

DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

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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



MARKET STILL A BIT 'DICEY.' Arlington properties are definitely selling, but prices generally have come down. If you're thinking of selling your home, it's so important that it be priced right when it goes on the market. If it's in the right condition and priced right, it should sell for its highest price at *the beginning of the marketing period*. Pricing is an art. You don't want to price it too high and scare buyers away—but you don't want to price it too low and give it away. But the right price, coupled with the right condition—and *superb marketing* [that's where I come in], will get the home sold.

ARLINGTON STATS. In Arlington, in October 2008 there were 156 properties sold, down 10% from 174 in October, 2007. The average sold price in October 2008 was \$541,339, down 2.7% from \$556,517 in October 2007. The average sales price as a percentage of average list price was 94.64% in October 2008, slightly down from 94.92% in October 2007. Not too bad!

Data from the Multiple Listing Service.

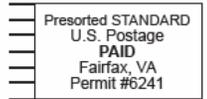
JOBS. The Washington region is one of the *strongest job markets* in the United States—with the lowest unemployment rate [4.1%] of the top 15 U.S. metro areas—and *Arlington has one of the lowest unemployment rates both in the region and in the country... 2.7%...* which should help us in a recession. [The national unemployment rate is 6.1%.]

EXTRAORDINARY PHOTOGRAPHY. Buyers are looking at homes for sale on the Internet... and making decisions as to what they want to see in person. 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 either "Current Listings" or "View 100 Sold Listings" and then click on "View Virtual Tour"]. Also, at my website there is a tab, "Vigorous Marketing," outlining my approach to selling my listings. 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 25 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:	4-BR, \$949,000
<u>Arlingwood</u>	Two:	one 6-BR, \$2,450,000 one 4-BR, \$800,000
<u>The Astoria</u>	Two:	one 1-BR, \$334,900 one 2-BR, \$425,000
<u>Ballston Crest</u>	None	
<u>The Barkley</u>	Two:	one 2-BR, \$450,000 one 3-BR, \$574,900
<u>The Birches</u>	None	
<u>Black Oak</u>	None	
<u>Cathcart Springs</u>	None	
<u>The Continental</u>	Eight:	two Studio, \$287,950, \$300,000 three 1-BR, \$336,900, \$339,900, \$345,000 three 2-BR, \$424,500, \$518,500, \$519,000 2-BR, \$1,395,000
<u>The Dakota</u>	One:	2-BR, \$1,395,000
<u>Harrison Place</u>	None:	
<u>Highgate</u>	Three:	3-BR, 947,000, \$949,000, \$1,250,000
<u>Hunter Oaks</u>	None	
<u>Hyde Park</u>	One:	Studio \$239,000
<u>Lynnbrook</u>	None	
<u>Memorial Overlook</u>	One:	2-BR, \$1,199,000
<u>Merry Mews</u>	None	
<u>Palisades Park</u>	Four:	3-BR, \$895,000, \$899,000, \$1,175,000, \$1,199,000
<u>Spy Hill/Stone Ridge</u>	Two:	one 4-BR, \$1,299,900 one 6-BR, \$1,379,000
<u>Tower Villas</u>	One:	2-BR, \$449,000
<u>Virginia Square</u>	One:	2-BR, \$697,900
<u>The Weslie</u>	Two:	one 2-BR, \$600,000 one 3-BR, \$1,795,000
<u>The Williamsburg</u>	Four:	two 2-BR, \$485,000, \$719,000 two 5-BR, \$849,999, \$1,099,128
<u>Woodbury Heights</u>	Three:	two 1-BR, \$348,000, \$349,900 ne 2-BR, \$674,500

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.