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Higher Expectation Drives Home Additions Market.

With Innovative Solutions and Dealership Advantages, Michael Nash Has Carved out a Niche with the Value-Conscious



Did you jump or were you pushed?
What made you decide to enlarge
your home this year?

Did your mother-in-law move in the same month your
baby was born? Was the "move or improve" question

finally settled by the cooling real estate market?

Whatever your reasons, the decision to hire a contractor to perform major surgery on your house was a brave one.

After all, the possibility of error is significant. Hire the wrong contractor, you get the wrong design. You get cost overruns, endless delays, substandard workmanship.

Continued inside

Your life is disrupted for weeks on end. You'll wish you lived in a trailer.

But hire the right contractor, and things just might turn out better than you ever imagined. The right contractor will "flesh out" your ideas and suggest inspired modifications. They'll tell you if your project makes sense for your neighborhood — whether your investment can be recouped if you sell. They'll give you a construction schedule and stick to it.

Sonny Nazemian, president of Michael Nash Custom Kitchens and Homes, sums up the current remodeling market with two words: higher expectations. "There's a perceived need for bigger houses that runs throughout the market," he says. "New houses are bigger — they're 500 to 1,000 square feet larger than they were 20 years ago. And that affects the remodeling market, where the demand for additions and pop-ups is greater than ever."

Indeed, Michael Nash initially specialized in interior design, plus kitchen and bath remodeling — until the market dictated otherwise. "We were lured by our customers," Nazemian says. "They didn't want just a kitchen makeover, they wanted a kitchen addition — plus a new family room. So we became custom home remodelers mainly to satisfy existing customers."

A quick look at Nazemian's 20-year history with Scott and Mary Beth Brown proves the point. Not long before their first child was born, the couple hired Michael Nash to help decorate their first home. "They did our window treatments, wall paper, carpet — even a custom bedspread," says Mary Beth. "We really liked Sonny and loved the work he did."

Fast forward a couple of decades: the Browns now live in



The "bump-out" is both deep and wide (16' x 20') and includes a new dining area and computer workstation just off the kitchen

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Fairfax Station and have five children, the oldest 19, and the youngest only four. Their kitchen — though typical for a 1980s center hall colonial — is small, dark and wholly inadequate for feeding a large brood. "Mary Beth said from the beginning that we'd have to expand it," says Scott. "But it was

nearly three years before we started calling contractors."

Several of those calls were never returned; the contractors who did call back were either inexperienced or offered bids too high to consider. The Browns' old friend Sonny Nazemian was the exception.



The stainless steel refrigerator and cooktop range are two pegs of the chef's "work triangle"... which the food preparation island completes.

Over the years, Nazemian had built Michael Nash into one of the region's premier remodeling firms. The company's kitchen and bath showroom in Fairfax (Va) is the area's largest, with 15 fully-assembled displays.

Nazemian listened carefully to the Browns, then trumped their plans with a comprehensive vision of his own.

"We were thinking, maybe, a bump-out supported by pillars," says Scott. "Sonny immediately said, bump out the basement too. You support the kitchen and gain a couple of bedrooms for the boys. Then he and Jimmy (the firm's lead kitchen specialist) just took over the kitchen design... they knew exactly what our situation called for.

What Nazemian envisioned was something he's done many times: create a "kitchen-centric" zone for entertaining and family activities. His creations almost always include an open floorplan with the kitchen linking several rooms — a family room, dining area, and maybe a porch or deck. But, says Nazemian, if the kitchen is going to be so prominent, "it has to be pretty."



The new food preparation island — two levels of granite surface where 10 can be seated at Thanksgiving — sits where the exterior wall once stood.



Nash converted an upstairs half bath to a full — creating a private suite for an older son.

The Brown's new kitchen is both expansive and beautiful. The new food preparation island – two levels of granite where 10 can be seated at Thanksgiving – sits where the exterior wall once stood. The “bump-out” is both deep and wide, 16' x 20', in fact – and includes a long granite countertop below a row of windows in the new dining area: a workstation where everyone can check

their email, and do their homework.

“Sonny always did what he said he'd do,” says Scott. “They stuck to their original bid, and cleaned up before they left at night. I never even got a flat tire.”

While customer satisfaction is one part of Michael Nash's success, their designs are also highly acclaimed — in 2006, the firm won 10 Contractor of the Year awards from the National Association of the Remodeling Industry.

“We're seeing a real revolution in the way people



Extending the lower level created the space needed for two additional bedrooms

conceptualize their homes,” Nazemian says. “There's less compartmentalization, more openness and interaction, but also a real concern for spaces that will show well, convey an appealing mood. It's all about finding an appropriate balance, and it's exciting for us to be a part of that.”

Michael Nash staff periodically offer seminars in kitchen and bathroom design at their Fairfax VA showroom. FOR INFORMATION: 703/641-9800, or look online at michaelnashkitchens.com



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What Makes An Addition a "Contractor of the Year" Winner?

At a glance, one would never know that several months ago there was nothing above the Budd family's garage but its roof. Michael Nash's innovative "pop up", nevertheless, adds over 500 square feet of usable space - and seamlessly blends with the architecture of the original house.

The Herndon project also recently won a "Contractor of the Year" Award for the "Best Entire House Remodel Under \$250,000."

Replacement windows improve look, insulation

Cladding perfectly matches existing

This room is linked to reconfigured space in the old house

This is the office/ changing area in an L-shaped master bedroom suit

The garage is structurally reinforced to handle the extra loads of a cantilevered addition.

The Budd residence, 2007 COTY Award-winner
"Best Entire House Remodel Under \$250,000"

Changed Household Requirements Inspire Thoughtfully Budgeted Entire House Remodeling Solution.



This room accommodates a home office, and space for his and her closets.



What's a floorplan that supports a husband and wife on different work schedules, and accommodates the needs of a frequent guest?

"We'd been thinking about converting our three bedroom house to four, but we weren't sure what was feasible," says Linda Budd. "That's why I'm glad we discovered Michael Nash. Sonny Nazemian, the principal, showed us right off how we could meet a lot of personal requirements while staying within the existing foundation."

Linda and her husband Bill wanted to make changes that would work better for divergent work schedules. Specifically, Bill's routine required rising before dawn to shower and dress without waking Linda who, by contrast, often needed to work at a computer in the evenings without disturbing her sleeping husband.

When Bill's mother agreed to visit more frequently, however, the search for space plan alternatives moved forward in earnest. "Michael Nash came highly recommended," Linda says, "But it was their innovative ideas and the sheer professionalism that gave us confidence in the outcome."

To satisfy the program's broad scope, Nazemian proposed a 500 square foot second level addition. The expanded



The spacious master bedroom suite accommodates a home office and his and her walk-in closets

second floor would be re-configured to create mother-in-law quarters with bath. Linda picks up an office near the master bedroom; both Budds gain a large walk-in closet. A luxury master bath would be situated outside the master bedroom.

"'Popping-up' above an attached 20' x 24' two-car garage on the right side of front elevation was the obvious space-augmentation tactic," Sonny Nazemian points out. "Since Bill and Linda needed more room than the footprint allowed, we devised a cantilevered structural solution that extends the interior living space 2' in both the front and back."



A luxury bath with all the amenities, that responds to the requirements of the couple's conflicting schedules.

The reconfigured interior borrows square footage from the front part of the new addition, converting a former guest room to enlarged in-law's quarters. The master bedroom is a L-shaped suite that consists of spacious sleeping quarters linked to an 10' x 12' front-facing alcove that provides space for his and her walk-in closets as well as a well-equipped home office work-station. Pocket doors allow Linda to close off the office area at night as needed. When doors are opened, the alcove is reinstated as the bedroom's dressing area.

The new 14' x 8' master bath—just outside the suite's double doors—was formed by incorporating a former hall-accessed bath into a substantially extended new suite. With its large vanity, separate toilet area, generously-sized shower, the new room is a luxury spa in every sense. Just as importantly: it is well insulated from the couple's sleep zone, enabling Bill to slip off quietly every morning without disturbing Linda.

A peaceful home is a happy one.



Built-ins designed to match an existing bookcase are finely detailed and evenly rationalized

Two-Level Rear Addition Accommodates Expanded Family Requirements

The Stout family had a busy household ... two pre-schoolers, a home-based business, plus frequent visits by elderly parents and out-of-town guests.

Mom's "office" was the dining room table – which made entertaining cumbersome. But, more importantly, her "work space" offered limited sightlines to an enclosed rear porch where otherwise-supervised children had most of their toys.

"We were looking for a plan that offered better use of the main level living area—where we spend 90% of our time," Tracy Stout explains. "I also wanted dedicated guest quarters and an exercise room. The problem was: we didn't know what was feasible, so the solution proposed by Michael Nash was a revelation. And they did all the work with their own people"

What the Stouts sought were focused changes that would add square footage, sharply improve both room access and circulation and improve visual continuum and natural light availability.

Among key elements: create an appreciably open primary living area floor plan; design rear lower level space for guest quarters and an exercise facility; sharply improve visual linkage to the family room from both the kitchen and dining room; reconfigure the kitchen, dining room and family room into a better integrated whole.

And, finally: since the existing back yard offered little more than a precipitous downward slope, the entire household yearned for outdoor family play area that was level, self-contained and visually linked to the home's rear rooms.



Nash create an open floor plan linking primary living areas by removing obstructive interior walls, squaring off the rear elevation and enlarging the existing family room.

The two-level deck is composite planking in a deep red tone; the tree-shaded space is both restful and uplifting



"Our idea was to square-off the rear elevation with a two-story rear addition," explains project designer Shawn Nazemian.

The addition's footprint extends the existing concrete foundation mat and rear elevation bearing wall. The new lower level—which now includes dedicated guest quarters and exercise room – features a spacious side window and a rear slider that walks out at grade level.

On the level above, the Nash team removed large portions of the original bearing wall, shifting loads to newly installed steel I-beams positioned to provide structural support to the second floor and roof. The reconfigured family room now spans the entire rear of the house.

The dining room and family room are now linked by a generous archway; the kitchen has been, similarly, opened up on the rear, with sections of the original brick back wall preserved as a

Sooner Or Later We're All Aging-in-place

Simple changes can make life easier.

Richard and Solveig Branche loved their home. They had been in residence for 22 years, after all. But continued occupancy now required planning, so they turned to Michael Nash for an "aging in place" solution.

"It just was common sense to go back to Michael Nash," Solveig affirms. "The kitchen they designed for us last year was perfect, and had even won a "Contractor of the Year" Grand Award. Working with people who understand what we expect was a good feeling."

What was expected was an updated and more accessible master bathroom, and a new laundry room with plenty of natural light. Working within the Branche's well-honed budget, Nazemian soon proposed a 10'x12' two-story rear addition.

"It's gratifying that so many clients come back to us," says Sonny Nazemian, Michael Nash's President and CEO. "For a lot of people, a home is a long term love affair."

The Branche's new lower level would now boast not only a laundry room, but a "mud room" – both necessary for avid horticulturists with a prized garden in their back lot. Two hip-level casement windows would provide the natural light.

A spacious master bathroom above would occupy the addition's upper level, where Michael Nash would deploy a full array of "accessibility" features:

- a walk-in shower enclosed by a frameless glass door.
- directional nozzles controlled from the shower bench.
- a wide pocket-door entrance for the couple's bedroom.
- a slightly elevated toilet with a diagonal grab bar.
- a therapeutic whirlpool bath.

But enough functionality! The room is beautifully appointed – with a large vanity and full-length mirror, double sconces and double porcelain undermount sinks.

"The quality of the work is amazing," says Solveig, asserting that her son, the structural engineer, is impressed.

Recessed lighting and brightly cheerful wall colors create a warm and well-illuminated ambiance. Marble-like porcelain tile for the floor, shower, and walls complete the interior design scheme.



The dining room and family room are now linked by a generous (and wheel-chair friendly) archway

half wall granite-topped serving counter and breakfast bar. A cathedral ceiling, skylights, side elevation windows and a double French door assure the remade interior is generously bathed in daylight.

New and refurbished all-wood flooring lends visual unity to an appreciably open floor plan, yet carefully selected wall colors help to differentiate the primary components of the reconfigured space. New built-ins designed to match an existing bookcase are finely detailed and evenly rationalized.

"The look and feel is fabulous," says Tracy. "We couldn't be more pleased."

Out back, the plan called for a two level deck designed to provide a multi-zoned indoor/outdoor continuum. Constructed of a composite planking in a deep red tone, the tree-shaded space is both restful and uplifting. A two-step height variance differentiates the grilling deck from the lower zone set aside for outdoor dining.

Ah, the joys of family life!



Bathroom



Laundry room

Small Addition Creates Spacious Improvement



The Button Residence, 2006 COTY-winner
"Best Residential Addition Under \$100,000"

An open floorplan with unobstructed sightlines and visual linkage to a wooded setting well positioned for entertainment.



Central to the new plan is a granite surfaced food-preparation island complete with dishwasher, clean-up sink and added storage

"We didn't add much new square footage," Ed Button points out. "But small, focused changes made a huge difference in our enjoyment of the house."

The original Button family Springfield (Va) Colonial-style residence had featured an upper level L-shaped kitchen that faithfully followed the first floor footprint. It was adequate, but failed to be generous.

"We like to entertain," Button explains, "We wanted better circulation, and better dining and food serving options."

Button had sought remodeling bids from five firms before choosing Michael Nash Kitchens and Homes, whose principal—Sonny Nazemian—designed the project. "The changes really came together in the showroom," Button recalls. "Everything was at our fingertips."

By extending the kitchen a few feet and squaring-off the rear elevation, the home's "L" was converted to a "rectangle." "The room is just 140 sq feet larger, yet gains usable space," designer Nazemian points out.

Central to the new floor plan is a granite-surfaced food preparation island complete with clean-up sink, dishwasher, added storage. Integral to the chef's "work triangle," the island is a convenient mid-way point for traffic in all directions, a space divider, an all-purpose utility.

The island offers access to the breakfast table, yet is close

to the family laptop, the built-ins designed for cookbooks, the family room, the sunporch...

To enhance value to rear living spaces, Michael Nash removed selected interior walls, establishing visual continuum between the kitchen, family room and sunroom—and from the rear elevation to the tree-shaded back yard.

A new granite-topped waist-high counter offers added kitchen storage, functioning as a room divider/serving station to the family room. Unified by white walls and hardwood floors, the generously open area boasts privacy zones within a space that invites easy circulation.

Aesthetically, the make-over presents a warm ambiance comprised of light-hued natural wood cabinet facings and floors contrasted with dark-granite surfaces. Rear window walls keep the rooms light-filled, visually linked to nature. An embossed metal grape vine motif running along the backsplash is just one of the design details highlighting the bucolic indoor-outdoor connection.

The project won a "Contractor of the Year" (COTY) award for best addition under \$100,000.00 from the National Association of the Remodeling Industry in 2006.

Says Ed Button: "It's just a lovely space to live, breathe and simply be."