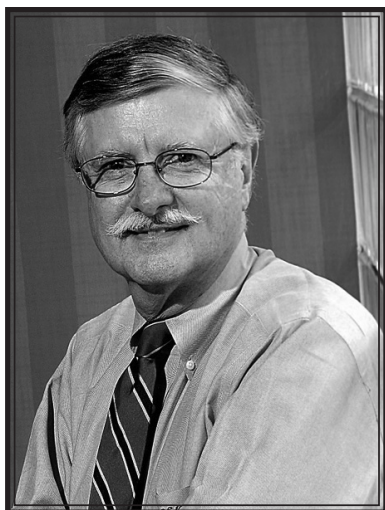


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

April, 2014



Richard E. Nathan, CRS

Associate Broker
NVAR Top Producer,
Multi-Million Dollar Club
L&F Chairman's Club
L&F Gold Team



EXCLUSIVE AFFILIATE OF
CHRISTIE'S
INTERNATIONAL REAL ESTATE



REGION'S SALES PRICES CONTINUE TO GAIN. According to the latest S&P/Case-Shiller Home Price Index report, as reported in THE NEW YORK TIMES, Washington area housing prices continue to rise, with the January median sales price for a house or condo up 1.3 percent from December. *This was the third best monthly gain (after San Diego and San Francisco) of the 20 largest U.S. cities that make up the index.*

NATIONAL HOME PRICES UP 24 MONTHS IN A ROW. The latest CoreLogic report notes a 12.2 percent increase in home prices nationally from February 2013 to February 2014. The latest figures *reflect 24 months of consecutive year-over-year increases nationwide.* The month-to-month rise in prices from January to February showed a 0.8 percent increase.

STILL A MULTIPLE-OFFER ENVIRONMENT. With homes in the Washington area selling for 99 percent of list price, sellers aren't likely to accept a low offer, warns a WASHINGTON POST article pointing to a continuing multiple-offer environment. Noting that homes for sale in a desirable neighborhood or school district are likely to generate *fairly stiff competition*, the article suggests a few tips for strengthening one's position *such as increasing an earnest money deposit, being flexible on a closing date, and offering sellers a free rent back.*

READY TO SELL BUT DREADING THE FIX-UP? If the thought of fixing up your home is keeping you from putting it on the market, give me a call. As a marketing specialist, *I not only advise my sellers on how to maximize their home's potential, but also supervise the work that needs to be done. I offer a talented and dependable team of tradespeople with whom I have worked for years, and who can be counted on for professional results at a reasonable cost.* To see an example, go to www.dicknathan.com, click on **100 Sold Listings**, and **View Virtual Tour** for 6020 2nd St. N. This home had been on the market and did not sell. I arranged to have the kitchen cabinets painted, granite countertops installed, the floors refinished, and the red dining room painted a neutral color – then had it professionally staged – *and brought it back on the market at a significantly higher price. It sold in six days!*

THINKING OF BUYING A HOME? Check out my buyers' website at dicknathan.LNF.com. *You can search for listings on the realtors' Multiple Listing Service, see current market info, learn about buyer agency, and more.* Click on my Facebook real estate page for some solid real estate information.

Dick Nathan has been an Arlington realtor since 1983. 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 is a member of the Northern Virginia Association of Realtors' Top Producers' Club, and has a sales volume among the top 5% of realtors nationwide. He is a member of Long & Foster's Gold Team, and he holds the CRS designation, held by only 4% of all realtors nationwide. Additionally, Dick holds the Accredited Buyer's Representative [ABR] and Seniors Real Estate Specialist [SRES] designations.

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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	None		
<u>The Berkeley</u>	One:	one 1-BR	\$400,000
<u>Berkeley Square</u>	None		
<u>The Birches</u>	None		
<u>Black Oak</u>	One:	one 5-BR	\$999,999
<u>Cathcart Springs</u>	None		
<u>The Dakota</u>	None		
<u>The Glebe</u>	One:	one 3-BR	\$1,049,000
<u>Glebe House Mews</u>	None		
<u>Harrison Place</u>	None		
<u>Highgate</u>	One:	one 4-BR	\$1,275,000
<u>Hillcrest</u>	One:	one 3-BR	\$1,349,000
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	Two:	two Studio	\$269,000, \$248,900
<u>Lorcom, Ridgeview, Randolph</u>	None		
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Three:	two 3-BR one 1-BR	\$2,050,000, \$1,599,900 \$585,000
<u>Merry Mews</u>	None		
<u>The Monroe</u>	None		
<u>Palisades Park</u>	One:	one 3-BR	\$1,150,000
<u>Rixey View</u>	None		
<u>Shirley Woods</u>	None		
<u>Spy Hill/Stone Ridge</u>	None		
<u>Tower Villas</u>	None		
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	None		
<u>The Westlie</u>	One:	one 3-BR	\$1,799,000
<u>Westview at Ballston Metro</u>	None		
<u>The Williamsburg</u>	One:	one 2-BR	\$625,000
<u>Woodbury Heights</u>	Two:	one 2-BR one 1-BR	\$749,000 \$339,900
<u>Woodmont</u>	One:	one 5-BR	\$2,300,000

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 listings of other realtors.