

DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

August, 2009

FOR SALE! On the back page of this newsletter is a presentation of properties that were for sale at press time. Please call for further information/questions [703/284-9318]. Feel free to email me at dick.nathan@longandfooster.com

Richard E. Nathan, CRS

Associate Broker

NVAR Top Producer,
Multi-Million Dollar Club

L&F Chairman's Club

L&F Gold Team



ARLINGTON STATISTICS FOR JUNE. As an indication *that our market is stabilizing*, closed sales were *up 15% June 2009 vs. June 2008*, and pending sales [contracts written but not yet settled] were up 17%. The median sales price was up 6%. *Inventory has also been decreasing*: the number of single-family homes on the market in Arlington is down 12% June to June and the number of townhouses and condos on the market is down 33% June to June. For 2009 year-to-date, however, closed sales are actually down 2% vs. 2008... indicating that the *improvement has come in recent months.*

BEWARE OF OUT-OF-AREA APPRAISERS. Due to changes emanating from Freddie Mac and Fannie Mae [the government-sponsored mortgage giants], a buyer's lender may no longer choose the real estate appraiser. Instead, appraisers are now chosen by "appraisal management companies," who it turns out are *sometimes using appraisers from outside our local area—and who may not know property values in the area where they are doing an appraisal.* This has resulted in some low appraisals [below sales price], which can kill a home sale.

THINKING OF SELLING YOUR HOME? Please call me if you would like a review of your residence—and of market conditions and pricing.

PREFERRED PROVIDER LIST. Many people have asked for a copy of my list of service providers [painter, carpet cleaner, electrician, etc.]. If you'd like a copy, please call me at 703/284-9318 or email me at dick.nathan@longandfooster.com.

WEB PHOTOGRAPHY. 86% of buyers are using the Internet to search for listings. 32% started their search on the Internet and 29% found the home they purchased on line. If you're thinking of selling your home, you need the photographic presence I offer. *No other realtor offers a more extensive web presence than I do...* see the photography at www.dicknathan.com [click on "Current Listings" and then click on "View Virtual Tour"]. Also, at my website there is a tab describing "Vigorous Marketing." And, please keep in mind that of all the realtors in our marketplace, *no one will work harder for you than I will!*

Dick Nathan has been a realtor for 26 years. He graduated from The College of William and Mary and earned a master's degree in urban planning from George Washington University. A multi-million dollar producer, Dick has received Multi-Million Dollar Club and Top Producer Club awards from the Northern Virginia Association of Realtors, and has a sales volume among the top 5% of realtors across the United States. He is a member of Long & Foster's Gold Team and Chairman's Club, and he holds the CRS designation, the highest professional designation in the residential real estate industry, held by only 4% of all realtors nationwide.

Richard E. Nathan, CRS

Associate Broker

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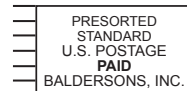
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Visit me on the Web at

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Fold Line

HOUSES AND CONDOMINIUMS FOR SALE NOW

<u>Analostan</u>	None
<u>Arlingwood</u>	One: 4-BR, \$1,899,000
<u>The Astoria</u>	One: 1-BR, \$329,000
<u>Ballston Crest</u>	None
<u>The Barkley</u>	Three: three 2-BR, \$375,000, \$434,921, \$487,295
<u>The Birches</u>	None
<u>Black Oak</u>	None
<u>Cathcart Springs</u>	None
<u>The Continental</u>	Seven: three Studios, \$259,900, \$269,000, \$277,000 three 2-BR, \$400,000, \$559,000, \$575,000 one 1-BR, \$362,500
<u>The Dakota</u>	None
<u>Harrison Place</u>	None
<u>Highgate</u>	Two: two 3-BR, \$849,922, \$1,198,000
<u>Hunter Oaks</u>	None
<u>Hyde Park</u>	One: one Studio, \$252,500
<u>Lynnbrook</u>	One: one 3-BR, \$819,000
<u>Memorial Overlook</u>	Three: three 2-BR, \$999,998, \$1,525,000, \$1,825,000
<u>Merry Mews</u>	None
<u>Palisades Park</u>	Three: three 3-BR, \$848,000, \$899,000, \$1,177,800
<u>Spy Hill/Stone Ridge</u>	Four: three 4-BR, \$1,059,000, \$1,269,000, \$1,359,000 one 5-BR, \$849,900
<u>Tower Villas</u>	One: one 2-BR, \$429,000
<u>Virginia Square</u>	One: one 2-BR, \$695,900
<u>The Weslie</u>	None
<u>The Williamsburg</u>	Two: two 2-BR, \$569,900, \$649,900
<u>Woodbury Heights</u>	None

The information in this newsletter pertaining to real estate listings and sales is derived from the Northern Virginia Association of Realtors®; it is deemed reliable, but is not guaranteed. Neither the association nor its MLS is in any way responsible for its accuracy. The information provided herein does not imply that Long & Foster Real Estate is participating in these transactions. If your property is listed with another broker, please disregard this offer as it is not our intention to solicit the listing of other realtors.