



NORTHWOOD NEWS

PUBLISHED BIMONTHLY BY THE NORTHWOOD-FOUR CORNERS CIVIC ASSOCIATION ■ DECEMBER 2018

Ready or Not, Airbnb Has Arrived

By *Jacquie Bokow*

Were you aware that our neighborhood has seven Airbnb locations? The days of traditional “bed and breakfasts” seem to be over. With Airbnb, you can rent out a single room, a basement, or your entire home and have strangers stay overnight or for months—no breakfast required! Creating a listing on Airbnb is free. You have the option of greeting your guests in person with a key or just sending them a door code to open a keypad lock.

The company provides tips on what to charge, but it’s always up to the host. The properties in our neighborhood range from \$25 for a queen-size air mattress on the floor in a small room in an occupied townhouse to \$95/night for accommodations in a detached studio guesthouse that includes a kitchen, sauna, swim spa, a 50-inch flat screen TV with access to Netflix, and WiFi.

Elizabeth Zosso and her husband Jim Bible on Cavalier Drive decided to use their basement to earn a little extra money and took the plunge into Airbnb after converting their basement into a separate apartment in 2016 (see photo on p. 3), including adding an egress window for emergencies. It has its own entrance with a keypad lock and two twin beds. The new kitchenette has more appliances than my own, but County code allows no ovens in basements.

So far, they have hosted 30 people through Airbnb, most of them interns at the FDA or FBI who needed a space for several months but didn’t want to have a year-long apartment lease.

“Hosts are rated by the

Next Meeting on December 12th

The next meeting of the Northwood-Four Corners Civic Association will be held on Wednesday, 12 December 2018, at 7:30 p.m. at Forest Knolls Elementary School. The school is located at 10830 Eastwood Avenue, just off Caddington Avenue (there’s no access from other sections of Eastwood). The meeting concludes promptly at 9:00 p.m. as we have to vacate the building by 9:15 p.m.

All residents of the Northwood-Four Corners-Forest Knolls area are invited to attend and express their views. Please note that only paid members of the NFCCA are eligible to vote. (Annual dues are \$10 per household and may be paid at the meeting. Check our website if you’re not sure you’re a member.) ■

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WWW.NFCCA.ORG

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PRESIDENT'S MESSAGE

At the October general meeting, the new slate of NFCCA officers and board members was elected for 2018–2019. One of my goals for our civic association is to encourage the participation of residents who live in different areas within our community. I was delighted when the nominations for two new at-large board members were approved: Julie Whitcomb, who recently moved to Chiswell Lane, and Mark Lutz, who lives on Lockridge Drive. I would also like to acknowledge the service of the NFCCA board members who agreed to continue their active participation on the NFCCA board—the efforts of Ed Levy, Sondra Katz, Linda Perlman, Laura Hussey, Kevin Harris, and Sam Salisbury-Jones contribute to the NFCCA's reputation as one of the most effective civic associations in Montgomery County.

A big thank you also goes out to the active volunteers and former board members who served our community during the past year. Fiona Morrissey will continue as our effervescent “raffle lady,” providing refreshments and raffle breaks during our meetings. Jacquie Bokow, who has served as the editor of *Northwood News* for 18 years, makes our neighborhood newsletter interesting and informative—and she also manages the nearly 50 volunteers who hand-deliver the newsletter to your door five times per year. Jacquie also took the lead on a project to develop a Welcome Kit to give to our new neighbors to help them get settled, find the nearest grocery store, library, etc., and discover all the wonderful amenities our community has to offer.

Samantha Salisbury Jones is keeping it fun and continuing to improve NFCCA's social media and web-based presence. Perhaps we spend too much time engrossed in looking at our phones, but communication technologies, such as Facebook and Twitter, expand the ways we can keep in touch with our neighbors. Whether you stay connected via the NFCCA listserv or NextDoor, Facebook (on Facebook, search for *nfccamoco*), follow developments in the park on the Friends of North Four Corners Park Facebook page (www.facebook.com/NFCCAPark), or post your thoughts on Twitter @NFCCAMoCo, these are convenient online tools to stay in touch with the goings-on in our community. Of course, these new communication avenues do not replace the newsletter or the NFCCA web page (www.nfcca.org).

At the October general membership meeting, we tried a new approach with an Open Forum. This was designed to gather ideas from the attendees on projects for the upcoming year. No surprise—there were lots of suggestions! They ranged from smaller-scale efforts like reinvigorating the parents listserv, sponsoring multifamily yard sales, block parties, and Clean-up Day for Lockridge Creek, to bigger projects such as creating a “Village” to provide support for the seniors who are aging-in-place in our community.

(CONTINUED ON PAGE 3)

Communicate With Neighbors

NFCCA Listserv

To join: nfcca-subscribe@yahoo.com
[add “un” to unsubscribe]
To send messages to group:
nfcca@yahoo.com

Nextdoor/Northwood-Four Corners

<https://nextdoor.com>; enter your street address; choose “Northwood-Four Corners.”

Twitter: @NFCCAMoCo

Facebook: www.facebook.com/nfccamoco

Park [on FB]: NFCCAPark ■

NORTHWOOD NEWS

Northwood News is published by the Northwood-Four Corners Civic Association. The NFCCA represents the ~1,485 households in the area bounded by Colesville Rd. (Rte. 29), University Blvd. (Rte. 193), Caddington Ave., and the Northwest Branch.

Any resident of this area is eligible to join the NFCCA. Annual dues are \$10 per household and may be paid at any Association meeting or mailed to the treasurer.

The *Northwood News* is published five times a year—in October, December, February, April, and June. To place an ad or discuss a story, please contact the editor.

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Visit Our Website

www.nfcca.org

PRESIDENT'S MESSAGE

(CONTINUED FROM PAGE 2)

For the next NFCCA general meeting on Wednesday, December 12th, invitations have been extended to the newly elected local representatives, so we can hear their plans for 2019. In the upcoming year, we anticipate further developments as the Bus Rapid Transit (BRT) project moves from paper to the development stage. We will continue to closely follow the recommendations to create a dedicated median lane for these buses in an upcoming BRT study, which could dramatically impact traffic patterns in Four Corners.

Also, development on the Viva White Oak project is now underway, with the recent ground-breaking on that major project.

One of the best ways to stay abreast of emerging issues that impact our community is to attend the NFCCA meetings that are held every other month (except for the summer). See you in December—meet your neighbors, stay informed, and get involved. For those of you who are unable to attend, the minutes for the general meetings are posted on NFCCA.org.

—Sharon Canavan

Airbnbs in North Four Corners

(CONTINUED FROM PAGE 1)

guests,” said Zosso, “but guests also are rated by hosts. If they aren’t good guests, no one will host them.

“You’re motivated to keep your house looking nice or you won’t attract guests,” she added. “It’s worked great for us.”

All guests pay through Airbnb’s online payment system. Airbnb charges a 3% service fee from both guest and host.

Every guest must submit a

profile photo and verify their phone and email; hosts can require a government ID, if they wish. If a property is damaged by a guest, Airbnb provides up to \$1M in coverage for both property damage and liability coverage.

If it’s any consolation to those of you who think having Airbnb here isn’t such a good idea, all of the hosts in our neighborhood have five-star ratings! ■



You, too, can stay in this lovely Airbnb for only \$55 per night.

NFCCA BOARD

The Board of Directors for the Northwood-Four Corners Civic Association serves for one year and meets every month except July and August. Current officers (until October 2019) are:

President

Sharon Canavan
10213 Edgewood Avenue
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president AT nfcca DOT org

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Immediate Past President

Laura Hussey
10217 Edgewood Avenue
240.463.1913
ipp AT nfcca DOT org

Starting on the Right Paw

My 4-H Project Training Dogs and Their People

By Elsa Sellmeyer

Did you know that, with some time, some treats, and some patience, you can easily give your dog a basic obedience education? I have just completed my 4-H Diamond Clover Level Six project, which focused on building partnerships between people and their dogs via basic training.

When most people think of 4-H, animals come to mind, but the scope of 4-H is, in fact, much broader. Montgomery County 4-H boasts a diverse range of clubs that cover topics including community service, storytelling, public speaking, inventions, robotics, and many others, as well as the traditional animal clubs. I am a member of Zenith Club, which focuses primarily on public-speaking skills and community service.

Diamond Clover is an



Sellmeyer teaches Cimba how to walk on a leash. The Lhasa Apso is a resident of the North 4C neighborhood.

optional awards program within 4-H with the purpose of encouraging members to step outside their comfort zones, broaden their horizons, and learn to be productive members of their communities. I have just finished Level Six, the last level of Diamond Clover, which requires members to propose and execute an extensive service-learning project that involves community, has a lasting impact, and is sustainable even after the member has moved on.

My Diamond Clover Level Six project was centered around the creation of a video about training dogs, in which I demonstrated how to teach useful commands to make dogs easier to live with, work with, and further train, therefore creating better partnerships between people and their dogs. I was inspired to do this project after my family adopted a shelter dog with many behavioral issues. We did extensive research into positive reinforcement training and spent many hours looking for quality videos to help us with training. I wanted to make that process easier for other people and, in turn, increase success rates for newly adopted dogs and their owners.

I contacted the Montgomery County Humane Society (MCHS), a privately run, no-kill shelter whose mission is ending animal homelessness through education, outreach, and adoption. My hope was that they, and possibly other adoption organizations, would



The author with her Catahoula Leopard Hound, Katrina, who was the model for everything Sellmeyer teaches in her online training video.

make the video available to their clients and the public in an effort to increase the percentage of successful adoptions and promote positive training methods. MCHS Humane Educator Addie Soares was completely supportive, so I wrote my 4-H proposal and began planning my work.

I reached out to my community and selected 10 dogs in need of varying degrees of basic training, some of whom live in the North Four Corners neighborhood. I involved friends and my mom as videographers, who recorded me working with each dog from start to finish, so my video accurately portrays the training process, complete with problems encountered. I worked closely with Ms. Soares throughout this project to make sure the end result was a video MCHS would find useful. To reach a broad audience and ensure sustainability of my project, I gave my video

(CONTINUED ON PAGE 5)

The Right Paw

(CONTINUED FROM PAGE 4)

to MCHS to use in its education program and I published it on YouTube so it is free and accessible to everyone. To further promote it, I designed posters with a QR code to the video and provided them to many local animal shelters and veterinarians' offices.

Ms. Soares invited me to be a guest speaker and present my video at an outreach and education event after my project was finished.

The 'Wait' Command

One of the commands I demonstrate in my video is "wait." Have your dog sit or lie down, tell him/her "wait," and set a treat in front of him/her. Remove the treat when-



Indie, a Husky mix, 'waits' patiently until Sellmeyer gives her the signal to eat the treats resting on her forepaws.

ever your dog moves toward it, and your dog will eventually stop trying to take it. Say "okay" to tell your dog he/she can eat the food, and gradually require him/her to wait longer before getting the treat. Watch my full video [https://youtu.be/_DtWqMlbcxQ] to see a demonstration of teaching "wait" in different scenarios, as well as "sit," "down,"

"come," "drop it," "leave it," "go to bed," and "heel."

I hope that, by sharing my project with our North Four Corners neighborhood, some of you will find my video useful in working with your own dogs and that you will pass it on to anyone else who may find it helpful. If you appreciate the video, please consider a donation of time, supplies, or money to MCHS.

[Sellmeyer lives on Margate Road. All three dogs pictured were adopted from animal shelters.] ■

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How to Help Wildlife This Winter in Your Own Yard

By Jennifer McGuire Cox

With winter fast approaching, here are some easy tips to create a wildlife-friendly yard!

■ **Leave the leaves.** You can help wildlife, and save yourself a lot of effort, by keeping the leaves in your yard where they are. Not only do they eventually break down and enrich your soil, but leaves also provide habitat for a lot of animals. Insects, worms, snails, salamanders, and even some bats often wait out winter in leaf litter. Birds and other insects also forage in leaf litter for food over the cold winter months. If you don't want to leave your whole yard covered in leaves over the winter, you can also rake them to your garden beds or just a portion of your yard.

■ **Keep that Christmas tree.** Instead of putting your old and dying Christmas tree to the curb after the holidays, why not put it in a corner of your yard? This provides shelter for birds during the cold winter months as well as a place to protect them from predators. Not only can birds use the shelter, but other wildlife can take advantage as well. If you don't want to put a whole tree in your backyard, gather some large branches and tree limbs that fall in your yard and put them together in a brush pile. This will have the same effect!

■ **Put out a feeder.** The hardest time for birds to find food is winter. If you don't want to commit to putting a



feeder out all year round, the few months of winter is the most critical time to do so. While the different types of seeds and feeders can be overwhelming, sunflower seeds

generally give you the most “bang for your buck,” attracting the most number of bird species. Suet cakes—a solid mix of fats along with seeds, grains, and other ingredients (see recipe below)—are also great for helping birds gain fat reserves during the winter.

■ **Keep those seeds.** It's tempting when you're preparing your garden for the winter to clean up by cutting or pulling dying plants and flowers. Instead, keep those stems, and the seeds that are on them, for the birds. Native wildflowers—including black-eyed Susans and coneflowers—are an important food source, as are several native grasses. Insect larvae, another important food source for birds during the winter months, can also be found on dead plants.

■ **Don't forget water, too.** Birds and other animals still need to drink. With temperatures below freezing during the winter months, having fresh water on hand is important. If you already have a bird bath, don't drain it for the winter but invest instead in a battery or solar-powered water heater to put in your bird bath to keep that water flowing. Putting water in a sunny place will also help.

[Jennifer McGuire Cox is a naturalist at Brookside Nature Center, Maydale Conservation Park, and Croydon Creek Nature Center. She is also a certified Maryland Master Naturalist. She lives on Belton Road.] ■

Make Your Own Suet

Ingredients:

- 1 cup rendered suet (beef fat)
- 1 cup chunky peanut butter
- 3 cups ground cornmeal
- 1/2 cup white or wheat flour

Melt the suet and peanut butter together until they are smooth and liquid. Add the cornmeal and flour, mixing well. (These ingredients will make the suet more crumbly and easier for birds to eat, as well as less messy in the yard.) Allow the mixture to cool slightly to thicken, then pour it into molds or containers to use. Refrigerate or freeze suet until it is firm and you are ready to use it. Extra suet may be kept frozen until needed.

■ *Recipe from 'The Spruce'*
 [Note: Suet may be obtained from the meat department at local grocery stores.]



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Sales in Northwood/Forest Knolls: Since January 1, 2018

ADDRESS	SALE PRICE	SELLER SUBSIDY	STYLE	BR	BA/HBA	DOM	LOT SQ FT	SUBDIVISION
505 Dennis Ave	\$799,500		Farmhouse	5	4/1	187	7,535	Northwood Knolls
104 Northwood Ave	\$686,000		Cape Cod	5	2/1	6	9,800	Northwood Park
302 Dennis Ave	\$600,000	\$18,000	Cape Cod	5	3/1	49	7,796	Northwood Park
10301 Lorain Ave	\$570,000	\$17,000	Ranch/Rambler	4	3	49	9,946	Northwood Park
506 Kerwin Rd	\$550,000		Cape Cod	5	3	8	5,500	Northwood Village
103 Snowy Owl Dr	\$520,000		Colonial	4	3/1	19	10,890	Northwood Park View
506 Kerwin Rd	\$545,900		Cape Cod	5	3	67	5,500	Northwood Village
10413 Mountain Quail Rd	\$515,000	\$4,500	Colonial	4	2/1	99	6,000	Northwood Park View
10802 Margate Rd	\$514,900		Split Level	4	2/1	37	7,166	Northwood Park View
10613 Glenwild Rd	\$490,000		Ranch/Rambler	4	2/1	42	9,269	Northwood Park View
10702 Eastwood Ave	\$479,000		Cape Cod	4	2/1	38	6,545	Northwood Village
315 Timberwood Ave	\$475,000		Cape Cod	3	2/1	14	7,260	Northwood Park
848 Loxford Ter	\$453,500		Split Level	4	2/1	29	6,402	Forest Knolls
11104 Foxglove Ln	\$459,500	\$8,785	Raised Rambler	4	2	20	8,511	Forest Knolls
10700 Lockridge Dr	\$455,000	\$13,560	Split Level	4	2	82	7,112	Northwood Park View
10600 Cavalier Dr	\$460,000		Ranch/Rambler	3	2	5	10,025	Northwood Park
402 Dennis Ave	\$457,500	\$9,500	Ranch/Rambler	3	2	38	10,095	Northwood Park
302 Belton Rd	\$448,000	\$13,380	Ranch/Rambler	4	2	34	6,936	Northwood Park
308 Belton Rd	\$448,000		Colonial	3	2/1	49	6,183	Northwood Village
409 Kerwin Rd	\$438,000		Ranch/Rambler	3	2	21	8,249	Northwood Village
201 Hannes St	\$435,000		Ranch/Rambler	5	2	1	10,859	Northwood Park View
111 Hannes St	\$420,000	\$5,750	Ranch/Rambler	4	2	69	10,156	Northwood Park View
857 Loxford Ter	\$461,000		Split Level	3	2/1	6	10,655	Forest Knolls
803 Whittington Ter	\$420,000	\$1,500	Colonial	4	2/2	17	8,550	Forest Knolls
920 Loxford Ter	\$419,000		Colonial	4	2/1	66	7,350	Forest Knolls
301 Irwin St	\$425,000		Ranch/Rambler	4	3	32	7,292	Northwood Park
10615 Lockridge Dr	\$412,500	\$900	Ranch/Rambler	4	2	28	6,209	Northwood Park View
10607 Ordway Dr	\$417,800	\$12,300	Cape Cod	4	2	116	5,853	Northwood Village
11101 Lombardy Rd	\$420,000		Ranch/Rambler	3	2	27	8,331	Northwood Park View
1118 Loxford Ter	\$390,000		Split Level	3	2	64	7,617	Forest Knolls
910 Malta Ln	\$405,000	\$8,000	Ranch/Rambler	3	2	24	6,900	Forest Knolls
1118 Caddington Ave	\$410,000	\$8,200	Split Foyer	3	3	3	8,777	Forest Knolls
205 Hannes St	\$365,000	\$10,650	Rambler	3	2	60	6,600	Northwood Park View
10608 Ordway Dr	\$396,000	\$6,000	Ranch/Rambler	3	3	47	7,481	Northwood Village
133 Kinsman View Cir	\$375,000		Colonial	3	3/1	48	1,971	Northwood Park View
10610 Lockridge Dr	\$375,000		Ranch/Rambler	5	3	216	7,440	Northwood Park View
11003 Lombardy Rd	\$395,000	\$11,500	Ranch/Rambler	4	2	13	7,704	Northwood Park View
10301 Lorain Ave	\$329,900		Ranch/Rambler	3	3	10	9,946	Northwood Park
10706 Eastwood Ave	\$333,900		Cape Cod	3	2	61	6,837	Northwood Village
313 Ladson Rd	\$308,000		Cape Cod	3	1	35	6,498	Northwood Village
11104 Foxglove Ln	\$300,000		Raised Rambler	3	2	1	8,511	Forest Knolls

Not all referenced properties are from my agent team or my broker. RETS data provided by BrightMLS is subject to change.

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Northwood Neighborhood Real-Time Report: No Log-In Required: www.ciment.com/northwood

Fighting Climate Change at Home

By Jennifer McGuire Cox

October's release of the United Nations' report on climate change highlighted the strong risk of climate crisis as early as 2040. With the lack of leadership at the federal level, it's up to individuals and communities to fill the gap to fight climate change.

Here are a few things you can do at home to help:

■ **Get a home energy audit.** Home energy audits help determine how much energy your home uses, as well as identify things you can do to make your home more energy-efficient. There are many companies that perform this work for a fee and PEPCO provides a rebate of \$100 when using a trained participating contractor. Improvements you make, such as installing energy-efficient windows and insulation, are also eligible for a federal tax credit. Don't want to pay anything? PEPCO offers a free Quick Home Energy Check-Up Program where a trained analyst will come to your house, look at your home's energy use, recommend improvements, and install energy-saving products such as LED light bulbs, faucet aerators, and power strips.

■ **Go renewable.** Installing solar panels on your roof is a great way to go renewable. For homeowners who install their own panels, while costly, a solar tax credit of 30 percent is currently available through the federal government. The State of Maryland also offers tax credits. Other companies, such as Solar City, will

install solar panels on your roof at no cost to you with the promise of lower costs for electricity than the normal rate PEPCO charges, as well as a monthly fee for leasing the panels. While you don't get the full benefit of having your own panels in terms of cost savings, it's a good option for those who don't have a lot of money to spend upfront on panels.

If you can't or don't want to install solar panels on your roof, picking a utility company that generates power from solar and wind sources is also something to consider. Homeowners are not required to use PEPCO as their electricity provider, and there are many local companies that provide such renewable energy sources.

■ **Buy ENERGY STAR appliances.** ENERGY STAR certified appliances use less energy than other similar appliances. Not only does this



A home energy audit can reveal problems such as a shrunken top plate (shown above) in an attic. These wooden boards are installed horizontally above the studs to support the rafters. When they shrink over time, they let interior heated air escape into the attic in winter.

help generate less greenhouse gas emissions, but it saves you money on your utility bills!

PEPCO and Washington Gas also provide rebates on select ENERGY STAR purchases.



Not only does ENERGY STAR certify appliances, but it also certifies building products, including roofing materials if you're in the market for a new roof.

■ **Use energy-efficient lighting.** While old-fashioned incandescent light bulbs are being phased out by the federal government, some people still use them each day. Compact fluorescent lights, or CFLs (the light bulbs that look squiggly), while slightly more expensive to buy than incandescents, last more than six times as long. LED light bulbs, which are the most expensive of the three to purchase, last 20 times as long. Not only do LCD and LED lights last longer, but they're more efficient, using only a fraction of the energy an incandescent bulb would need for the same amount of light. PEPCO often gives these bulbs away for free and discounts often exist for purchasing them.

■ **Buy a smart thermostat.** Unlike regular thermostats, "smart" thermostats learn from your behaviors and patterns, resulting in more efficient energy use over time. They do this by allowing owners to control the temperature of their home remotely, adjusting themselves based on

(CONTINUED ON PAGE 10)

Climate Change

(CONTINUED FROM PAGE 9)

current conditions inside the home, and sense when individuals are present or absent. PEPCO provides a \$100 rebate toward the purchase of a smart thermostat. If you can't buy a new thermostat, try to at least turn down the thermostat in the winter and turn it up in the summer when you're not at home to save energy.

■ **Grow less lawn, plant natives instead.** Using a gas mower emits carbon. An electric mower, while better for the environment, still uses electricity. Getting rid of part of your lawn will lower carbon emissions and energy use. What can you do with your lawn? Planting native plants is a great alternative. Not only will it attract wildlife to your yard, but native plants require less maintenance and less watering. The University of Maryland Extension and the Maryland Native Plant Society are great resources for getting started! While you're at it, think of also moving away from gas-powered leaf-blowers, trimmers, and other yard equipment and using electric options instead.

■ **Caulk any cracks.** Sealing any cracks around your home will cut down on your use of air conditioning and heating. This means less overall energy being used. An easy way to find leaks is by using a candle near suspected spots and seeing if it flickers.

■ **Use cooler temperatures when cleaning your clothes.** Using cold water to wash your clothes saves en-

2017-2018 NFCCA Budget Report

As of October 1, 2017

\$16,554.44 Total outstanding reserves
(bank accounts, PayPal)

Income

\$ 1,683.00 Dues
\$ 2,330.00 Ads
\$ 66.83 Savings interest

\$4,079.83 2017-2018 Total income

Expenses

\$ 3,063.40 Newsletter printing
\$ 100.00 Raffle prizes
\$ 185.00 Room rental
\$ 43.50 Room rental date change fee
\$ 144.09 National Night Out
\$ 72.35 Web hosting/domain name
\$ 50.62 'Good Neighbor' award
\$ 65.00 Montgomery County Civic Federation dues
\$ 29.03 Address rubber stamp
\$ 41.24 Envelopes
\$ 412.45 Welcome kit folders
\$ 36.21 Miscellaneous

\$4,242.89 2017-2018 Total Expenses

As of September 30, 2018

\$16,391.38 Total outstanding reserves
(bank accounts and PayPal)*

**The total outstanding reserve amount includes the funds maintained in a separate savings account, which totaled \$9,997.84 as of November 6, 2018. The funds in this separate account are left over from a special collection that was taken up in the mid-1980s to combat gypsy moths.*

ergy, and most laundry detergents are now made to work just as well in cold water as in hot. Likewise, drying your clothes on a cooler setting not only helps save energy but also reduces stress on your clothing, helping them last longer.

■ **Close that fireplace damper.** Have a fireplace? Make sure the damper is

closed tightly when not in use. This will stop warmed or cooled air from escaping your house and save energy.

[Jennifer McGuire Cox is a naturalist at Brookside Nature Center, Maydale Conservation Park, and Croydon Creek Nature Center. She is also a certified Maryland Master Naturalist. She lives on Belton Road.] ■



Happy Holidays

The Tamara Kucik Team wishes you all the very best this holiday season. Thank you for allowing us to serve as your residential real estate advisors and we look forward to serving you again in 2019. Stay tuned for some exciting new opportunities, like reserved inventory, that we will bring to what will surely be an exhilarating Spring market!



Cool Weather - Hot Market



Don't let the weather fool you. Winter may slow us with layered clothing and snowy roads. But the real estate market takes merely a cat nap and dives right into the Spring market, in January! In YOUR neighborhood, January 2018 year over year (YOY) sales were up 13-14% over January 2017, while March 2018 YOY sales were up only 5-7%. April 2018 YOY sales were down 7-9%! So before you settle in for your long winter's nap, whether buying, selling or both, call the Tamara Kucik Team so that you'll be ready when the market heats up!



Ranked Among "America's Best Real Estate Agents 2018" by *Real Trends* and the *Wall Street Journal*.
#1 in Silver Spring since 2008

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