

**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



# DICK NATHAN'S REAL ESTATE NEWSLETTER

[www.dicknathan.com](http://www.dicknathan.com)

April, 2015


**WHAT IS YOUR HOME WORTH?** Anyone who has owned a home for some time will occasionally become curious about what his or her home is worth. One commonly-used tool is the “Zestimate” feature at zillow.com, which, while easy to use and readily available, *is prone to being wildly inaccurate.*

According to a story in the February 6<sup>th</sup> WASHINGTON POST, *the national margin of error for these online estimates is 8%, with some localities having error rates as high as 42%.* So, while this tool and others like it are useful as a starting-point for conversations, *they are by no means a reliable way to predict a sale price* (or appraisal value for anyone to whom you might sell your home). If you want to determine the real value of your home, the best way to do so is with the assistance of a qualified and experienced real estate professional or appraiser who will perform a true analysis and not simply utilize an algorithm.

**ARLINGTON HOUSING INVENTORY LESS BLOATED THAN LAST YEAR – BUT MID-PRICED HOMES HARDER TO FIND.** Last year saw a small slowdown in the local housing market, coupled with a larger number of new listings than we have seen in recent years. *This glut of inventory led to many homes spending more time on the market than they otherwise might have.* Thanks to a productive early 2015 market, the flood of homes has begun to dry up, and this is especially being felt in the middle of the market across the Washington DC Metro region. *In Arlington, condos priced between \$250k and \$400k in desirable buildings are becoming scarce, as well as townhomes in the \$300k-\$500k range, and single-family homes between \$500k and \$750k.* [[washingtonpost.com](http://washingtonpost.com) 3/20/15 and [insidenova.com](http://insidenova.com) 3/17/15].

**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 team of tradespeople who can be counted on for *professional results at a reasonable cost.*

**PREFERRED PROVIDER LIST.** Please contact me for my complimentary list of service providers... painters, wood floor/carpet person, handyman, etc. Call me at 703/284-9318 or email me at [dick.nathan@longandfoster.com](mailto:dick.nathan@longandfoster.com).

 **FOR CURRENT MARKET UPDATES AND FEATURES,** search Facebook for “*Dick Nathan Arlington Real Estate.*” Several new items are posted on the page throughout the week. No fluff, just solid stuff!

---

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 is currently ranked #7 sole practitioner in his office of 105 agents. 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.

---

# Richard E. Nathan, CRS, ABR, SRES

Associate Broker  
Long & Foster  
4600 Lee Highway  
Arlington, VA 22207

PRESORTED  
STANDARD  
U.S. POSTAGE  
PAID  
MERRIFIELD VA  
PERMIT #2444

703/284-9318: Desk/24-hr VM  
703/522-0500: Receptionist  
800/760-7282: Toll Free

email: dick.nathan@longandfoster.com

Visit me on the Web at [www.dicknathan.com](http://www.dicknathan.com)



EXCLUSIVE AFFILIATE OF  
CHRISTIE'S  
INTERNATIONAL REAL ESTATE

## HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u> .....	None		
<u>Arlingwood</u> .....	None		
<u>The Berkeley</u> .....	One:	one 2-BR	\$730,000
<u>Berkeley Square</u> .....	None		
<u>The Birches</u> .....	None		
<u>Black Oak</u> .....	None		
<u>Cathcart Springs</u> .....	None		
<u>The Dakota</u> .....	None		
<u>The Glebe</u> .....	One:	one 3-BR	\$1,125,000
<u>Glebe House Mews</u> .....	None		
<u>Harrison Place</u> .....	None		
<u>Highgate</u> .....	Two:	two 3-BR	\$1,295,000, \$895,000
<u>Hillcrest</u> .....	None		
<u>Hunter Oaks</u> .....	None		
<u>Hyde Park</u> .....	Two:	one 3-BR one 1-BR	\$589,500 \$299,999
<u>Lorcom, Ridgeview, Randolph</u> ....	None		
<u>Lynnbrook</u> .....	None		
<u>Memorial Overlook</u> .....	Two:	two 3-BR	\$1,949,900, \$1,795,000
<u>Merry Mews</u> .....	None		
<u>The Monroe</u> .....	One:	one 2-BR	\$849,000
<u>Palisades Park</u> .....	None		
<u>Rixey View</u> .....	None		
<u>Shirley Woods</u> .....	Two:	one 6-BR one 4-BR	\$1,549,000 \$1,748,900
<u>Spy Hill/Stone Ridge</u> .....	One:	one 5-BR	\$1,150,000
<u>Tower Villas</u> .....	One:	one 1-BR	\$415,000
<u>Townes of Lyon Park</u> .....	None		
<u>Virginia Square</u> .....	One:	one 2-BR	\$549,000
<u>The Weslie</u> .....	Two:	two 2-BR	\$1,799,000, \$1,039,000
<u>Westview at Ballston Metro</u> .....	Two:	two 1-BR	\$355,895, \$355,000
<u>The Williamsburg</u> .....	One:	one 1-BR	\$525,000
<u>Woodbury Heights</u> .....	Two:	two 2-BR	\$649,800, \$449,990
<u>Woodmont</u> .....	Three:	two 6-BR one 4-BR	\$2,600,000, \$1,799,000 \$950,000

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.