



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

August, 2010

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@longandfoster.com.

Richard E. Nathan, CRS

Associate Broker

NVAR Top Producer,
Multi-Million Dollar Club

L&F Chairman's Club

L&F Gold Team



REAL ESTATE STATS. The Arlington market has slowed a bit, possibly reflecting the fact that the real estate tax credits expired on April 30th. [Some sales that might otherwise have occurred after April 30th may have been hurried up to take advantage of the tax credits.] Comparing July 2009 to July 2010 in Arlington, new listings are down 2.6%, closed sales are down 33.6%, and pending sales [under contract but not yet settled] are down 12%. The median price of closed sales, however, is up 9%. Year to date 2009 vs. 2010, new listings are up 8.8%, closed sales are up 7%, and pending sales are up 4.1%.

"DEFENSE SECRETARY ANNOUNCES JOB REDUCTIONS". That's the headline from the August 10th WASHINGTON POST. The Arlington housing market may be affected. Stephen Fuller, director of the Center for Regional Analysis at George Mason University, is quoted in the Post story: "Defense spending was our strength during the downturn. It kept unemployment lower here than in most other states." Fuller said that the cuts announced by Secretary Gates "could swallow up as much as half of the economic growth projected for Northern Virginia in coming years." Time will tell.

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@longandfoster.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 "100 Sold Listings" and then click on "View Virtual Tour"]. Also, at my Website check the tab "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 27 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.

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HOUSES AND CONDOMINIUMS FOR SALE NOW

<u>Analostan</u>	One:	one 4-BR, \$1,179,000
<u>Arlingwood</u>	Two:	two 4-BR, \$749,000, \$1,575,000
<u>The Astoria</u>	Two:	two 2-BR, \$421,900, \$425,000
<u>Ballston Crest</u>	None	
<u>The Barkley</u>	One:	one 2-BR, \$440,000
<u>The Birches</u>	None	
<u>Black Oak</u>	None	
<u>Cathcart Springs</u>	One:	one 3-BR, \$687,500
<u>The Continental</u>	Five:	three Studios, \$250,000, \$255,900, \$339,000 one 1-BR, \$419,000 one 2-BR, \$550,000
<u>The Dakota</u>	None	
<u>Harrison Place</u>	None	
<u>Highgate</u>	One:	one 3-BR, \$939,900
<u>Hunter Oaks</u>	None	
<u>Hyde Park</u>	None	
<u>Lynnbrook</u>	One:	one 4-BR, \$845,000
<u>Memorial Overlook</u>	None	
<u>Merry Mews</u>	None	
<u>Palisades Park</u>	Three:	three 3-BR, \$794,900, \$1,100,000, \$1,140,000
<u>Spy Hill/Stone Ridge</u>	None	
<u>Tower Villas</u>	One:	one 2-BR, \$500,000
<u>Virginia Square</u>	Two:	one 2-BR, \$675,900 one 3-BR, \$709,000
<u>The Weslie</u>	One:	one 3-BR, \$1,125,000
<u>The Williamsburg</u>	Two:	two 2-BR, \$585,000, \$649,000
<u>Woodbury Heights</u>	One:	one 2-BR, \$389,000

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.