



YOUR NEIGHBORHOOD

APRIL
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DID YOU KNOW THAT TREES TALK TO EACH OTHER?

A fascinating story in honor of Earth Day is the growing research into how trees are much more social beings than we ever realized. There are widening studies by forestry ecologists into the way trees communicate using networks of fungus in the ground, relaying messages to each other warning of predators, sharing nutrients with their "sick" neighbors and even forging "alliances" with different tree species.

Likened to the neural pathways in the brain or the lines of communication that form the internet, the underground fungal networks have been described variously as the "wood wide web," the "mushroom internet" or the "mycorrhizal network." Vast swathes of mycorrhizal fungus connect different trees in the forest. Trees are then able to send nutrients through these pathways to be picked up by connected trees as well as chemicals that act as "distress signals," causing their neighbors to release substances that can defend against disease or attack from predators.

Ecologist Suzanne Simard is one of the researchers delving further into these studies. During one of her studies, she witnessed a Douglas fir tree that, having been colonized by insects, sent chemicals acting as a warning to a nearby ponderosa pine tree. This caused the pine to create enzymes that would protect it against insects. In other studies, she has seen older trees sending carbon, nutrients and water to young seedlings, the same way a mother would nurture her child.

What better reason to make sure we're all doing our bit to save the trees!



WONDERING WHAT'S HAPPENING IN YOUR NEIGHBORHOOD?

Whether you're curious about prices in your area, whether it's an excellent time to sell, or just need an expert to answer your questions, I can give you the tools and offer guidance through the entire buying or selling process.

Let me know how I can help by simply giving my office a call at 703-203-0965 or 540-846-1237 to set up a time to connect.

HOW TO GO ABOUT PRICING YOUR HOME

When you are ready to sell your home, it is important to work with your real estate agent to arrive at a competitive listing price. You have an idea of what your home is worth, but it will be your agent who will help you objectively price your home.

Depend on the expertise of a real estate professional to be able to research the market and be receptive to your input. Your team effort will result in a price that will sell your home.

An agent will start by finding recent sales that are comparable to your home in age, location, square footage, amenities and number of bedrooms and baths.

Since no two homes are identical, the agent will make value adjustments to the features of the comparables (also known as comps) that differ from your home.

An average selling price will then be taken from the newly adjusted comps to help determine the estimated value of your home. Similarly, active listings will contribute to how your home is priced.

Accurate pricing can't take place without also factoring in market conditions. Take advantage of online data that breaks down sales by area.

Median sales price and the average number of days for past sales will be valuable information when deciding on the final price tag for your home.

Pricing your home to sell in a reasonable amount of time in any market is my goal as your real estate agent.

solve it!

	9							
		2	7		6		5	
		7	1			4		
	4				7		6	3
	7	3	6		5	2	1	
2	6		3				9	
		5			3	9		
	8		9		4	1		
							8	

Sudoku instructions: Complete the 9 × 9 grid so that each row, each column and each of the nine 3 × 3 boxes contains the digits 1 through 9. Contact us for the solution!

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THE *recipe* BOX

EGG MUFFIN CUPS

Serves 6

- 5 eggs
- salt and pepper to taste

Mix and match fillings:

- 1 head broccoli, cut into small florets
- chopped spinach
- finely diced onion
- finely diced bell pepper
- diced tomato
- cheddar cheese
- parmesan cheese

Preheat oven to 350°F. Grease muffin tin.

In a measuring cup, beat eggs until smooth. Set aside.

In a muffin tin, arrange the desired combination of fillings into each muffin cup. Season each with salt and pepper.

Pour eggs into each muffin cup until liquid almost reaches the top.

Bake for about 20 minutes, until set.

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Flyer

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