.***

-Carl Sell

### **Around Rose Hill**

#### **John Marshall Library**

6209 Rose Hill Dr, 703.971.0010. Call ahead to register for events.

Hours: M, T – 10am – 9pm; W, F – 10am – 6pm; Th. – 1pm – 9pm; Sat 10am – 5pm

**CLOSED MAY 30<sup>th</sup>!!!**

**\* Ongoing Event.** English Conversation. Each Thursday at 2:00pm. Conversation group for people learning

English. Adults.

- \* **Ongoing Event.** Friday Morning Movie Time. 1030am. Age 2-5.
- \* **Ongoing Event.** e-Book Workshop. Saturdays at 1pm.
- \* **Ongoing Events.** Fun for 2s and 3s; Tots and Tales; A to Zoo Storytime. Mon and Wed at 1030am.
- \* **Apr 22, 29.** Preschool Movie. Fridays at 1030am.
- \* **May 6, 13, 20.** Child & Me Yoga. 1030am.

#### **Thomas Edison High School**

5801 Franconia Rd. Alexandria, VA 22310  
Office – 703.924.8000; Fax – 703.924.8097

#### **Mark Twain Middle School**

4700 Franconia Rd. Alexandria, VA 22310  
Office – 703.313.3700; Fax – 703.313.3797

#### **Rose Hill Elementary School**

6301 Rose Hill Dr. Alexandria, VA 22310  
Office – 703.313.4200; Fax – 703.313.4297

- \* **Apr 21.** 2 hr early release
- \* **Apr 22.** Student Holiday.

#### **Advertising in *The Rambler***

Listing in the business directory is free to Rose Hill residents who are members and own their business, but placing an actual advertisement is open to all with rates per month as follows:

- \* Business card: 3 ½" x 2", \$10
- \* Quarter page: 3 ½" x 4 ¾", \$25
- \* Half page: 7 ½" x 4 ¾", \$50
- \* Full page: 7 ½" x 9 ¾", \$100

Ads may be bought for either one month only, month-to-month, or as many months in advance as desired. Our newsletter is published 9 times a year, excluding July, August, and December.

Advertising in *The Rambler* is an excellent way to reach the 700+ homes in our community. In addition, the ads are placed on our website, [www.myRoseHill.com](http://www.myRoseHill.com), for the world to see.

**Only those residents who are members of the Rose Hill Civic Association or provide services in kind will qualify for a FREE listing in the business directory. Membership dues are the source of funds for the printing of *The Rambler*.**

#### **Heating and Air Conditioning**

**Dove Heating and Air Conditioning.** We service and install heat pumps, air conditioners, furnaces, hot water heaters, and humidifiers. David and Linda Nichols, 703.971.8897. The Nichols have been in business for 30 years and have lived in Rose Hill for 41 years.

#### **Real Estate**

**Re/Max 100.** Steve Dougherty, 703.746.8720. [www.stevedougherty.com](http://www.stevedougherty.com). Steve and his family have lived in Rose Hill and been active in civic affairs for 30 years. He has been a Realtor of 20 years and specializes in service to his neighbors in the community.

#### **Lawn Services**

**Fortney Lawn & Garden.** David and Jimmy Fortney, 703.960.8869. Although they live in Virginia Hills, the Fortneys work closely with RHCA to maintain the median landscaping on Rose Hill Drive.

#### **House Cleaning**

**Everclean Maid Service.** 703.971.7160. Owned and operated by Nour Barakat and Mike Zalatoris. Our residential cleaning business is celebrating 30 years of service in Alexandria and for the last 26 years from our home in Rose Hill. We offer reliable and affordable home and office cleaning for all local residents, and we are happy to offer a 25% discount to our neighbors to celebrate our anniversary. Call for a free estimate and to schedule your cleaning. Thank you Rose Hill for being our happy home! (See our ad in this newsletter.)

#### **Photography**

**Tisara Photography.** Nina Tisara, 703.838.8098. Tisara Photography is a family business with a studio in Old Town Alexandria since 1990. They specialize in portraits and special events. Nina lives on Hayfield Place.

### Need Help?

Pet services (dog walking, vet appointments); errands (pharmacy, dry cleaning, drop off/pick-up product repair); personal shopping (grocery, post office, exchange and item returns); vehicle services (vehicle license and emission renewal, vehicle service repair, vehicle inspection); home services (house sitting, light yard work, wait at home for service personnel); travel and transportation (to and from); medical concierge services (doctor appointments, pre-/post-operation assistance). Contact David Sell at 703.971.4716, or email [dksell@hotmail.com](mailto:dksell@hotmail.com).

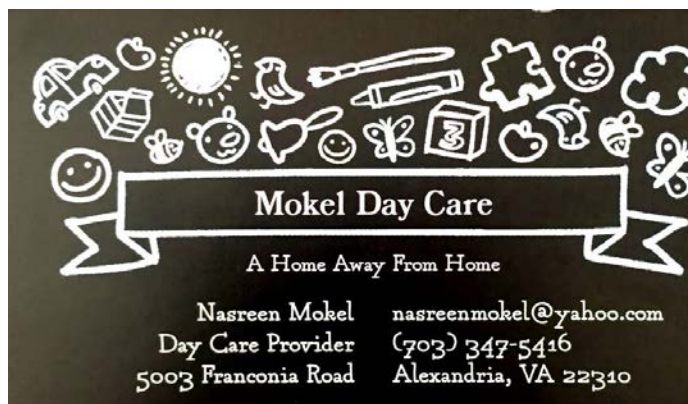
### Handyman

Your honey-do list getting out of hand? Call my honey! Offering free quotes and estimates. Please call Rick at 703.943.7102.

### Ocean City, MD Beach Rental

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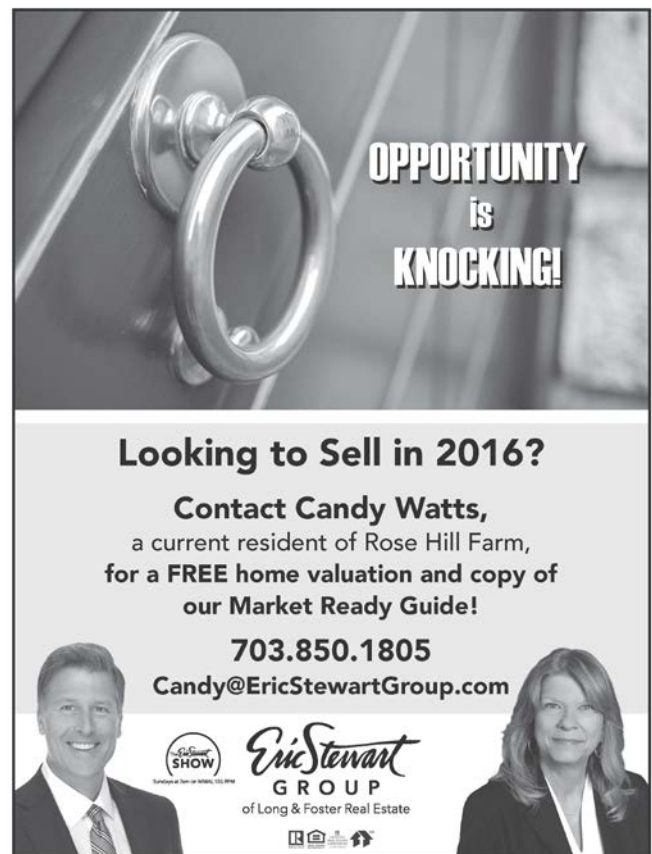
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## SIX Common Misconceptions about Roofing and the Roofing Industry:

**Misconception #1.** You should wait as long as possible to re-roof your home.

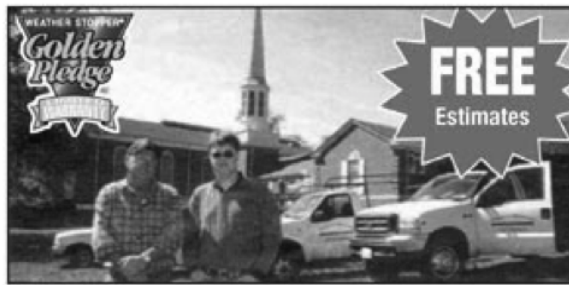
No! Your roof takes a beating every day from sun, wind and rain. Your shingles become brittle and crack with age and have a tendency to blow off and fail at an alarming rate with age. This exposes the roof decking (the sub-structure that literally, "keeps you out of the rain") to moisture which slowly deteriorates and rots the wood beneath, leading to leaks and more extensive damage.

Further, the metal flashings around chimney areas and at adjoining exterior walls (or rooflines), the penetration collars (around plumbing and heat stacks) and all other vents become worn and prone to water infiltration.

Next time you're outside, take a close look at your roof (most people don't pay attention to it until there's a problem). How does it look? Is it rough and weathered? Are the shingles "curling" or cracking? Is one section very distinguishable from all other areas? Finally, are you proud of the way your roof helps "show" your home, or are you embarrassed by its appearance?

**Remember:** By the time you have waited "as long as possible," you have probably waited too long and will end up spending your hard earned money on interior and sub-structure repairs, as well as a much needed roof replacement.

To see all six misconceptions, visit [www.bguide.net/timothysroofing](http://www.bguide.net/timothysroofing).



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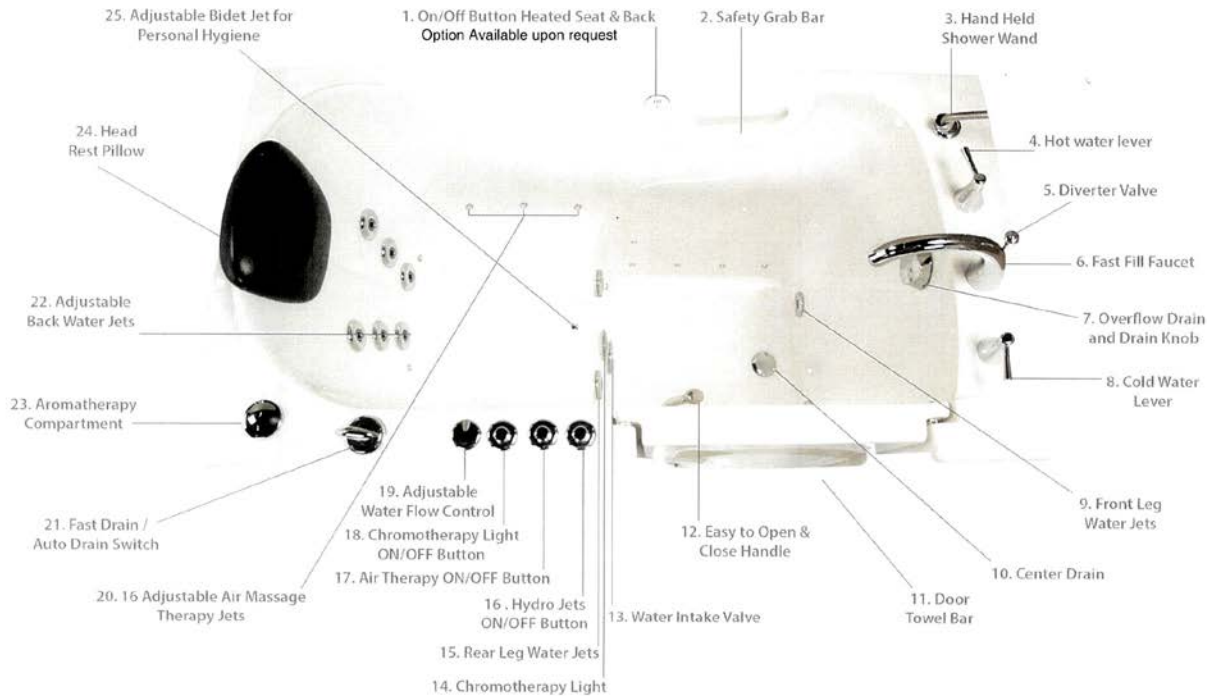
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## *2016 RHCA Members (as of April 14, 2016)*

Nouri & Suham Abbou, 6115 Rose Hill Drive  
Danny Adams, 6412 Cottonwood Drive  
Nancy Anderson, 4500 Apple Tree Drive  
Lee & Susan Anderson, 6319 May Boulevard  
Nida Antonio, 6406 May Boulevard  
Charbel Antoun, 4609 Roundhill Road  
Frank & Rama Bale, 6315 Willowood Lane  
Richard & Patricia Ballard, 4519 Lark Lane  
Harold & Pearl Ballen, 6632 Telegraph Road  
Connie Beatty, 6428 Rose Hill Drive  
Shirley Bennington, 6405 May Boulevard  
Daniel & Ingrid Bearth, 6417 Rose Hill Drive  
Sandy Benarick, 6370 Rose Hill Drive  
Philip & Carol Bishop, 6310 Climhill Road  
Alex Bosenberg, 5003 Greenhaven Place  
Jeannette Bottomley, 6003 Eastchester Circle  
Kent G. Boutilier, 4408 Ropundhill Road  
Gary Bravy, 6214 Climhill Road  
Bill Braswell, 6307 Climhill Road  
Mark Broxterman, 6424 Haystack Road  
Cabrera Family, 6428 Haystack Road  
Walter, Julia & Rachel Calhoun, 4523 Apple Tree Drive  
Tracy Campbell, 6402 Cottonwood Drive  
John & Penny Cashmire, 4907 Silo Road  
Raul & Kelly Castillo, 6413 Willowood Lane  
Carol Christiansen, 6409 Maryview Street  
Bob Ciccotelli, 6511 Haystack Road  
Helen Cofer, 6218 Saddle Tree Drive  
Natalie Cook, 6111 Clovergrass Drive  
Lois Corbin, 6221 Blossom Lane  
The Corbins, 4901 Split Rock Road  
Craig Collins, 6110 Leewood Drive  
Andrew & Jessica Cornell, 6500 Haystack Road  
Cynthia Johnson-Dailey & Matthew Dailey, 5009 Eastchester Circle  
Sally & William Dankers, 6511 Carriage Lane  
E. & K. Davidson, 4607 Roundhill Road.  
B. Digman, 6217 Blossom Lane  
Ron & Donna Dillon, 4618 Winston Place  
Dennis Dzierzawski, 6210 Thornwood Drive  
Peg Dockery, 6430 Carriage Drive  
Robin & David Dodson, 6400 Wayside Place  
Steve & Holly Dougherty, 4522 Roundhill Road  
Brenda Edelson, 4619 Winston Place  
Betty Elliott, 6411 Maryview Street  
Eppolito Family, 6217 Driftwood Drive  
Mark & Carolyn Erickson, 6223 Driftwood Drive

Anna Fish, 6301 Cottonwood Drive  
Zoe-Ann Freitag, 6303 May Boulevard  
Craig & Julie Furneisen, 4912 Treetop Lane  
Agata Gluszek & Johshua Fikentscher, 6412 May Boulevard  
Omar & Amy Garcia, 6306 Willowood Lane  
Jeff & Anne Govert, 6404 Rye Court  
Marie & Victor Grafton, 6507 Wayside Place  
Mike & Bonnie Greek, 6330 Willowood Lane  
Johanna Guccione, 6013 Leewood Drive  
Chris & Susie Guinto, 6515 Haystack Road  
Carole Guzzetta, 6407 May Boulevard  
Joe & Lorraine Hatcher, 6102 Leewood Drive  
Yancey & Patricia Hull, 6113 Leewood Drive  
Jessica Hall, 4803 Flower Lane  
Alice, Mark & Jeffrey Haupt, 6208 Thornwood Drive  
Shirley Herr, 6103 Leewood Drive  
Herrera Family, 4525 Apple Tree Drive  
Linda & Tim Hestvik, 4515 Sturbridge Place  
Lynn & Don Hoffman, 5002 Treetop Lane  
Kevin & Kelli Hoover, 6314 Saddle Tree Drive  
Marvin & Lynn Irby, 6516 Wayside Place  
F. Jencks  
Susan & Rick Jones, 6302 Saddle Tree Drive  
Marvin & Frances Justice, 6402 Rose Hill Drive  
Jason & Heather Justice, 4713 Apple Tree Drive  
Jim, Lynda & Brian Kandul, 6218 Blossom Lane  
J. Kazimir, 4517 Sturbridge Place  
Verna Kerans, 6205 Redwood Lane  
B&K Kinlin, 6408 Willowood Lane  
The Kowaliks, 6115 Leewood Drive  
Donnie Krause, 6300 Rose Hill Drive  
Richard & Rosa Krewson, 6418 Willowood Lane  
Susan & Brent Kroetch, 4700 Flower Lane  
M. Lane, 6410 May Boulevard  
Patricia Anne & John Lawrence, 6330 Maryview Street  
Jane K. Letsch, 6502 Cottonwood Drive  
Edward Lewis, 6117 Leewood Drive  
Allan & Wanda Lohr, 6411 Willowood Lane  
Danny & Lenore Lenore, 6418 Cottonwood Drive  
James Lockwood, 6114r Clovergrass Drive  
Jamey & David Lord, 6208 Redwood Lane  
Lynn McKay Luginbill, 6324 Rose Hill Drive  
Thanh & Mai Luu, 6411 Rose Hill Drive  
Anna & Ron Machmer, 6200 Willowood Lane

## *2016 RHCA Members (as of April 14, 2016)*

Mary Mayo, 6122 Leewood Drive  
Lea McCaw & Richard Sandoval, 6402 Rye Court  
Stephen McBride, 6518 Haystack Road  
Frank & Marge McConnell, 6220 Thornwood Drive  
Chris & Melissa McCay, 6410 Willowood Lane  
Madge McKay, 6402 Wayside Place  
George & Susan McKittrick, 6113 Clovergrass Drive  
Don & Nancy McMinn, 4804 Apple Tree Drive  
Arin McNamara, 6526 Wayside Place  
Mimi Minarik, 6518 Telegraph Road  
Edna Mitchell, 6305 May Boulevard  
John & Lori Murname, 6513 Carriage Drive  
David & Linda Nichols, 6416 Rose Hill Drive  
David Nelson & Rorey Smith, 6406 Hayfield Place  
Herbert & Grace Newman, 4910 Silo Road  
But The Nguyen, 6512 Rose Hill Drive  
Rodney & Kathy Palmer, 6101 Leewood Drive  
William & Janelle Parker, 6417 Willowood Lane  
Charles & Jeska Pfefferle, 6503 Haystack Road  
Brenda & Stephen Phillips, 6408 Maryview Street  
Robert Pinkham, 6514 Carriage Drive  
Susan & C. Roy Poff, 6328 Maryview Street  
Jo Ann Ponce, 6203 Willowood Lane  
Michael Pumphrey & Elizabeth Biddle, 6217 Thornwood Drive  
Monica Reed, 6422 Rose Hill Drive  
E. M. Reisberg, 6315 Saddle Tree Drive  
Adam & Rita Rice, 6431 Carriage Drive  
David & Nancy Ridgway, 4609 Cottonwood Place  
David & Donna Rodriguez, 6529 Wayside Place  
Shari Schaftlen & David H. Johnson, 6504 Carriage Drive  
Frank Schoenle, 6302 Climbhill Road  
Josh & Danielle Schubring, 4901 Silo Road  
Carl & Marti Sell, 6601 Cottonwood Drive  
Arlene & Nathan Shapiro, 6216 Driftwood Drive  
Carolyn Slenska, 6308 Climbhill Road  
Marlene Hass Smith, 6304 Cottonwood Drive  
Michael Smith/Ratri Friend, 6111 Leewood Drive  
Ray M. Stone, 4528 Roundhill Road  
Tinker & Don Szamborski, 4615 Winston Place  
Nina Tisara, 6408 Hayfield Place

Monica Reed, 6422 Rose Hill Drive  
Joy Relton, 4515 Roundhill Road  
Jim Richey, 4402 Roundhill Road  
Raynel & Sheri Roman, 4702 Apple Tree Drive  
Monte & Jeanne Rosson, 6403 Rye Court  
Carole Spurrier 6406 Rosde Hill Drive  
Ann Schappi, 4914 Treetop Lane  
Laura Seiss, 6415 Willowood Lane  
Martin & Diana Shupack, 6419 Haystack Road  
Debbie Slack, 4803 Apple Tree Drive  
Bill & Jean Stemple, 6306 Cottonwood Drive  
Mark Takehara, 4612 Mayor Place  
A.J. Taylor, 6308 Cottonwood Drive  
Judy Taylor & Carlos Rolon, 6503 Rose Hill Drive  
Joanne Thompson  
J. Thomson, 6302 Cottonwood Drive  
James Troy, 5004 Eastchester Court  
Linda Donahue-Turner & Paul Turner, 4414 Roundhill Road  
Stien Van Egmond, 6508 Cottonwood Drive  
H. E. Varney, 4520 Roundhill Road  
Wanda Violette, 6408 May Boulevard  
Jodi Wallace, 6604 Cottonwood Drive  
Lee & Kirsten Walters, 6318 Willowood Lane  
Linda & Morgan Walton, 4900 Silo Road  
Candy Watts & Fred Hyden, 6522 Wayside Place  
Don & Nina Weber, 6120 Dew Grass Drive  
Janelle & Johnathon Welch, 4516 Sturbridge Court  
Karen Wheelless, 6709 Greendale Road  
Edwina & William Whitfield, 5007 Treetop Lane  
Jeffrey Williams, 6121 Dew Grass Drive  
Crystal & Kenneth White, 6422 Haystack Road  
Alan & Sylvia Wilson, 6008 Leewood Drive  
Jeffrey Williams, 6121 Dew Grass Drive  
Charles & Eleanor Patricia Wimberly, 6506 Haystack Road  
Charlie & Sandy Worley, 4513 Roundhill Road  
Pam & Jamie Yereb, 4617 Winston Place  
Walter Zalatoris & Nour Barakat, 6609 Cottonwood Drive

## HOW MUCH DOES THAT LOWER COMMISSION REALLY COST YOU???

You've seen the commercials where some real estate companies are offering lower commissions to sell your home for 4 ½% commission or lower versus the often used 6% commission. And then you start to do the math. But, have you really ever stopped to think how much that lower commission could be costing you?

When agents representing potential buyers don't like the commission split offered on a particular listing, they may boycott the property and not show the house to their clients. The result? Your house gets less exposure.

Is this an ethical practice? The National Association of Realtors' code of ethics states that Realtors "pledge themselves to protect and promote the interests of their client." So, technically, an agent who knowingly fails to show a client a house because it offered a lower commission, could be considered as not acting in their client's best interest.

Why does this happen? When the agent has a contract with their client that they will be paid the traditional 3% commission for representing their client in the purchase of a property, the client may have to make up the difference between the reduced commission being paid in the sales transaction and their contract commission of 3%.

So, when the client is putting together the offer to buy your house, they now have to figure in the difference in the commission they may owe their Realtor; either by offering a lower price or by asking for cash back at closing, or both. And, since they know that you, as the seller, are paying a reduced overall commission, they may figure that into the offering price also.

So ultimately, in the end, you, as the seller, may have to accept a lower offer

from the buyer, and end up paying more than you expected.

But where it gets tricky, is figuring the indirect cost of the lower commission. Since your house could be getting less exposure, it may end up sitting on the market longer than it would otherwise, and this could ultimately cost you, the seller, to sell at a lower sales price and still not save much in the overall commission paid.

The longer a house sits on the market it can become stigmatized in the eyes of potential buyers and become a prime target for lower price offerings.

Another potential cost could occur from a failure to sell your house during the prime target months of February, March or April before the market is flooded with competition, so your chances of receiving your higher list price are greater. If your house does not show and it sits on the market and you miss those prime target listing months, you may have to lower your listing price to be competitive with the greater competition you now have for the buyers out there. And, you may also have to pay the full commission to get your house shown.

To try to save a few thousand dollars in commissions could cost you many thousands of dollars in a sales price, plus the additional time spent on the market could end up costing you many thousands more for mortgage, insurance, taxes, utilities and maintenance.

Once you add up all the costs, direct and indirect, how much could that cheaper commission rate really cost you?

Here at the Eric Stewart Group, Long and Foster Real Estate, we expose your property far and wide in over a hundred websites for every potential buyer to see your house. We include interactive floorplans so potential buyers will see professional pictures of your house with *floorplans and measurements*. By the

time buyers are walking through your front door, they have viewed your house on-line. (*Did you know that 9 of 10 buyers will view a house on-line before they see it in person?*) A professional closing coordinator is assigned to your listing, so once your house is under contract, every step is monitored to ensure every contingency and deadline is met. We also offer a guarantee buy program, which will open opportunities for you to accept offers from more potential buyers.<sup>i</sup>

I am a Certified Contract Negotiator, so once we have an offer on your house, a fast and efficient negotiation will be done to get you, our client, the best possible overall outcome. All this, combined with my 14 years as a local Real Estate Agent and a Certified Residential Real Estate Appraiser provides the knowledge, tools and experience for the best results tailored for each individual client's requirements.

My family and I live in the Rose Hill community. I have a personal, vested interest to ensure that every property sells for the highest possible value in the quickest amount of time.

If you are thinking of selling your home this year, please contact me for an in-depth market analysis, and visit [EricStewartGroup.com](http://EricStewartGroup.com) to download some of our free guides, especially our Market Ready Guide to help you prepare your house for sale, and our Right Size Guide for those who are thinking about downsizing. For those not on the computer, give me a call and I can deliver them in person. After all, I am literally just down the street.

I look forward to hearing from you very soon!

**Candy Watts 703-850-1805**

Send our questions to:

[Candy@EricStewartGroup.com](mailto:Candy@EricStewartGroup.com)