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SATURDAY, APRIL 29, 2023

## 'Very different landscapes':

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**PULL-IN BUYERS** 

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# Homes Pulled From Listings Pull-In Buyers

BY MARILYN KENNEDY MELIA | CTW FEATURES

With a shortage of homes for sale in most markets, serious buyers keep a constant watch on the latest new listings.

But sometimes, the right home could have been listed months ago, and the discouraged seller "delists," or takes it off the market.

The chances that a seller will welcome a buyer after he's stepped away from the pressures of keeping his home showing-ready depend on many factors, including "the owner's willingness to sell, the buyer's approach and the attractiveness of the offer," says Joy Aumann, co-founder of JoyLuxurySoCalRealty in La Jolla, CA.

#### **History Lessons**

The first step, though, is for a buyer and his agent to dig-up information. "Agents can access public records and disclosures, which may provide details such as the property's ownership history, previous sale prices, tax

assessments and any recorded liens," says Aumann.

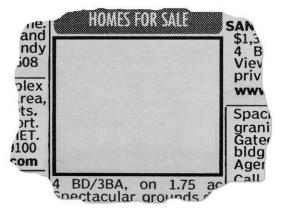
#### **Fair Price**

Given that home prices spiked during the pandemic years and in many markets have now dropped somewhat, "It's not uncommon for sellers to delist their property if they initially set an unrealistically high price and were unable to secure a sale," says Eric Bramlett of Austin, TX- based Bramlett Residential.

"In these situations, sellers may still be motivated to move," Bramlett adds. But, "both the buyer and the seller should have a clear understanding of the property's value."

#### **Usual Procedures**

Although a buyer made the initial contact and possibly even a price offer, it doesn't mean that all that's needed is for both parties to close on the sale. "I advise the owner of the delisted home of all the regulations



and requirement for selling in the local area, including advising them of any further assessments or inspections necessary," shares Bramlett.

#### **Worth Trying**

No telling whether a homeowner will be receptive to selling, of course. But armed with data and also "asking the seller why they pulled their property off the market will open up a conversation about what their needs are," says Ron Resha of Coldwell Banker, Canton MA.

"You can reassess what their needs are, and what you can offer that may be different," Resha concludes.

### The art of pricing real estate

BY PETER G. MILLER | CTW FEATURES

**Question:** Do we price our home based on the latest sales, or something a little higher so we have negotiating room? have sold for \$500,000 and the other may have been sold for \$500,000 plus cost of a new roof, HVAC repair, and

Answer: Pricing real estate is part data, part art and part magic. Even when two appraisers look at the same property the estimate values are likely to be different. The marketing approach that might be sensible in one place may produce anything but a quick sale in another.

The place to start is with a good understanding of the local market. Comps – recent and nearby sales reported in public records – can certainly help, but they often lack the very information you want.

For example, if two homes sell for \$500,000 it does not mean both owners get the same check at closing. One may

have sold for \$500,000 and the other may have been sold for \$500,000 plus the cost of a new roof, HVAC repair, and new carpets. While the comps list the same price for both properties, the value of each transaction is different.

Thus, while comps have value, it's also important to visit open houses when possible. What you'll see is that no two homes are alike. They vary in terms of such things as location, condition, decor, appliances, traffic, etc. It's a good idea to keep notes for each property you see, including what made each home attractive and what you might want to avoid for marketing purposes.

While at open houses it's a good time to speak with the agents you meet. Ask about market trends, the latest sales, neighborhood news and current financing. As we've seen during the past year,

rising interest rates reduce sales activity and that can give buyers more leverage.

Alternatively, maybe there are fewer sales because of limited inventory. A market where there isn't much to buy surely helps owners.

One useful measure of local real estate activity is to ask how many days homes have been on the market and how that figure compares with a year ago. In general, if days on the market (DOM) are significantly higher, buyers are favored, if the DOM is falling then sellers have an edge.

Always take a look at systems and appliances, things that can wear out over time. The latest and greatest items are usually in demand, especially if there is remaining warranty coverage that can be transferred to a new owner.

You'll want to speak with local real

ASK THE EXPERT

estate brokers, surely more than one. Each will have a listing presentation that includes a comparative market analysis (CMA). While it may be flattering to get a high CMA, if you speak with several brokers and one has an especially high or low CMA you might wonder if such a valuation is realistic.

Lastly, don't forget about the part art and part magic aspects of the process. The broker you pick will be representing your interests in the marketplace. You want someone with a combination of experience and competition, but salesmanship is also important. Think about the open houses you've visited, and which stood out because of good presentation.



Question for the Expert?
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#### **PROPERTY TRANSFERS**

The following is a list of more real estate parcels valued at \$150,000 or more that have been transferred in the past few months in Richmond and surrounding areas.

To our readers: Caroline and Louisa listings will not be included until further notice.

#### **RICHMOND**

- 2 N 1st St: Trushell Charles and Diana A to Bailey Derrick, \$450,000.
- 1106 N 24th St; Tucker William A to Pettis John Power Jr, \$270,000.
- 9 N 25th St U19; Rodrian Alicia J to Gardner Freddie T, \$330,000.
- 803 N 27th St; Monroe Thomas and Kristen to Bergeron Julie Rene &, \$470,000
- 610 W 29th St; Hobgood Judith E Life Estate to Johnson Elizabeth Jade And, \$450,000.
- 1605 N 31st St; Better Housing Coalition to Clark Shronda, \$230,000.
- 602 N 35th St: Hall Octavia L to Pulley Evan L And, \$465,000.
- 2608 5th Ave; Solodar Properties Llc to Johnson Jasmin V, \$220,000.
- 3119 Amanda Dr: Inge Capital Contractors Inc & to Delcid Lestter J Murillo &, \$245,000.
- 2100 Bainbridge St: Feldman G lii Investments LIc to 2100 Bainbridge Ltc. \$400,000
- 5240 Bemiss Road; Dogwood Home Builders Llc to Warren Megan Elizabeth And, \$450,000.
- 3325 Blithewood Dr; Hane Matt and Hane Amanda to Chubb Brogan Stefan, \$550,000.
- 2000 Broad Rock Blvd: Halcomb Joyce to Truslow Kevin P And, \$240,000.
- 4811 Bromley Lane; Cheung Jonathan Y to Ho Cher Wei Paul And. \$522,000.
- 1611 W Cary St; Ang Hansion & Mita Magdalena & to Flores Florisa A and Kurt R, \$400,000.
- 5414 Cary Street Road; Schaeufele John M & Barbara to Lester Nancy S and Lee G, \$1,050,000.
- 4229 Chamberlayne Ave; Martin Mary F to Hysell Antonia, \$150,000.
- 411 Chimborazo Blvd; Wise Robert H and Caitlin C to Hall Charles Y And, \$550,000.
- 610 Circlewood Dr; Kozlowski John T and Bree T to Neighbour Jesse, \$305,000.
- 814-1/2 W Clay St; Lyon Peter and Sarah to Coram Joseph R And, \$360,000
- 3230 Cliff Ave: 3230 Cliff Ave Trust to Plemons Lauren K, \$245,500.
- 9471 Creek Summit Cir;
- Moneymaker Properties Llc to Boyle Susan H and Hicks David E, \$569,000.
- 3110 Darnley Dr; Torrice Joseph H and Dorianne D to Schumaker Mark and Heather, \$508,000.

- 3908 Decatur St; Quality General Construction to Fleming Arthur L Jr. \$215,000
- 1108 Dinneen St; Moore Street Properties LIc to Carver Homes LIc, \$1,400,000.
- 10511 Durvea Dr: Armentrout Janet A to Pickels Julie Mathers, \$352,500.
- 6541 Everglades Dr; Jahnke Investments LIc to Rat Holding LIc. \$200,000.
- 4621 Fitzhugh Ave: Rose Richard L & Kathleen M & to Capone Andrew, \$400,000.
- 910 Forest View Dr; Heins Julie Michelle to Wingold Dillon, \$270,000.
- 612 W Franklin St U1e: Royall Pamela K to Scott Gerald W, \$425,000.
- 1813 German School Road; NVR Inc to Mcmahon Josie And. \$483,440.
- 1140 W Grace St; Boatwright Investments LIc to 1140 W Grace St Llc, \$3,300,000.
- 4203 W Grace St: Xpress Property Management Llc to Rice Colin D and Jenna Chaney, \$650,000.
- 2700 Grantwood Road; Ramirez Enrique Jr to Aramin Heba and Mohammed, \$429,950.
- 1514 Grove Ave; Szafranski Mark to Wiseman Benjamin, \$1,250,000.
- 101 Gun Club Road; Kaspar Matthew and Cristin to Miller Bahnsen and Jennifer B, \$1,355,000.
- 4401 Hanover Ave; Crenshaw Gordan R and Hannah I to Patrone Michael Vincent And, \$740,000.
- 1808 Harwood St; Virginia Realty Investments LIc to Garcia Glendy Iracema Dubon, \$181,000.
- 605 Hazelhurst Ave; Ashtin Properties Llc to Op Properties Llc,
- 803 Holly St; Yuth Hean and Ravv to Choe Heather Heechong And, \$349.950
- 2902 Idlewood Ave; 2902 Idlewood Avenue Llc & to 2902 Idlewood Llc. \$1.250.000
- 3227 Kensington Ave; Mccalla John Patrick to Mccalla Sean and Amanda. \$600,000.
- **5909 Kensington Ave**; Valentine Robert B to Betts Eleanor Windsor, \$637.000.
- 6524 Kinns Road; NVR Inc to Barnes Peter S and Marilyn J D, \$489,245.
- 257 E Ladies Mile Road; Trek Properties Llc to Simonelli Andrea. \$255,000
- 4627 Leonard Pkwy; Burgner John W lii to Scott Charles Robert And,
- 1137 S Lombardy St; Washington Crystal M to Taylor Michelle Marie, \$170,480.
- 1205 E Main St U4f-E; Evans Travis Alexander to Zeithaml Kevin C And, \$435,000
- 2931 W Marshall St; N Chasen & Son Incorporated to Csra Opportunity Zone Fund Vii, \$3,586,800.
- 3117 Meadow Bridge Road; Six Points Llc to Meadowbridge Investment Llc, \$1,350,000.

- 4719 Monument Ave; Azzo Alexander M to Rose Richard L & Kathleen M &, \$516,000.
- 2116 Newbourne St; Fitzpatricks Home Improvement to Williams Jessica, \$250,000.
- 321 Oak Glen St; Jones Britney S to Walker Genevieve M, \$250,000.
- 2116 Old Manchester St; NVR Inc to Mooney Erin Catalina And, \$399,295. 1705 Park Ave: Hoekstra Robert
- M to Chernicoff David Ezra And. \$1.326.000.
- 4607 Park Ave; Spears Richard F Jr to Spacht Elizabeth Anne And, \$482.500.
- 3121 Patterson Ave: Hirschler David S lii to Gausemel Jamie L and Megan A. \$745,000.
- 3105 Patterson Ave U11; Livingston Sonja A to Lieberman Ryan, \$240.000.
- 501 S Pine St; Cook Roy V to Fever Dreams Llc, \$900,000.
- 2017 R St; Cc Richmond li Lp to Solomon James R and Lashav J. \$345,000
- 21 Rodman Road; Throckmorton Family Irrevoc to 21 Throckmorton Heights Trust, \$165,000.
- 1710 Seddon Road; Miller Jennifer A to Maurer Marlena C Skee, \$332,000.
- 3203 Semmes Ave; Deibel William Shane to Watt William J Jr, \$480,000.
- 204 N Shields Ave; Perecko Lawrence M to Kafantaris Kristina And. \$680,000.
- 16 S Stafford Ave; Winter Scott and Lindsey A to Snidow Robert, \$570,700.
- 6406 Stuart Ave; Adamson V Cassel lii to 6406 Stuart Llc, \$319,000.
- 5215 Sylvan Road; Adkins Jason D and Louisa K to Overfelt Jacob F and Mary D. \$567,000.
- 711 Tiber Lane; Donofrio David J Jr to Tiber Lane Properties Llc. \$1,067,000.
- 2301 Venable St: Maggie Walker Community to Stroble Jarneshia Yvette, \$190,000
- 2107 Warwick Ave; 39 Forever Llc to Valentine Angela B, \$160,000.
- 1350 Westwood Ave U307: Kenny Brian and Sarah to Bibb Monty Rae. \$365,000.
- 2809 Windsorview Dr; Fox Mary R to Schaefer Shari and King Hilary, \$292,000.
- 1523 Yeardley Dr; Huntington Sarah Abigail to Wheeler Dillon J and Randy R, \$393,000.

#### **HENRICO**

- 2745 Acadia Dr Ua, Henrico; Stanley Martin Homes Llc to Hesson Ryleigh, \$326,734.
- 2313 Adelphi Rd, Henrico; Childress Thomas Johnson III to Americas Dream Holdings Llc P S 2, \$270,000.
- 4941 Amberwell PI, Glen Allen; Farrar Mary D and Gregory N Trustees to Lynn James D and Arden E Clark, \$706,000.
- 5615 Annette Dr. Sandston: Garv William F lii to Douglas Earl Lewis, \$160,000.
- 1720 Ashcliff Way, Henrico; Chickvary Sarah J to Phouthakhanty Nikone, \$385,000.

- 800 Baldwin Rd, Henrico; Amato Vincent S and Louise C to Hill Justin John and Rachel, \$820,000.
- 8202 Beagle Dr, Henrico; Jackson Laura M to Currier Sara Yeatman, \$335,500
- 5412 Bennett Ln. Glen Allen: Guzman Terence C and Lindy L Vest to Awad Amireh Nasser, \$722,250.
- 12104 Blairmont Ct, Glen Allen; Huang Jesse and Tsu Yin Chen to Moore Joseph S and Brittany R, \$939.777
- 5800 Bradington Dr, Glen Allen; Blackwell William H to Madison Michael Andrew and Staci Nicole, \$575.000.
- 6048 Brentmoor Dr, Glen Allen; Salimi Saeed and Fatemeh Davari to Bowers Andrew B and Anastasia V Georges, \$690,000.
- 4309 Broad Hill Dr Ua. Henrico: Cain Cooper D to Gupta Gauray and Shilpi. \$390,000.
- 2307 Brookwater Dr, Henrico; Skakandy Victor L and Helen to Hasanovic Vahid and Saha. \$555,000.
- 9105 Burkhart Dr, Henrico; Ingram Sean C to Ludlow Michele Lee and Scott Marshall, \$365,000.
- 9730 Candace Ter. Glen Allen: Hinnebusch Jeremy M and Lauren R to Shuparsky Victor M and Zhanna M Shuparska, \$237,000.
- 8182 Carriage Homes Dr. Henrico: Townhomes At Parham Place Llc to Tubungbanua Victor, \$411,900.
- 100 N Cedar Ave, Henrico; Erawha LIc to Villalobos Olger Rumualdo, \$195,000.
- 1856 Cedar Hollow Ct, Henrico; Wawira Madrine and Elizabeth W Macharia to Pearson John W and Robert F Villegas, \$255,000.
- 10740 Chase Grove Ln. Glen Allen: Staples Mill Investments Llc to NVR Inc, \$157,500.
- 3805 Clarendon Crescent PI, Henrico; NVR Inc to George Alexis Alyssa and Tyler Freeman, \$462,150.
- 8211 Colebrook Rd, Henrico; Scheuer David to Were Douglas. \$300,000.
- 1305 Condover Rd, Henrico: Whitaker Shirley J Estate to Leahy Megan C and Jeremy Lee Dutra, \$289,000.
- 6804 Cornelius Ct, Henrico; Eastwood Homes Of Richmond Llc to Neal Ronnie D Jr and Arainau, \$460,645.
- 1806 Court St, Henrico; Cochran Benjamin J to R W Realty and Innovations Llc, \$258,000.
- 12321 Creek Mill Pl. Glen Allen: Faett Frederick M and D G to Ahmed Hasnain, \$560,000.
- 508 Dakar Dr. Sandston; Laird Cherokee R and Michael T to Abbott Jonathan and Ashley L Cullingsworth, \$198,225
- 1727 Debbie Ln, Henrico; Vector Homes Llc to Farmer Nathan, \$298.550.
- 5703 Dendron Dr. Henrico: 1-11 Real Estate Solutions Llc to Williams Raymeka Andreia, \$240,000.
- 8006 Discovery Dr, Henrico; Branch Banking and Trust Company to 8006 Discovery Llc, \$5,250,000.

- 4014 Dominion Townes Cir, Henrico; Austin Adam D and Kristi T to Jarrett Jalvn T. \$270,000.
- 9107 Dunncroft Dr, Glen Allen; Marshall George E lii and Charlotte Sandy to Zich Kevin and Poonum Bharal, \$330,000.
- 609 Eking Green Dr, Glen Allen; Stanley Martin Homes Llc to Srivastava Ankit, \$379,918.
- 13420 Elwell Ln. Henrico: Bermingham Kevin J and Barbara to Charles Jean G and Karen A Isaacs, \$1.040.000.
- 4244 English Holly Cir, Henrico; Fields Jewel B to Benckert Katherine Winslow, \$390,200.
- 10549 Farm Meadow Dr. Glen Allen: Hagez Nader T to Soodani Mohaned Al and Alyaa Al, \$515,000.
- 7828 Fitzgerald Ct, Henrico; Locker Christopher M to Harvey Isaiah Malcolm, \$225,000.
- 1415 Fort Hill Dr, Henrico; Gormus Wayne E to Craddock Tracy G and Cayce G Jr, \$200,000.
- 1712 Foxcreek Cir. Henrico: Kirlow Corporation to Lanier-Wood Elizabeth and Mark Wood Et Al. \$260,000.
- 3102 Friars Walk Ln, Glen Allen; Burress Matthew G and Jackie L Hartig to Bailey Jonathan and Julie C Jackson-Bailey, \$352,500.
- 9503 Gardenia Dr. Henrico; Gaines Elizabeth D to Figueroa Roberto Hercules, \$290,000.
- 402 Geese Lndg, Glen Allen; Brooks Kevin to Byrne Sean Patrick, \$540,000.
- 24 Glenbrooke Cir E, Henrico; Beazley Wyatt S Iv and Tenley F to Stewart Wells Iii and Anne Louise Trustees, \$1,925,000.
- 6808 Glenwood St, Henrico; Ezzell Angela Healey to Burgmeier Andrew, \$330,000.
- 6901 Greendale Rd. Henrico: Shannon Properties Llc to White Patricia L, \$266,750.
- 6310 Habersham Dr. Henrico: Harris Aaron and Jennifer to Cooper Danielle Flax and Shawn Maurice, \$290,000
- 10851 Harvest Mill PI, Glen Allen; Lifestyle Bldrs and Dev Inc to Locatelli John D and Lynda Marie, \$772,344.
- 12501 Heather Grove Rd, Glen Allen; Carter Richard F Jr and Dawn S to Craven Jack Michael and Lindsay S Holtz, \$1,000,000.
- 1195 Herman St, Henrico; Tolbert Steven James to Clann Michael L and Ashley B, \$333,000.
- 5422 Hickory Place Way, Glen Allen; Scherrer Christine O to Liu Stanley J K and Chiao Yen Yu, \$540,000.
- 6917 Holland St, Henrico; Choice Living Llc to Lam Hung, \$255,000. 6800 Hominy Ct, Henrico; Eastwood
- Homes Of Richmond Llc to Johnson Michael Anthony Jr, \$469,315. 108 Huntsman Rd, Sandston;
- Erawha Llc to Davis Kelly M, \$240,000.
- 210 Jackson Ave, Sandston; Mcclung Shawn Patrick and Jessica Marie to White Tracey R, \$275,000.
- 3100 Kenbridge St, Henrico; Pack Ruth A to Moushev Evan Dean. \$229,000.

- 9701 Kingscroft Dr, Glen Allen; Osborne Mason E and Caitlin R to Tran Long Kim and Lan Ai Vuong, \$586,500.
- 2405 Lake Loreine Ln, Henrico; Hudson James Timothy and Tanya Minto to Roberts Sallie A and Raymond R, \$1,450,000.
- 2501 Lauderdale Dr. Henrico: Kovar Jan Pavel and Jan to Toledo Da Costa Azanias and Gisele P.T.C. \$280,000.
- 1809 Leslie Ct, Henrico; Barrett-Larimore Rita L Et Al to Newrez Llc, \$201.218.
- 9395 London Tower Ct U0603. Glen Allen: Sperber Nathan and Lorraine to Brogan Ed and Karen, \$205,000.
- 10609 Lumberjack Ct, Glen Allen; Deboard Jacob A to English Cristen, \$385,000.
- 9233 Magellan Pkwy Ua, Glen Allen; Stanley Martin Homes Llc to Balakrishnan Gokul Vinoth Kumar, \$296.201.
- 3496 Manor Grove Cir, Glen Allen; Arnold Frances N Trustee to Wagner David W and Shirley B, \$580,000.
- 8802 Mapleton Rd. Henrico: Cheslock Joseph M and Barbara S Lustig to Waldron Richard, \$309,500.
- 2466 Marions Ln, Glen Allen; Cameron Christopher P and Maria Liza A to Patel Vipul R and Roshni, \$370,000.
- 11924 Meadow Ridge Ter, Glen Allen; Smiley Jeffrery A to Xin Wenjun and Hengbei Zhao, \$670,000. 6200 N Midview Rd, Henrico; Dk
- Express Llc to Midview Realty Llc, \$160,000. 6609 Monument Ave, Henrico; Finch Patrick Stephen and Brittany to Abretski Joseph Michael and Maxine,
- \$465,000. 557 N Mullens Ln, Henrico; Jackson Paul T to Walker Dquan S and Alexus
- M. \$280.000. 5904 New Osborne Tpke, Henrico; Lawson Jacob to Sokol Laura,
- \$228,000. 8412 O'connor Ct UO9, Henrico; Byrnes Michael to Vu Tommy M, \$150,000.
- 5265 Old Main St, Henrico; Oswald Stephen M lii and Denise Marchetti to Thorburn Brittany and Samuel Strader, \$600,000.
- Chenxi and Liangbi Zhu to Lomaka Lauren. \$536.600. 5205 Orinda Dr, Henrico; Patina Property Group Llc to Smith Brennan

5329 Old Main St Ub, Henrico; Song

\$275,000. 507 Park Ave, Henrico; Ing Properties LIc to Sfr Acquisitions 3

Christopher and E S Plowman,

- Llc. \$200.000. 2605 Parkside Ave, Henrico; Snellings Sarah H to Pratt-Proctor Mary Cathryn Rose, \$260,000.
- 1118 Penobscot Rd, Henrico; Smith Emmett E Jr to Forkins Joseph and Eliza. \$255.121.
- 701 Pleasant St, Henrico; Hrubik Joseph Trustee to Parker Lashwan S and Darius Ware, \$165,000. 12344 Purbrook Walk, Henrico;
- Eagle Construction Of Va Properties LIc to Mock Walter E lii, \$793,801. 9 N Quince Ave, Henrico; Allred
- Samantha A to Julian Morgan Hunter, \$210,000

- **508 E Read St, Henrico**; Adams Maria to Knapper Korey Montez, \$189,000.
- **515 Ridge Top Rd, Henrico**; Ziegelbaur Gita to Richards Bradford J and Catherine B, \$680,000.
- **6065 Rivermere Ln, Glen Allen**; Legault Homes Llc to Zou Xuewu and Meiyun Lin, \$636,637.
- **11808 Rochampton Sq, Henrico**; Gore Landon W and Georgette S Gore to Van Ness Maureen, \$365,000.
- **8209 Rocky Branch Ln, Henrico**; Mooney Michael Chase and Jessica Erin Agee to Higgins Kristi L and Daniel R Wilmot, \$455,000.
- **1849 Rolfe Way, Henrico**; Sloan Andrew T and Lauren T to Burnett Ryan and Annalisa, \$610,000.
- 3809 Rupert Ln, Henrico; Macconnell Bruce C Jr and J to Mccandlish Mark and Karen, \$960.000.
- **246 Sag Harbor Ct, Henrico**; NVR Inc to Freeman Richard and Jayla, \$274,190.
- 21 Sanderling Ave, Henrico; Sd Construction Llc to Freeman Robert, \$275,232.
- **2814 Seibel Rd, Henrico**; Tiller John L lii Trustee to Harrison Ashley, \$235.000.
- **11813 Shadow Run Ln, Glen Allen**; Yarrow Brian M and Robin P to Dagnachew Bernabas and Lauren Schwarcz, \$800,000.
- **552 Siena Ln, Glen Allen**; Cooke Rane to Hubler Todd C and Kriston M, \$435,000.
- **6992 Sir Galahad Rd, Henrico**; Moore Jazmen to Hunter Latracia B, \$395.000.
- **2705 Spinnaker Ct, Henrico**; Jenkins Thomas G to Gali Katelin, \$300,000.
- **507 St Albans Way, Henrico**; Nance Carol S to Wood T Ward and Kathleen G, \$652,000.
- **10812 Stanton Way, Henrico**; Chambers Mark S to Nasir Ashika and Ahmed S Khaled, \$300,000.
- **7204 Stoneman Rd, Henrico**; Lindamood Mark S to Hudson Phyllis J, \$350,000.
- **11813 Summer Stream Dr, Henrico**; Himelspach Steven J and Jean K to Goldman Madeline and Peter, \$625,000.
- **1113 Swissvale PI, Henrico**; Diliberto Vincenzo and Grace to Shubert Mark, \$395,000.
- **1101 Technology Park Dr, Glen Allen**; Sunstone Corporation to Nova Glen Allen Hotels Llc, \$9,000,000.
- **103 Township Blvd, Henrico**; Johnson Michael A Jr to Creekmore Niva R. \$275.000.
- 11717 Triple Notch Ter, Henrico; Bruner E Carroll Jr and Terri K to Newman Robert F \$585,500
- **2102 Turtle Run Dr U0004, Henrico**; Jmcw Llc to Medved Lynnette K and Mary Bowles, \$204,500.
- **5920 Upham Dr, Henrico**; Keenan Timothy P and Deborah and Robert E Jr to Tcheng-Yong Rose Trustee, \$426,000.
- 11376 Vesely Ln, Glen Allen; Baughan Michael D and Sandra W to Battiata Thomas S and Rebecca M, \$601,000.

- **10407 Walbrook Dr, Henrico**; Kitchens William H and Ann to Daniel Wael William and Walid M, \$437,500.
- **5409 Wellington Ridge Rd, Henrico**; Lee Teresa G to Spiers Seth E and Nicole L. \$400.000.
- **5508 Wenrich Dr, Henrico**; Stanley Martin Homes Llc to Arthur Abigail, \$297,490.
- **5522 Wenrich Dr, Henrico**; Stanley Martin Homes Llc to Vohra Pratibha and Amit Shivnani, \$328.517.
- **9624 Weston Ln, Henrico**; Mellis Gayle D and Peter T to Cunningham Stephen W and Jessica N, \$510,000.
- 4923 White Oak PI, Sandston; Lawson Joni L and L J Wilson and L B to Maycor Real Estate Services Llc, \$260,000.
- 9104 Willowbrook Dr, Henrico; Gordon Johnny A and Barbara G to Harned Michael P and Kathryn L, \$285,000
- 2320 Wistar St, Henrico; Holloway James L lii and Dyan W to Schindele Joshua. \$360.000.
- 2015 Wood Owl Way, Henrico; Stanley Martin Homes Llc to Tran Hoa C and Xai Ngo. \$335.816.
- **5607 Yates Ln, Henrico**; Roland Linda Trustee to Rodriguez Francisco A. \$220.000.

#### **CHESTERFIELD**

- **5936 Addison Gate Dr, North Chesterfield**; NVR Inc to Ward James, \$330,070.
- **12052 Almer Ln, Chester**; NVR Inc to Scotton Randall A and Phyllis, \$528.815.
- **4912 Appelman Ridge Ct, Chesterfield**; Shurm Construction Inc to Hamzey Nidal J and Bell Cynthia Lynn, \$399,950.
- **16409 Avens Water Aly, Moseley**; Eastwood Homes Of Richmond Llc to Vallabhaneni Naga and Chinta Sateesha, \$296,735.
- 1885 Bantry Dr, Midlothian; Hargett Connie M to Franco Road Service Inc, \$435.000.
- 4050 Bellbrook Dr, North Chesterfield; Lizarraga Sheryl L to Gerberding Matthew M and Emari F, \$284,000.
- 3830 Beulah Rd, North Chesterfield; Tibbetts L E Jr and Tibbetts A C to Midlothian Ventures Llc. \$165.000.
- **9701 Brading Ln, Midlothian**; Duff Lula Elizabeth to O'malley Gregory Thomas and Mary Ellison, \$452,000.
- **11715 N Briar Patch Dr, Midlothian**; Hill Luther to Adams John, \$150,000.
- **10230 Brittonwood Dr, North Chesterfield**; Eckerd Cynthia D to Roberts Alyssa Joy and Bruner Benjamin, \$245,001.
- **7310 Buck Rub Ct, Midlothian**; Cornfield Sean M and Lindsey A N to Ranbarger Matthew Lawrence and Amy Koe, \$295,000.
- **13300 Burley Ridge Ln, Chester**; Fulcher T V and Fulcher C E Jr to Edwards Dnard C and Rovemar A, \$392,000.
- **3607 Camdale Dr, Midlothian**; River City Custom Homes Inc to Klink Ryan Lawrence and Amber Harrison, \$688,229.
- **15013 Cascade Ridge Ln, Midlothian**; Cross William S Jr and Amy W to Strakhov Evgeni and Olga, \$456,000.

- **6121 Centralia Rd, Chesterfield**; Fulton Brandon Duane to Swift Creek Renewables Llc, \$700,000.
- 10703 Checkers Ct, North Chesterfield; Drace Llc to Schiltz Dale, \$332,000.
- 11907 Chislet Ct, Midlothian; Shoemaker William D and Kendra S to Koker-Hamelberg Mabinty, \$442,000.
- 3740 Cliffwood Rd, North Chesterfield; Patel Chintankumar and Patel P to Booker Kathryn A and Moeltgen Thomas Mikael, \$301,000.
- 2111 Corner Rock Rd, Midlothian; Bopp Austin J and Mary Katherine to Axson Daniel P and Elizabeth H, \$555.000.
- **18230 Cove Creek Dr, Moseley**; Lifestyle Home Builders to Razak Riaz and Shireen M, \$681,895.
- **12603 Dawnridge Ct, Midlothian**; Ford Ronald D and Betty A to Midkiff Nathalie. \$390.000.
- 2404 Den Bark Cir, North Chesterfield; Dejaeger Benjamin J and Kelli M to Allen Deborah T, \$299,000.
- **6801 Dunton Rd, Chesterfield**; Cosby Village Llc to Digiacomo Gliceria Katty, \$410,563.
- **6912 Dunton Rd, Chesterfield**; Cosby Village Llc to Ravi Deepika, \$429,548.
- **5600 Ecoff Ave, Chester**; Wingo David B to Taylor Linda Faye, \$275,500.
- **15219 Endstone Trl, Midlothian**; Gregoire Development Corporation to Ergez Bora and Adibelli Emine Duygu, \$764 910
- 8407 Excaliber PI, North
  Chesterfield; Manges Adam C and
  Marilou G to Rogers Tommy L and
  Janice E, \$336,375.
- **14606 Felbridge Way, Midlothian**; Busick Paul E and East J R to Brunetti John and Julie, \$1,105,000.
- 8743 Forge Gate Ln, Chesterfield; Lifestyle Home Builders to Frederick Meghan Mccambly and Limia Daniel, \$644.950.
- **14720 Gamblers Cove Ln, Chester**; Mclaughlin Richard L and Evelyn to Burroughs Justin and Karlie, \$370.000.
- **13400 Genito Rd, Midlothian**; Lake Adventures Llc to Waterford Apartments Llc, \$6,106,000.
- 921 Glenhaven Rd, North Chesterfield; Boulware Robert D and Michelle J to Kaminsky Daniel Nathan and Jessica Anne, \$375,000.
- **11142 Granada Rd, North Chesterfield**; Piper Charles D and Julia P to Fentriss Benjamin and Dixie D, \$405,000.
- **13536 Green Spire Ct, Chester**; Azanama Lilian E to Sfr Acquisitions 3 Llc, \$370,000.
- 9739 Groundhog Dr, North Chesterfield; Levanseller Ann H and James E li to Thrasher Meredith and Paul, \$226,000.
- **4021 Harvette Dr, North Chesterfield;** Mcpeters Gail and Mcconkey Bonnie and Holder Lynn Alan to White Lamart Wayne, \$262,000.
- 4100 Hilltop Farms Ter, Chester; Moon Jason R Sr and Linda A to Ferguson Christopher and Lester Janet. \$260,000.

- **6100 Howell Dr, North Chesterfield;** Johnson E Douglas Jr and Donna R to Escobar Arleny Yelitze Camacho, \$235,000.
- **8301 lasius Ter, Chesterfield**; NVR Inc to Wagenhorst Todd and Martha, \$531,110.
- **12111 Ivey Mill Rd, Chesterfield**; Rieve Royce J and Kirsten J to Smith Colin R and Donna W, \$652,000.
- 10962 Keithwood Pkwy, North Chesterfield; Upton Alfred E Jr and Audrey W to Maxted Arlen D and Shirley K. \$326.000.
- 8506 Kingsland Park Dr, North Chesterfield; NVR Inc to Hill Keith West, \$377,740.
- **4643 Lake Summer Loop, Moseley**; Gregoire Development Corp to Cooper Ross and Lauren Elizabeth, \$830.087.
- **4900 Lancewood Rd, Chesterfield;** Shurm Construction Inc to Adeniyan Felix and Olubisola \$386,100.
- **4909 Lippingham Ln, Chester**; Herndon Doyle M and Susan N to Baker Douglas C, \$391,000.
- **8320 Lyndale Dr, North Chesterfield**; Wolfsheimer Ethan M to Dudley David Frederick, \$310,000.
- **1512 Mangrove Bay Ter, Chester**; Ogle Bryan Lee and Cassandra R to Mondesir Leebens, \$492,424.
- 5936 Meadowburm Dr, North Chesterfield; Kunnecke August K to Emerson Mark and Laura, \$215,000.
- **5423 Mistyhill Rd, North Chesterfield**; Wood Robert A lii and Wanda G to Wood Brent A, \$300,000.
- **4300 Nevil Bend Ln, Moseley**; Thompson Paul A and Valerie S to Dunham Benjamin and Elizabeth, \$775.000.
- **12231 Old Buckingham Rd, Midlothian**; Diggs Keith E and Felecia F to Bvt-Bainbridge Midlothian Owner Llp, \$200,000.
- **1302 Old Log Trl, North Chesterfield;** Shepard N L and Outzen I M to Bland Alex and Bland Mayara Marcina Medeiros, \$400,000.
- **18429 Palisades Ct, Moseley**; Hhhunt Homes L C to Bhosale Vikramsinh Mohanrao, \$373,797.
- 21522 Perdue Ave, South Chesterfield; Agrippa Sherry to Edwards Jon-Michael T, \$196,000.
- **3730 Pheasant Run Dr, Chester**; Fleming Johnnie Jr and C T to Sfr Acquisitions 3 Llc, \$325,000.
- **12173 Point Placid Dr, Midlothian;** Mcgarvey John S and Candice 0 to Wenzel Warden and Amy Hatcher, \$401,000.
- **10520 W Providence Rd, North Chesterfield**; Schiltz Mark to Zegan-Lister Jennifer and Zegan-Lister Jennie, \$290,000.
- **1520 Rayburn Rd, North Chesterfield**; Motyka Patricia I to
  Johnson Brandi Marie, \$242,000.
- **2107 Ridge Mill Way, Chester**; Rolling Ridge Llc to Hercules Edwin and Andrea, \$407,619.
- **11524 Riverboat Dr, Chester**; Main Street Homes to Brewer Connie R and Jerry A, \$639,746.
- **8424 Rockvalley Ln, Chesterfield**; Pace Samuel P and Marion P to Williams Gary L and Kay M, \$425,000.

- **2600 Royal Crest Dr, Midlothian**; Goldman Michael P and Kristin Z to Sanders Daniel and Nicole, \$900,000.
- **10301 Sandy Ridge Dr, Chesterfield**; Bradtke Grace and Kevin to Mumper Patrick and Alexsandra V. \$360.000.
- 6107 Sedgefield Ter, Midlothian; Piehl John E and Karen A to Snyder Michael Eric and Lee Metcalf, \$602,000.
- **11713 Shallow Cove Dr, Chester**; Land Timothy D and Alison G to Burgess James, \$615,000.
- **3543 Silver Oak Ct, North Chesterfield**; Calloway Tamara C to Paramount Investments Llc, \$221,000.
- **2713 South Ridge Dr, Midlothian**; Hopkins Symone Monique to O'connor Erin Caitlin, \$275,000.
- **13936 Spyglass Hill Cir, Chesterfield**; Peters Katelyn P and Peters K L to Sparrow Yolanda, \$380,000.
- 14020 Steeplestone Dr, Midlothian; Sprg Arbor Salisbury Mem Care to Spring Arbor Cottage Of Salisbury Va Landlord Llc, \$6,650,000.
- **7736 Sunday Silence Ln, Midlothian**; Edwards C M and Edwards M R to Lucas M Investments Llc, \$220,000.
- **16412 Sweet Ash Aly, Moseley**; Eastwood Homes Of Richmond Llc to Elliott Teodora, \$346,260.
- **5121 Terrace Arbor Cir, Midlothian**; Locke Patricia A to Pellicano Rhonda Taylor and Keith D, \$380,000.
- **4807 Timbernorth Trl, Midlothian**; Lasseter John D and Larson N Y to Hicks Jonathan Gordon Frazier and Taylor, \$280,000.
- 14004 Trailtop Ter, South
  Chesterfield; Chandler C L and
  Chandler A Trs to Schmidt Stephan
  and Michelle Lee. \$350,000.
- **10907 Tuscola Dr, Chester**; Bringewatt Rachel to Rivera Steven and Banta Kimberly, \$317,000.
- 13825 Village Ridge Dr, Midlothian; Hughes Matthew Scott to Rae James Llc Trustee, \$335,000.
- 11719 Walnut Wood Ct, Midlothian; Stine Theresa to Hinz Wilfried and Susan, \$325,000.
- **6613 Welara Run, Moseley**; Domazos Nicholas S Jr to Deady Doris D, \$420,000.
- **17006 Westington Rd, Moseley**; Green Kyle H and Livingston J M to Davis Timothy N, \$631,500.
- 11740 Wiesinger Ln, Midlothian; Helfert John D to Haint Blue Llc, \$420,000.
- **6800 Woodlake Commons Loop, Midlothian**; Sugaroak Woodlake Llc to Coastal Woodlake Llc, \$8,300,000.

#### **HANOVER**

- **19.8 acres**; Charles M. Martin to Thomas E. Sprouse II, \$329,000.
- **9.3 acres**; Leadbetter Property and Development Inc. to Morgan Property Investment LLC, \$250,000.
- **7458 Atlee Road, Mechanicsville;** Carol H. Beasley to Chepkoech Mitel Brown Riter, \$410,000.
- 10327 Beech Ridge Circle, Glen Allen; Cfalls Builder LLC to Bernard H. Curlee Jr., \$612,211.
- **Block C, Section 4, 1250 Commercial Centre**; SKR Properties LLC to CH & Associates Properties Inc., \$450,000.

- 8171 Bridle Creek Terrace, Mechanicsville; Rita B. Dandridge, trustee to Robert C. Dillard, \$465,000.
- 10468 Chickahominy Falls Lane, Glen Allen; Patricia A. Taylor to Frances D. Hopkins, \$687,000.
- 8032 Creekside Village, Mechanicsville; Rene R. Bonetti to Beth Wood Smith, \$272,500.
- **15267 Devonwood Road, Montpelier**; Daniele Conway to Michael Hundley, \$432,000.
- **10402 Farm Glen Way, Glen Allen**; Farmstead Villas LLC to Richard L. Melton, \$419,693.
- 11421 Farrington Farm, Ashland; Louis F. Bernier, trustee to Roy William Hauser Jr., \$465,000.
- 7427 Fullview Ave., Mechanicsville; William Carter Rozell Jr. to Alexander Sarkissian Pezaveh, \$208,000.
- 10326 Gould Hill Road, Hanover; Kelley Redmon Kirby to Norman D.E.
- Raymond, \$455,000. **9251 Halifax Green Drive, Mechanicsville**; NVR Inc. to Reddy Kumbham Sridhar, \$527,970.
- 9087 Haversack Lane, Mechanicsville; James L. Burns to Corbin R. Franklin, \$480,000.
- 15136 Hopeful Church Road, Bumpass; Billy J. Keen Jr. to Eric M. Keen, \$295,000.
- **16200 Iron Hill Drive, Montpelier**; Ryan M. Jones to Jerry Curtis Holland. \$750.000.
- 7437 Jennifer Circle, Mechanicsville; Jason E. Freedlander to Cody J. Cross, \$269,900. 17133 Knoll Ridge Drive, Montpelier:
- Vito Taormina to Michael Steven Scott, \$850,000. 118 Lauradell Road, Ashland; Eagle
- Construction of Virginia LLC to Robert M. Cressman, \$579,632.
- Mechanicsville; Richard C. Britt to Matthew R. Elliott, \$465,000. 6432 Little Sorrell Drive, Mechanicsville; Robert V. Hoffman,
- trustee to Michael Kehoe, \$410,000. **Lot 121, Cool Well**; Richard W. Adams to Dora Guarnetta Gaines,
- \$420,000. **Lot 18, Block G, Section 6, Meadow Gate**; Matthew D. Stoneman to Christopher Kidwell, \$376,950.
- Lot 3, Block B, North Ashland; Christopher T. Laidlaw to Yellow Jacket LLC, \$196,000.
- Lot 5, Block A, Section 2A, Kings Charter; Andrew Stephen Anderson Jr. to Gary Williams, \$450,000. Lot 9, Block CC, Section M, High Point Farms; Wanda L. Walsh to RV
- Service of Virginia Inc., \$249,000. **6596 Magnolia Green Lane, Mechanicsville**; May B. McAllister to
- Kerry D. Kreis, \$346,500. **8052 Meadow Drive, Mechanicsville**; Jeanette C. Williams to Timotheues
- Daniel Schroeder, \$287,000. **5486 Muzzle Court, Mechanicsville**; Albert M. Higgins to Cameron Higgins, \$260,000.
- 1115 Old Church Road, Mechanicsville; Carol B. Martin, trustee to Andrew L. Peal, \$440,500.
- **Parcel**; Wilba Pettus Gilman to W.L. Stinson Inc., \$756,000.
- PROPERTY TRANSFERS continued on page 8



## 'Very different landscapes':

Modern Richmond Week returns with events that explore 'Site + Place'

By Doug Childers | Homes Correspondent Cover photo | Ansel Olson Photography

For at least the first half of the 20th century, Richmond enjoyed a long and staid marriage to the Colonial Revival style, with seemingly thousands of white-columned porches and symmetrical redbrick façades marking the fecundity of the relationship's success.

In recent years, though, the city's quiet flirtation with Modern and Contemporary styles has gotten more attention, thanks in part to the efforts of Modern Richmond, a nonprofit group that organizes tours of Modern-style residential and commercial buildings.

Now, it's time to sightsee again. The organization will host the fourth annual Modern Richmond Week from May 16 to May 20. This year's theme is "Site + Place."

"We wanted to tie Modern buildings to distinctive landscape





Ansel Olson Photography



design," said Mimi Sadler, historical architect and a board member of Modern Richmond. "So we picked properties where we knew there was a designed landscape context."

Two private residences will be open to visitors, including a recently built home in Richmond's Westhampton neighborhood and a Contemporary-style vacation home in Mathews County.

An adaptive-reuse project overseen by Richmond-based 3north will also be on the tour. The firm converted a 1940s warehouse just north of Scott's Addition into a corporate headquarters, showroom and fabrication facility for McKinnon and Harris, a local company that designs and produces outdoor furniture.

"Overall, these will be tours of very different residential and commercial landscapes," Sadler

In addition, Jill Nolt, a landscape architect and principal of Charlottesville-based Water Street Studio, will give a presentation at VCU's Singleton Center for the Visual Arts.

"I'm really excited to hear her talk about the intersection of designed landscapes and architecture," Sadler said.

'A timeless and distinctive' urban home

The first house on the tour is a striking example of how rapidly the area around the intersection of Libbie and Grove avenues is transforming, often with a touch of Modern or Contemporary flair.

Previously, a single-story house from the 1950s stood on the site. But the owners wanted something more suitable for their needs.

The project posed challenges, said Josh McCullar, whom the homeowners hired to design the

"Not only was the site narrow and we would have to comply with additional setbacks, but the topographic change from the front to the rear of the lot was a full story in vertical drop and very wet at its north end," said McCullar, principal of Richmond-based Josh McCullar Architects.

McCullar's solution was to set the new, 3,000-square-foot house in a landscape that transitioned from a semi-public, sunny forecourt in the front to a private sunken garden in the rear.

"This cross-section between public and private space was a very early clue in how we would organize the house and its urban garden simultaneously," McCullar said.

The homeowners hired Anna Boeschenstein, founding principal of Charlottesville-based Grounded, to serve as the project's landscape

"She's a Modernist whose complementary skills would allow us to achieve reciprocity between architecture and the landscape, and I think it turned out quite well," McCullar said.

For the house itself, McCullar designed an exterior that features lime-washed brick and a recessed oak-and-glass entry loggia, as well as

PROPERTY TRANSFERS continued from page 5

**Parcel**; Triplet Holdings LLC to TMJ2 Holdings LLC. \$392.500.

8128 Perrincrest Place, Mechanicsville; Douglas Angus McAvoy to Adam G. Olexo, \$535,000.

**10392 Pochins Pathway, Ashland**; Bonnie G. Coffa to Kristen L. Kelly, \$374.500.

**2347 Rabbit Trail, Mechanicsville**; Michael G. Heyer to Alexander McDonald, \$515,000.

**10488 River Falls Road, Glen Allen**; Cfalls Builder LLC to Theresa A. Manning, \$508,992.

9308 Rudders Point Cove, Mechanicsville; NVR Inc. to Bonnie Coffa, \$562,090.

Section 12A, Giles Farm; Giles Farm Development Co. LLC to NVR Inc., \$273.800.

**10298 Smythes Cottage Way, Mechanicsville**; Erick M. Zohn to Adam G. Packett, \$530,000.

**11041 Stonefield Court, Mechanicsville**; Joncie R. Albright to Diane Hiel, \$412,500.

**10520 Stony Bluff Drive, Unit 309, Ashland**; Stony Run Partners LLC to Richard A. Sparks, \$254,950.

**8261 Summer Walk Parkway, Mechanicsville**; Deirdre Culbertson to Michael Bergamo, \$450,000.

102 Thorncliff Road, Ashland; Eagle Construction of Virginia LLC to Eric Field, \$561,684.

Unit 404, Phase 1, Stony Run Condominium; Stony Run Partners LLC to Michael Rzeminski, \$254,950.

9014 Westone Road, Mechanicsville; Richard L. Bradley Sr. to Russell W. Lewis II. \$410.000.

**9075 White Plains Court, Mechanicsville**; HHHunt Homes LC to Khaja Siddiq Ahmed, \$461,326.

**16023 Woodman Hall Road, Montpelier**; Troy S. Johnson to George Nickel Holle Jr., \$407,500.

#### ΔΜΕΙ ΙΔ

**18.428 acres**; Ashleigh M. Fisher to Magda Liseth Hernandez Rivera, \$226,000.

**4780 Cousins Lane, Church Road**; C&L Construction LLC to Adam H. Turner, \$276,377.

**12821 Lodore Road, Amelia Court House**; Kevin Fink to Justin T. Johnson. \$315.000.

#### **CHARLES CITY**

**5720 Johnnie's Way, Charles City**; Corey D. Cotman to Bruce Wayne Hobbs, \$366,700.

Parcel C, Armstead Neck; Caroline D. Mabry to Maddox Retriever Reverse LLC, \$650,000.

#### **COLONIAL HEIGHTS**

**3631 Boulevard**; Swearingen Jr., Fred J. to Ballsco Properties Llc , \$600.000.

**807 Colonial Av**; Scheivert, Kristin S. to Richmond, Robert Mark, \$234,000.

**2312 Franklin Av**; Hamner, Jeannette D. to Steadman, Joshua K., \$158,000.

**318 Kingfisher Wy**; Anderson, Sandra G. to Nguyen, Kevin, \$370.000.

**405 Lilliston Av**; Skinner,Barbara Ann to Loving, Timothy K., \$165,000.

**711 Old Town Dr**; Slade Jr., Louis S to Amin. Khavrat T., \$290.000.

**1718 Snead Av**; Henry, Mark A to Bowling-Henry, Katherine Ann, \$360,000.

**321 Yorktown Dr**; Wallen, Chelsea to Tunnell, Charles A., \$216,000.

#### **CUMBERLAND**

**196 acres**; David W. Blankenship to D&R Partnership LLC, \$545,000. **8 acres**: Frankie C. Hatcher to

#### DINWIDDIE

Brittany Ketcham, \$240,000.

**4 parcels**; Mark W. Mueller to Ashabby Enterprises Inc., \$175,000.

**8211 Brills Road, McKenney**; Barrett Davis to Andrew George South, \$237,000.

**14101 Cox Road, Church Road**; A-may-zing Homes LLC to Richard Recupero, \$321,000.

4107 Kenneth Drive, Petersburg; Stephen E. Cooper to Felice High, \$245,000

**3805 River Mill Drive, North Dinwiddie**; Annette M. Hipshire to Richard Allen Pagan, \$195,000.

**17810 Wilkinson Road, Dinwiddie**; Clayton Getchell to Roy Roach III, \$339,900.

#### GOOCHLAND

**14.3 acres**; Yard Works LLC to YWL Holdings LLC, \$486,400.

**2 parcels, Section 8, Kinloch**; Todd Lepage to Sara Downs Hazel, trustee, \$2,000,000

**34.92 acres**; Robert K. Marks to Rebekah J. Tuthill, \$960,000.

**12301 Beech Hall Circle, Manakin Sabot**; Eagle Construction of Virginia LLC to Joshua A. Goldschmidt, \$850,000.

**2763 Checketts Drive, Sandy Hook**; Kenneth E. Copper to Bryan Tasker, \$470,000.

**7281 Ellingham Court, Glen Allen**; Jeffrey V. Penny to Zoltan John Kreko, \$650,000.

**847 Hockett Road, Manakin Sabot**; Dong J. Kim to Luiz Pereira De Azevedo, \$240,000.

Lot 11, Section 4, Breeze Hill; Jones Homes Inc. to William Jared Davis, \$155.000.

Lot 4, Section 3, Breeze Hill; Krickovic & Ziegler LLC to William H. Love. \$185.000.

2168 Manakin Road, Manakin Sabot; Canaan Stage to Joseph E. Ramsey, \$424,000

**15680 Mosaic Creek Blvd., Richmond**; Style Craft Homes Inc. of Virginia to Richard Joseph Conroy, \$600.075.

**1719 Reed Marsh Lane, Manakin Sabot**; Boone Homes Inc. to Philip Skipper, \$661,207.

**3021 Swanns Inn Crescent, Goochland**; River City Custom Homes Inc. to Kenneth Lee Kuykendall, \$654,463.

**12016 Talavera Terrace, Richmond**; HHHunt Homes LC to Dennis Schafer, \$500,930.

2131 Tuckahoe Bridge Drive, Manakin Sabot; W.V. McClure Inc. to Mason David Bryan, \$649,842. **2995 William Trace Lane, Sandy Hook**; David B. Krueger to Raymond L. Dalton Jr., \$653,500.

#### **HOPEWELL**

**1808 Arlington Road**; Tony's Holding Co. to Casey M. McKinney, \$159,650.

2701 Clingman St.; BBK Property Rental LLC to Tracey Van Reeth-Welch. \$205.000.

**3919 Glacier Bay Court**; Jonathan M. Shearin to Francisco Antonio Ruano Castro. \$267.950.

**Lot 30, Section 2, Elder Manor**; Elizabeth F. Hohensee to Jonathan James Vann, \$285,000.

Lots 19-23, Block 5, Hopewell Heights; Cone Investments LLC to Savannah Clemons, \$160,000.

**3307 Norfolk St.**; Johnnie J. Scarbrough II to Robert D. Thompson, \$230,000.

**3209 Sussex Drive**; Silvia Johnson to Brooke G. Fisher, \$189,900.

#### **JAMES CITY**

**270 Archers Mead, Williamsburg**; Pamela L.H. King to Pamela J. Anderson, \$350,000.

**4556 Beacon Hill Drive, Williamsburg**; Jessica W. Hench to Diane P. Webb, \$325,000.

**2509 Campell Close, Williamsburg**; Michael Joseph Brooks, trustee to Mary Fox, trustee, \$943,125.

**8105 Chelmsford Court, Williamsburg**; Susan P. Moreno to Justin Berthiaume, \$580,000.

**6362 Cordelia Road, Williamsburg**; Gregory Hartman to Michael T. McCormick, \$465,000.

**5512 Culpepper Court, Williamsburg;** Miachel E. Patterson to Frederick Holbert, \$400,000.

**113 Elizabeth Page, Williamsburg**; Ashley J. Russell to Holly Ann Hessler \$965,000

146 Forest Heights Road, Williamsburg; Habitat for Humanity of the Peninsula and Greater Williamsburg Inc. to Jammie Fairfax, \$283.700.

**3454 Foxglove Drive, Toano**; Vianney V. Simonnett to Matthew R. Hallman, \$350.000.

**9702 Goldenrod Court, Toano**; NVR Inc. to Martin R. Cox, trustee, \$526,380.

**117 Henry Tyler Drive, Williamsburg**; Todd D. Hosman to Kelly Paige Moss, \$652.000.

**3531 Iberis Lane, Toano**; NVR Inc. to Richard Andrew Nicholas, \$471,695.

**3939 Isaac Circle, Williamsburg**; Colonial Heritage LLC to Janet Dimmitt, \$544,990.

**112 John Fowler, Williamsburg**; Geri W. Dokos, trustee to Katherine Raye Douglas, \$1,250,000.

**4201 Kendall Lane, Williamsburg**; Colonial Heritage LLC to Steven Jeffrey Perriello, \$548,870.

109 Lely, Williamsburg; Fred E. Gantzler Jr., trustee to Matthew Paul Antill, \$1,050,000. Lot 12. Vass Meadows: Lauren

E. Markland Palank to RKS LLC, \$257,000. Lot 20, River Oaks North, Governor's Land; Paul Collins to Willard M. Burleson III, \$1,090,000. Lot 9 Clusters, Powhatan of Williamsburg Secondary; Mattie P. Wezah to Infinite Assets LLC, \$470.000.

**4652 Massena Drive, Williamsburg**; John M. Seiner Jr. to Noel Firth, \$310.000.

**6081 Mooretown Road, Williamsburg**; Tanya Mae Edwards, devisee to Julius Gene Sheppard,

**9444 Ottoway Court, Toano**; Sung Choi to Michael E. Patterson, \$675,000.

\$285,000.

948 Pheasant Run, Williamsburg; Sean Michael Murray to Gregory Allen Walters. \$262,000

**107 Prosperity Court, Williamsburg**; Jung K. Son to Mark D. Richard, \$337,000.

**3109 Ridge Drive, Toano**; Brian Bruce Robertson to Robert Eber, \$699,998.

**1202 Rustads Circle, Williamsburg**; FFC Properties LLC to Stuart Gregory Sayre, \$320,000.

**4 Sheffield Road, Williamsburg;** David R. Ricker, trustee to Garry P. John, \$420,000.

**2648 Sir Thomas Way, Williamsburg**; Jeffrey M. Ayre to Marissa Danielle Talley. \$396,100.

4004 Stettinius Trail, Williamsburg; HHJV LLC to Theodore Iacobuzio, \$491,200

10022 Sycamore Landing Road, Williamsburg; Steven E. Cody to Mark G. Rinaldi, \$250.000.

**133 The Maine, Williamsburg**; Ralph C. Simmons to Scott Standerwick, \$416,000.

**8400 Torbay Bend, Williamsburg**; Alejandro Moreno to Robert Ashley, \$535,000.

**Unit 69, The Mews**; Roger W. Evans, trustee to William Busching, \$345,000.

**104 Wakerobin Road, Williamsburg**; David J. Campagna to Daniel Molerio, \$652,000.

**4727 Westhampton, Williamsburg**; Robert B. Sullivan to James R. McGinn, \$515,000.

**3301 Yarding Way, Toano**; Ronald O. Cappallia to Claude Gottsch, \$595,000

**6420 Yarmouth Run, Williamsburg**; U.S. Home LLC to Darren Burnett, \$596,670.

#### KING AND QUEEN

**44.26 acres**; Belle C. Burrington to William D. Carlton, trustee, \$161,000.

#### KING WILLIAM

**2.47 acres**; G.W. Simons to MHF Properties LLC, \$3,600,000.

**441 Cherry Hill Drive, Aylett**; Justin Dickinson to Aaron Berger, \$312,450.

**872 Fairfield Drive, King William**; Cedar Home Investments LLC to Phillip E. Jewell, \$250,000.

Lot 1636, Town of West Point; Gary W. Miles to Damon Villamar, \$236,000. Lot 826. Town of West Point: Linda

R. Buckley to Joshua S. Walker, \$180,000. New Lot 4A, Mann Hill Farm

Subdivision; Joseph E. Rouse to Cody William Mitchell, \$345,000. **114 Pollard Place, Aylett**; Matthew S. McMaster to Wesley J. Saupe, \$300,000.

**3521 Wakema Road, West Point**; Charlotte Perkins to Vernon J. Isbell III, \$625,000.

#### **NEW KENT**

**25 acres**; Christopher Alvin Winkler to David Baker, \$775,000.

**8400 Airport Road, Quinton**; Sandra G. Jefferson to Copper Properties LLC, \$390,000.

**7749 Battlefield Commons, Quinton**; Terry/Peterson Residential Thirty-one LLC to Daniel Enfield, \$278,900.

**641 Colony Trail, Lanexa**; Robert H. Epperson to Amanda Scheid, \$432,500.

**9081 Deerlake Drive, New Kent**; Christopher Ryan Spates to Robert J. Oglesby, \$515,000.

**5801 Hingham Drive, New Kent**; David G. Haden to Kylea Roark Moreno, \$350,000.

7730 Leeds Castle Lane, New Kent; HHHunt Hampton Roads LLC to Stephanie Martos, \$319,850. Lot 204, Woodhaven Shores; Richard

L. Elrod to Ethan A. Margulies, \$150,000. Lots, Section 1, Paddock at Brickshire: Brickshire Land Investor

Partners LLC to Eastwood Homes of Richmond LLC, \$400,000. 7784 Lovegrass Terrace, New Kent; D.R. Horton Inc. to Michelle Renee

Stephney, \$462,990. 11620 Oakrise Place, New Kent; Brian L. Shaw to Graysen Paige Ballance, \$360,000.

**7238 Peyton Randolph Lane, New Kent**; NVR Inc. to Diane E. Young, \$287,070.

**7266 Peyton Randolph Lane, New Kent**; NVR Inc. to Stephen Mark
Lovell, \$282,000. **5735 Quinton Estates Drive, Quinton**;

Kurt White to Michael S. Mason, \$285,000. **7550 Southamptonshire Way, New Kent**; NVR Inc. to James Fortin,

\$312,000. 11069 Torranceville Trace, Providence Forge; Comfort Homes LLC to Karen Adelman Mattern, \$474,950.

**2440 N Waterside Drive, Lanexa**; Terence J. Pendleton to Hannu A. Wolin, \$365,000.

#### **PETERSBURG**

**1723 Berkeley Ave.**; Robert Caylor to Parker W. Jackson, \$275,000.

1301 Concord Drive; RAS Trustee Services LLC to Bank of New York Mellon, \$155,000. 1759 Fairfax St.; Cassandra Calin to

Krysta Thomas, \$260,000. **836 S. Gillfield Drive**; Patrick R.

Ingram to Theresa Brooks, \$180,000. **221 Liberty St.**; River City Estates LLC to Jennifer Hill, \$190,000. **Parcel**; Hergoffers LLC to Yasmine

Sabrina Grady, \$225,000. **716 Sunset Ave.**; Kathy B. Vipperman to Janice Morales,

\$185,000

**1594 Westover**; Alexander W. Brebner III to Robert Martin Baer, \$385,000.

#### **POWHATAN**

**10.726 acres**; Kathleen H. Lee to Kathleen H. Lee. \$300.000.

**38.079 acres**; Lawrence A. and Juanita W. Bowles Revocable Trust to Gary Wayne Ward, \$255,000.

**1543 Ballsville Road, Powhatan**; Matthew Xavier to Haley Brennan, \$275.000.

**3584 Fairbourne Place, Powhatan;** Windswept Development LLC to Todd Reyher, \$707,550.

**2817 Gaynel Drive, Powhatan**; Maria Adams to Adam M. Benton, \$302,500.

**2650 Judes Ferry Road, Powhatan**; William M. Radford to Gabriella C.Scalzo, \$540,000.

Lot 5, Section A, Powhatan Commercial Center, 1.715 acres; British Car Service Inc. to International Church of the Foursquare Gospel, \$800,000.

**2520 Old Tavern Road, Powhatan**; Solodar Properties LLC to Christopher Scott Herrin, \$289,950.

3323 Pleasants Road, Powhatan; Christine A. Abel to David William Gailey, \$215,000. 3220 Sherwood Bluff Circle,

Diana Conway, \$407,500. **5800 Trenholm Woods Drive, Powhatan**; Karen Kenney to Michael T. Wolfe, \$355,000.

Powhatan; Mark R. Wolfram to Maria

#### PRINCE GEORGE

**5218 Berkshire Drive, North Prince George**; Terry L. Everetts to Yaneth

Yobal Rosas, \$250,000. 11210 S Crater Road, South Prince George; George L. Vlkojan III to John M. Herndon, \$190,000.

**6669 Hearthside Drive, Prince George**; Michelle T. Goerss to Merita Harrison, \$265,000.

**11004 Ironwood Drive, North Prince George**; Richard E. Slusser III to Anne Beverley J. Kerr, \$265,000.

14065 Lebanon Road, Disputanta; Finer Homes Inc. to Gerald S. James, \$509,786. 10400 Merchants Hope Road,

North Prince George; Richard W. Shaver Builder Inc. to Melanie Scott, \$241,288. 7104 Quail Hill Lane, Prince George; Edgardo Caluag to Noe Medrano,

\$354,000. **3700 Ruffin Road, North Prince George**; Lorna D. Amos to Bobby Lee Snotherly, \$200,000.

**4285 Tatum Road, Disputanta**; Jay C. Paul, administrator to Marcus C. McNew, \$293,000.

**4993 Warwick Court, Prince George**; Joseph E. Ledoux to Cheraine Gordon-Irish, \$210,000.

#### SUSSEX

**65.28 acres**; N. Cherok LLC to Russell E. Holland Sr., \$150,000.

4220 Newville Road, Waverly; Jason



# Adjacent ugliness An unsightly house next door can impact your home for sale

By Erik J. Martin | CTW FEATURES

You've prepped your home carefully, priced it right and are ready to put it on the market. But before you list creates uncertainty, and buyers may choose to pass on it, there's one box you forgot to check off: What to do about your next-door neighbor's downright unsightly abode.

That's a problem, say the pros, because an unkempt adjacent property can turn off prospective buyers or force you to lower your asking price.

"An ugly home next door can create questions about who the neighbor is and what sort of issues a potential owner may encounter once moved in," says Matt Miner, co-principal, and owner of the Get Happy at

Home team of Seattle-located Coldwell Banker Bain. "It your home for sale because they don't like unknowns."

From trash piled up in the vard to overgrown grass and weeds to faded exteriors sporting peeling paint, the eyesores can add up fast. Other red flags include beer cans strewn about the grounds, broken or boarded-up windows, sagging gutters and pools of stagnant

"A house with an unideal color, yellow grass, spider webs and junked cars can also certainly deter some buyers and give the impression that the neighborhood isn't well maintained or has residents that just don't care. That can cause a substantial perception of declined value for your property, potentially devaluing it by as much as 10 percent," Andrew Abas, managing director at Carlyle Capital in Irvine, California, says.

Keep in mind that some blights are light and not worth fussing over.

"Faded paint on the house next door shouldn't worry you," says Alexander Lurie, founder of San Franciscoheadquartered The Lurie Group. Additionally, "deferred maintenance that can't be seen, like a neighboring roof with a hole in it, probably isn't a concern," says Abas.

While it's not your responsibility to fix more visible blemishes, it's in your best interest to act—at least with

"Communication is key. Politely asking your neighbor to mow the lawn or clean up yard trash is totally reasonable. You just need to overcome the potential awkwardness that might ensue," suggests Ben Mizes, CEO of St. Louis-based Clever Real Estate.

The key word here is "politely." You don't want to come across as pushy, hostile, disgusted or threatening. Aim to establish a friendly relationship with your block mate. If that doesn't work, volunteer to do some of the minor work yourself—no strings attached.

"If it will help get your home sold, it's worth it to even offer a little financial support to your neighbor by promising to pay for some improvements, like lawn or landscape repair," notes Lurie.

If your neighbor balks at these requests, activate plan B: camouflage.

"Put up tall shrubs or landscaping to hide their property, which can improve your curb appeal while also curbing the unattractive view," Mizes recommends.

"If there are windows in your home that look out into their not-so-nice yard, try to obscure the view with plantings. Your best bet is it make that unappealing home less visible from all the rooms inside your home for sale," says Miner.

Another smart tactic if the neighbor won't make the improvement you want? Push the narrative that this is only a temporary issue.

"Have your agent and the buyer's agent emphasize that it's only a matter of time until that house gets fixed up, since the neighborhood is improving in such an upward trend right now. Note that people in many markets like yours often fiercely seek out ugly homes they see as great potential to buy, upgrade and sell," says Mark Cianciulli, agent, and co-founder of The CREM Group in Long Beach, California.

Prepare, however, for worst-case scenarios. If your home hasn't sold in a desired period of time, consider

"If your house isn't moving, even if you can't determine if the neighbor's house is causing the issue or not, a price cut may be warranted," Abas says. ■

MODERN continued from page 7



Photo © Keith Isaacs

10-foot windows on the first floor. The interior has three bedrooms and  $4\frac{1}{2}$  baths. Among the interior standouts is a custom, white-oak library.

A 266-square-foot art studio is tucked away at the rear of the property.

The finished project meets the homeowners' original request to be "both timeless and distinctive, and look as fresh in 50 or 100 years as it does today," McCullar said.

A vacation home that blurs 'inside' and 'outside'

The second residence on the tour is the vacation home architect Sanford "Sandy" Bond designed for himself and his wife, art gallery owner Page Bond, in Mathews County. The 12-acre property, which the couple bought in 2001, has 400 feet of waterfront at the mouth of the Piankatank River.

Initially, Bond planned to build an expansive, 3,500-square-foot house, but the price tag – roughly \$2 million – proved to be a little too high. At Page's suggestion, he scaled it back.

"She said, 'Let's do a wharf cottage – something we can sweep out in 10 minutes,' said Bond, cofounder of 3north and now principal emeritus with the firm. "It was the right idea."

That's not to say the redesign – completed in 2018 – was simple.

"I must have done 30 different designs for the house," Bond said. "The hardest thing an architect can do is to design his own house."

The final design called for a 1,000-square-foot, Contemporary-style home that featured a soaring, 17-foothigh main living and dining area, with a pair of oversized bifold doors in the southeast corner that could be opened to the outdoors. Another standout feature: a 17-foot roof overhang that provides shade for a terrace facing the water.

Siting the house on the property was a critical part of the design process.

"A design for a site like this is all about developing continuity with the place, feeling that one is part of the outside and the interior is merely a covered area of the exterior – i.e., bio-design," Bond said.

Perhaps most importantly, that meant siting the house based on water views.

"It's situated to get the maximum benefit of the view," Bond said. "We are 17 feet above the water and see Fishing Bay, Stove Point, the Chesapeake Bay and Gwynn's Island looking east. Every



Photo © Keith Isaacs

day, we get a sea breeze, and because it drives the mosquitoes back, we can open the house to the outside."

Including the house on this year's Modern Richmond Week tour was an easy decision, Bond said.

"Page and I have been longtime sup-

porters of Modern Richmond, and as an architect, I want to make more people in Richmond aware of Contemporary design, which is, of course, my preferred style," he said.

For more information, visit moderrichmond.org. ■

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