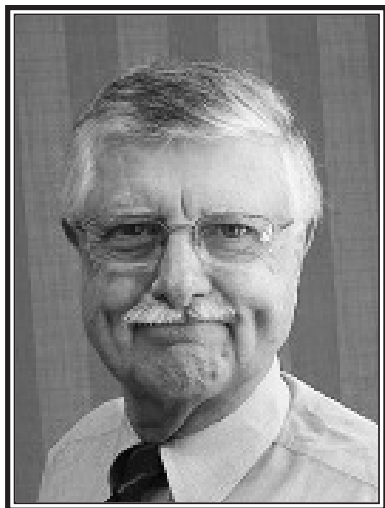


# DICK NATHAN'S REAL ESTATE NEWSLETTER

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

April, 2016



## 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  
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INTERNATIONAL REAL ESTATE



**f** **SPECIAL OFFER.** I am interested in beefing up the readership of my *Facebook real estate page*. The first **20 people** who send me an email saying *they have just liked the page will receive a \$20 Visa gift card*. All you have to do is **LIKE the page and send me an email stating that you have just done so, including your name and address**. Go to my Facebook real estate business page – search Facebook for “Dick Nathan/Arlington Real Estate” and like it. Email me at [dick.nathan@LNF.com](mailto:dick.nathan@LNF.com)

**FOR CURRENT MARKET COMMENTS** see “*What’s Happening*” on page 2.

**“DON’T EXPECT REALTY AGENTS TO ANSWER LOADED QUESTIONS ABOUT NEIGHBORHOODS.”** That’s a headline from the Kenneth Harney column in the March 16<sup>th</sup> WASHINGTON POST. Harney states that “*Although it may come as a surprise to some home shoppers, certain answers by realty agents could trigger federal and state anti-discrimination legal tripwires*. As a result, many agents are hesitant to provide specifics.” It is unlawful, for instance, to discuss such things as the age of occupants of a neighborhood or condominium, the race of occupants, the religious affiliation of occupants. And in Arlington, it is unlawful to discuss the sexual orientation of occupants. All of these categories, and more, are regarded under anti-discrimination laws as “protected classes.”

**CONSIDERING SELLING YOUR HOME?** *As a realtor who has been successfully selling North Arlington homes for the past 33 years, I offer solid experience, unparalleled preparation of a property for sale, and marketing distinguished by exceptional professional photography*. My listings sell well because I know how to bring my clients’ homes to the market in the best possible condition; **I stage, edit (de-clutter), re-hang artwork, and re-position furniture to “create” larger spaces to maximize a home’s potential**. I also supervise any work that needs to be done using a team of talented tradespeople who can be counted on for professional results at a reasonable cost. **I can make your property shine!**

**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).

**f** **FOR TIMELY MARKET UPDATES AND FEATURES,** search Facebook for “*Dick Nathan/Arlington Real Estate*.” New items are posted on the page throughout the week. No fluff, just solid stuff! – **I think you’ll find it of interest.**

**WHAT’S GREAT ABOUT ARLINGTON.** For years, in preparing my sellers’ homes for the market, I have been buying appliances at **Glebe Radio and Appliances** at 5060 Lee Hwy., between Glebe and Lee, across from Preston’s Pharmacy. They have been in business for over 65 years. When you stop in, you’ll **meet Dabney Wharton, the owner. When you have an appliance installed, you’ll meet Robert, the world’s best – and most careful – installer.** Dabney’s phone number is 703-538-4400. If you’re looking for appliances, I highly recommend him.

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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 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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## WHAT'S HAPPENING IN OUR MARKET

*The Arlington County real estate market in February was lower than the previous year in both number of closings and the prices for which properties were sold. Some of this may have been the result of the blizzard's having limited time for market activity, and some of it may be due to the relative scarcity of homes for sale. If the current lack of inventory continues, this may put upward pressure on prices through the spring. It is also becoming evident that new mortgage lending regulations put in place to protect borrowers are also tending to lengthen the average time between contract ratifications and closings (now 74 days, up from 63 last February), and this resulting lag may be to some degree responsible for the lower number of closings.*

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 9-BR	\$3,995,000	-	
THE BERKELEY	two 2-BR	\$635,000; \$615,000	one 2-BR	\$740,000
THE BIRCHES	-			
CATHCART SPRINGS	-		one 4-BR	\$774,972
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		one 3-BR	\$721,000
THE HAWTHORN	two 1-BR	\$425,000; \$415,000	one 2-BR two 1-BR	\$579,000 \$439,000; \$426,500
HUNTER OAKS	-		-	
HYDE PARK	one 3-BR one 2-BR	\$575,000 \$509,999	one 2-BR three 1-BR	\$457,500 \$320,000; \$304,800; \$299,900
LYNNBROOK	-		-	
THE MONROE	-		one 2-BR	\$699,000
RIXEY VIEW	-		-	
SHIRLEY WOODS	one 5-BR	\$2,717,000	-	
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	two 2-BR	\$550,000; \$529,900	-	
THE WILLIAMSBURG	one 2-BR	\$698,000	two 1-BR	\$425,000; \$409,000
WOODBURY HEIGHTS	one 2-BR	\$539,800	-	

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.