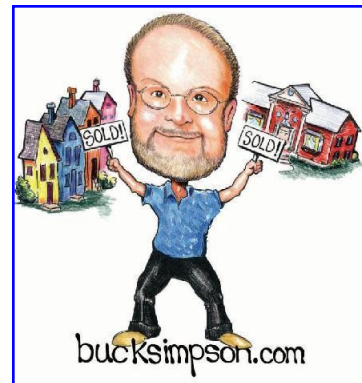




Buck Simpson ENTERPRISES



"Working Today... For Your Tomorrow"

2013 and recap of 2012

The 2012 real estate market had some very good months. Towards the end of December we had an overall price increase for homes in the Washington DC Metro area of about 14%. Some places were more, some were less. Homes are taking less time to sell & are selling for about 98% of list price. Appraisals are coming in better. The main problem right now is home inventory is so low. Back in the day we had maybe 14,000 homes on the market. Last week it was about 3,500. That includes everything for sale from McMansions to trailer homes. The good part is that interest rates are still quite low & are stable for the most part. I don't see this changing for about at least a year. The housing market is getting another foothold & raising the rates would kill that in a heartbeat. The banking industry/mortgage companies are looking at "vanilla loans" for the most part. Lending is tight. Really tight. However, there are a few places that are giving loans to folks that deserve them & some still have very low down payment programs. If you are a renter & looking to stay in the area I suggest you let me give you a few names of mortgage companies. You can probably buy for what you are paying in rent. Speaking of rentals, the rental market is zooming! For example, homes that were renting for 1300 are now going for 1500 - 1800. The time on the market is a day or two. I do have a lot of homes I take care of & a lot of them, even with the increase have renewed their lease. The "flood" of foreclosures did not materialize as the banks are letting them trickle in. This keeps the prices stable & the communities don't look like a property fire sale. That is good. I do have a couple of homes that are coming on the market in the Spring. Very nice single family homes. They should go quickly. If you are looking or want to know about them ASAP then my Twitter & Facebook accounts are where I announce them before they hit the market. Sales of new construction homes dropped sharply as home buyers bought more existing homes. The Realtor Association is claiming that 2013 is the year we will get back on our feet & 2015 should be back to normal. Long time but it is coming. I cannot wait, believe you me!!

The opinions and or viewpoints described in or written about in this newsletter are the thoughts and opinions of me, Buck Simpson. I do not endorse anyone to follow any ideas or directions contained in this newsletter. At anytime, you may email, text or call me to have your name removed from my mailing list. I will do so immediately. And then I will write about you. Just kidding... Thank you.



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If you know of anyone looking to buy or sell real estate, please have them call or email me. Or, give me their name and number and I will contact them. I will take good care of them, just like I did for you. Thanks!!

**Buck Simpson
(703) 314-7105**

Visit www.bucksimpson.com for info on the market, articles and cool stuff!!!

Please disregard this flyer if your home is currently on the real estate market or you are working with a Realtor®. This is not intended to be a solicitation for your business.

3.70 320 332 3.98

What did these numbers mean? You had to keep in mind that I Google these contests to make sure they cannot be found on Google. If I had added the next decimal place they would have come up. Only 2 people got it. These are the NHRA National records for speed and elapsed time for the Top Fuel Dragsters and Funny Cars. Thanks to Tim S. who in record time got the answer to me. He gets the \$25 Jersey Mikes card. He also told me to donate the winnings to The National Cancer Research Fund which I did.

Thank you Tim!

The NHRA season starts off on February 14th in Pomona California. Happy day for me as it is my birthday AND racin' starts!! WOO HOO!! I wish I could be there. Definitely on the "Bucket List" as is driving one of those cars. Closest I have come is to be sitting in Bunny's car to warm it up in the pits. Nothing like sitting on 3500 horsepower!! ESPN2 on February 17th at 7:30 I think is where you can watch it. Visit www.nhra.com for more details and fun racin' stuff.

Good Eats!!

Sorry Alton. There are 2 new places in town. Ford's Fish Shack of Ashburn has opened a new location where Vintage 51 (gross) used to be by Home Depot in South Riding. Super yummy. The little corn muffin things are out of this world. Second is Bon Chon Chicken, a Korean fried chicken place. I have not tried it but will and the Yelp reviews are great. Service seems to be a problem at times but everyone agrees: no better fried chicken around. I guess Popeye's is getting a run for it's money. If you do not use Yelp or have a Yelp account it is free. Super useful too. Check them out. You can rate anything on there even me! Search for Buck Simpson Enterprises.



Got A New One

Found a new electrician on Angie's List. Very good ratings! Emailed them while on a home inspection and they emailed back WITHIN minutes! WOW! Got an estimate within an hour. Add this name and number to your contractor list. Absolute Electric. Cole is the main person. . They have 8 trucks running around and can get to your electrical project within a reasonable time frame. Looking forward to using them. Tell them I sent you...

571-244-4268 www.absolute-electric.net

Social media... Right. Anyway, I am on Facebook. Search for Buck Simpson and friend me and you can get real estate info whenever you want it. I have tried to find some of you clients out there and there are WAY too many similar names. @buckster1320 is my TWITTER feed. I get a bit more ranty on that one. I try to stay current with rates and sales for the area on Twitter so that is good information most of the time.

Nuff Said...

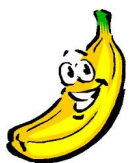


Even More...

For those of you that have a deep fat fryer, or do a lot of frying and have vegetable, peanut or whatever oil to dispose of, DO NOT put it in the sink drain. Bad dog... This really messes up the environment and can be reused. I collect mine in the old oil gallon bottles and save it until I have a few. Then I take it to a restaurant I am friends with and they take it to their disposal container. Then, Valley Proteins comes and takes it from the storage container. They take it and make fuel for diesel cars and trucks. A great way to help and to recycle even more. Yes, I am a fanatic on this recycle stuff. I am called the **"recycle police"** at my house!

New Contest

Why is the banana America's favorite fruit? I don't care if it is a fruit or vegetable. Not pertinent to the answer. I need a specific answer. First one in via email, text or call wins \$25 card to Santini's.



Park Da' Cah...

After talking with some insurance people I found out that there are a lot of claims for side mirrors getting smacked in parking lots and when parking on the street. Since most mirrors on newer cars swivel, here is a tip. After parking on the street or in a tight parking spot, turn the mirrors in towards the door. That way they are closer to the car and out of the way of errant drivers. Could save you a mirror or two. Don't forget to push them back out before starting to drive again.

Stale Soda

Yep, that is what I found. Went to drink a Diet Pepsi the other day and thought, this doesn't taste right. Thought maybe it had gotten warm and then I put it back in the frig. Actually, when I looked at the box it came in the expiration date was about a year ago. Most soda boxes have an expiration date on them. Was at my favorite store the other day and checked when I bought the 12 pack box. Yep, right on the end it had the date of Feb 1 13. So basically it would expire in a few days. If you stock up make sure you know you will drink them before that date. Some packages do not have a clear date and are coded so you may have to check the website to see what it means. The box under the Feb 1 13 was April 5 13. So you can take the lower one as most stores do keep the stock moving. The soda or pop as it is known elsewhere (and you know who I mean) is also less fizzy after the date. You can usually go a few weeks if kept cold but by checking the expiration dates you are assured of good tasting soda. For some of the 6 packs with the plastic holders, some drinks have the expiration date stamped on them. Check and see as well. Just another great tip from The Buckster!



How's Your Body Looking?

Yes this is a ploy to get you into Hometown Auto Care. My son-in-law's auto repair shop is now doing body repair and painting. Got that ding in the door? Someone back into you? Take the car to Hometown Auto Care and see what they can do for you. Friend them on Facebook too! For large repairs on your car they also have a deal with Enterprise Rental to get you where you need to go if your car needs an extended stay. Hometown Auto Care also has a great new USA wide warranty policy. Good anywhere in America. See their website at this great site: www.HometownAutoCare.com. Just tell them Pop Pop sent you!

PTA "Bucks"

I have a great new program for helping your kids and their PTA's. All the info is on my site www.bucksimpson.com. If your child's PTA has an upcoming event and would like some financial assistance then please let me know. I am currently working with 5 PTA's now but can always help more. I feel this is a great way to put back a little into the community. Basically I can give a donation to the PTA, advertise in their newsletter or event program and when anyone of the families use me for a real estate transaction, then I can donate a larger amount to the PTA of their choice. Yes, it is a way for me to get more business but it also helps the PTA and the community. It is like the work I do for Rock and Wrap It Up, the program for picking up the leftover foods from JiffyLube Live concerts, Wolf Trap, the Patriot Center, etc. The food is then taken to homeless shelters. Paying it forward is a good thing. Let me know if I can help with your school's PTA!

Recycling Continued

I talked with the main guy at Republic Waste (AAA) and he said that there are a number of companies that advertise they do more recycling than other companies. Wrong. They all take everything to Waste Management in Lorton. Everything is a "single stream" recycling meaning everything goes into one truck and the plant separates it all. A few items that I didn't know about. Chinese food containers? NO!! The little metal handles really mess up the equipment. They also have grease on the containers so that will not work either. Pizza boxes? Yes. If they are not stained with grease or have cheese stuck on them. Super recycler like me? Rip the top of the box that is clean off and recycle that, not the greasy bottom. Also, if you call AAA or Republic, they are a lot cheaper than most companies. Tell them I sent you. They will not know me but they may ask for my address. Tell them I don't want the \$25 credit but you would like it. May work who knows? www.republicservices.com
Going to the dry cleaners? Have all those stinkin' hangers laying around? Take them. Yes, you can recycle them too! Got old stuff hanging around and want to get rid of it? Recycle on craigslist. If you can't sell it just put it for free. Pay it forward right? Have any other recycle ideas let me know and I will pass them along.

Help Me Help Them

When traveling keep in mind I still collect those shampoo, conditioner bottles and soaps from the hotels. Clean them out for me. Call and I can pick them up when you have a bunch. Rock & Wrap It Up is who I volunteer with and I help pick up leftover food from concerts and such. Having an office lunch? Business dinner? Have a tons of stuff left over or a couple of trays of food left? Call me and I can arrange to pick it up and take it to the shelter. Your business can get a tax write off as well. Please let me know far enough in advance so that the food can be picked up and taken directly to the shelter. I cannot store anything. R&WIU is covered by the Good Samaritan law so there is NO liability on your part. Help out in your community! We have shelters in Loudoun, Fairfax, Manassas, Falls Church and Reston. Usually the closest one gets the pick up. Again, many thanks and keep in mind, your leftovers can make a difference, one meal at a time. Visit www.RockandWrapItUp.org to see more.

VIP Referral Program

I have a new program that will reward folks like you, my loyal and fabulous clients for giving me a referral. In the past I have sent gift cards, movie tickets, etc. However, I feel like there should be something in place that is better, more desirable and easier. So, with that in mind, here goes!

With every person you refer you will receive points. These points accrue and the total or part of the total can be redeemed for prizes. These prizes range from small gift cards to a week in the Outer Banks, San Francisco or Las Vegas! Lodging is taken care of but you get there on your own. Restaurant gift cards, shopping trips, wine tasting excursions complete with driver and van... Just a sample of what I can do for you. If you go to my website, www.bucksimpson.com there is a button on the left that will take you to the information page. Take a look and let me know what you think. As with you, I will take very good care of your referrals and work with them to make their real estate project a reality.

Thanks so much to my fabulous clients, friends and family.

Lap It Up!

I know some of you don't like this kind of fish so you can use something else. I use Tilapia (get it.. Ti LAP ia) and it works well.

- 4 Tilapia filets
- 1 clove of garlic
- 1 shallot
- 1 tsp butter
- 1/4 cup dry white wine
- 1/4 cup low sodium chicken stock
- Fresh lemon
- Capers
- Salt and pepper



Take 1 filet of tilapia per person and season with salt and pepper. Add olive oil to a frying pan and sauté the fish lightly, barely cooking it. Then remove and place in a heated oven at very low (170) oven. Do not clean pan. Add 1 tsp of butter. As it is melting add 1 clove finely minced garlic, 1 tsp finely minced shallot (or onion). Saute for 1 minute until lightly warmed. Add 1/4 cup dry white wine and 1/4 cup chicken broth. I use the low sodium kind. Simmer until reduced to about half. Add juice of 1/2 fresh lemon or 1/2 tsp lemon juice. Fresh is better... Simmer for 1 minute covered. Add 2 TBS of capers, drained. Simmer for about a minute. Correct seasoning if need be. Then place fish lightly on top and cover again. Simmer for 1 minute more and turn off heat. Let sit for 3 minutes and place fish over rice. Spoon sauce over fish and rice. Garnish with fresh parsley or sliced scallion.

Now, variations: You can add a tsp of Old Bay spice to "crab it up" or add a few shrimp, crayfish or scallops to make it a doozy of a dish. A little hot sauce works too. Enjoy!