

Good Happenings

News & Insights from the Ron Sitrin Team

Raising the Bar for New Owners



BY RON SITRIN

Moiz and Sakera were referred to the Ron Sitrin Team by my neighbor Ai-Mei Chang (another connection made while walking my dog Hershey).

Their story was an interesting one, and a bit of a challenge too. The market was still red hot, and as buyers they had the added pressure of living out of state, not knowing the area, and having already sold their home in Indiana. The clock to buy was ticking fast.

After a few home buying trips, it became increasingly difficult for both of them to fly in on every house hunting expedition. The frustration mounted as many of the homes they liked were receiving 6-10 offers. Even if they both flew in and made an offer, there was no guarantee they would win.

Eileen, on the Ron Sitrin Team, did a lot of advance scouting for Moiz and Sakera. Eileen pre-screened a house for them that appeared to be a good fit. Moiz was already planning to be in town, and none too soon as offers were due the next day at noon.

Upon arrival, Moiz rushed to the house and had to make a big decision. Should they buy the house without Sakera getting to visit it first?

To add to the pressure, in order to win, they would need to make their offer non contingent so there was no backing out.

Ultimately, Moiz decided to go for it, wrote the offer and it was accepted.

When Sakera flew in for settlement and saw the house for the first time, fortunately for Moiz, she loved it.

But Moiz was not out of the woods yet. The sellers of the home had just celebrated their 43rd wedding Anniversary. To surprise his wife, the husband mowed a giant 43 inside a heart in the backyard. It was huge and all the neighbors could see it.

So not only did Moiz find the perfect house, he'd unwittingly set the bar pretty high for how he'd have to surprise Sakera for their anniversaries.

Fortunately he has a few months to come up with something; in the meantime there's a lot of unpacking to do. Congrats to Moiz and Sakera, and to the celebrating sellers, too!

Face to Face with The Agony of Defeat

BY RON SITRIN

If you're over a certain age and watched ABC's Wide World of Sports, you're certain to remember the opening footage of a ski jumper tumbling down the ramp as the narrator's voice proclaims "...and the agony of defeat."

It's an iconic sports clip in television history. If you would like to see it scan the QR code. You'll appreciate the throwback to sport legends of that era and the grainy TV quality pre HD.

Last month our family was traveling in Slovenia. Our tour guide asked, "Do you know who the most famous Slovenian is?" **He gave us a hint when he bellowed out "The thrill of victory..." and I finished with "and the agony of defeat!"**



He was referring to Vinko Bogataj. He is the fateful jumper that millions watched tumbling down the ski ramp, over and over, each and every week on ABC's Wide World of Sports.

I told our guide "I've seen that fall hundreds of times."

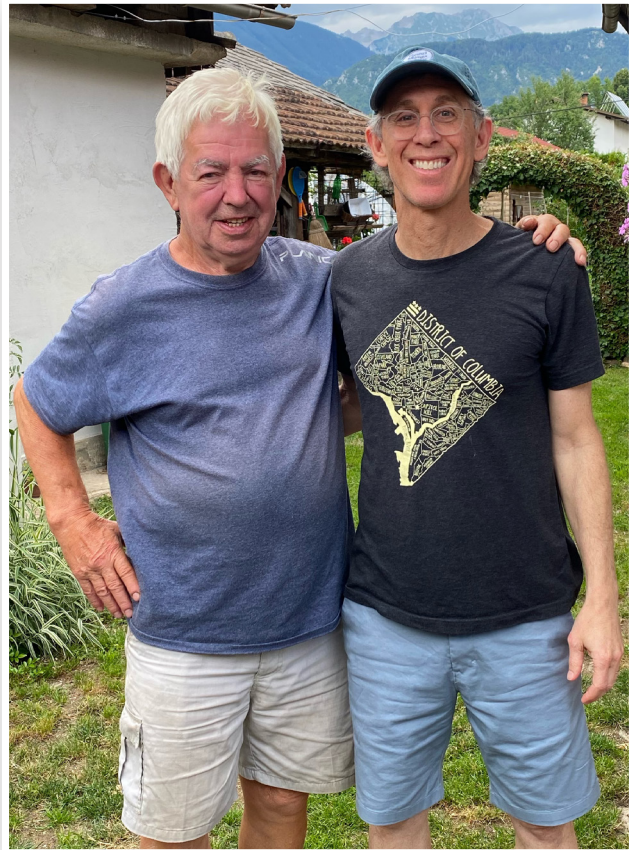
He said, "Well, he's a friend of mine, would you like to meet him?"

Next thing I know, we are in a quaint alpine village, under a grapevine pergola, meeting Vinko and his wife. They were so welcoming and broke out a bottle of wine served with cheese and crackers. I love Slovenian hospitality.

In case you're wondering, Vinko miraculously survived the fall and was ready to jump again on that same day. Thank goodness the event officials would not let him.

If Vinko had won a gold medal that day, he certainly would have enjoyed his 15 minutes of fame.

The irony is, however, ABC's opening for Wide World of Sports made him even more famous. Having seen him fall 100's of times, I wanted to meet him. Apparently so do thousands of other people. That fall made him a



Vinko and Ron. Don't worry, Ron has no plans to take up competitive ski-jumping.

celebrity and now he makes appearances all over the world. Here we are 50 years later, and he recently threw the first pitch at a Pittsburgh Pirates game and is scheduled to attend a ski jumping event in Boston.

We all have our moments in life where things don't go as planned. **This just goes to show that even after a huge fall, literally in this case, you can still have Good Things Happen.**



The Rental Market is Red Hot!

We've had a number of clients throw up their arms in frustration after looking for homes and apartments to rent this year. If you're toying with the idea buying an investment property, let's talk and explore the opportunities!

A Seed of an Idea Grows into a STEM

You likely know Jill Chessen as a part of the Ron Sitrin Team, a former real estate lawyer turned powerhouse Realtor. You probably didn't know about Jill's passion project, KID Museum.

Jill, along with her long-time friend, Cara Lesser, wanted to create an inspirational and educational environment for kids of all backgrounds.

From the germ of an idea inspired by the Maker Shop at the Children's Museum of Pittsburgh, they formulated a plan. In 2011 they started laying the groundwork and in 2014 they opened KID Museum in the basement of the Davis Library.

Since then, Jill and Cara have been busy. Cara focused on the business side, educational content, and creative aspects while Jill took on the legal details: forming a 501(3)(c), reviewing contracts and even handling bookkeeping and payroll for a short time! Along the way, they met a lot of politicians, business and community leaders, and did some serious fundraising.

Their hard work and dedication paid off. Now, nearly 10 years later, KID Museum and its 32+ employees, have just moved to its new 28,000 square foot, state of the art facility in downtown Bethesda.

KID Museum helps foster the "Minds of Makers" through creativity, problem solving, teamwork and compassion. Their aim is to help the next generation develop skills to invent a better future.



Curious learners can dabble in robotics, arts, electronics, woodworking, lighting, textiles and infinitely more.

KID welcomes a constant stream of field trips from area schools, runs immersive summer camps, hosts inspiring community speakers and is open to the public on Sundays. KID is constantly expanding its reach by providing a mix of school-day and out-of-school time programs for youth and educators across the Region. They have made it a priority to include underserved communities and traditionally marginalized populations.

You can learn more about the programs offered at KID Museum and opportunities to get involved by visiting www.kid-museum.com.

Above: Jill speaks at the 2022 opening of KID Museum's new space at 3 Bethesda Metro Center. Far left: Jill and Cara, co-founders. Immediate left: Maryland Representative Jamie Raskin visits KID Museum Bethesda location.





THE **RON SITRIN** TEAM

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Today's Buyer Psychology:



9

Average number of houses a buyer looks at before purchasing¹



80%

Prefer move in ready homes vs. fixer-uppers²

81%

Value location over size³



44%

Plan to spend 16 years or more in their new home⁴

42%

Of buyers see real estate as a better investment than stocks⁵



Sources: National Association of Realtors (1,4,5), Coldwell Banker (2,3).

Good Happenings

Good Happenings is a look at market trends, Ron Sitrin Team insights, great stories and good things we want to share with you. All content and information shared is approved by the clients. Ron's made a lot of friends on the journey from start-up to market leader – Can we help you buy or sell a property? Give us a call today!

The Ron Sitrin Team

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Have a question, story idea or comment? Give us a shout!

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