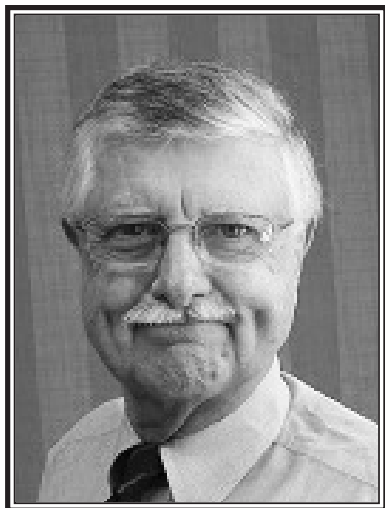


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

August, 2015



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



ARLINGTON HOME SALES JUMP IN JUNE. Figures recently released by RBI, a regional real estate business information service, indicate that the volume of *home sales for the month of June in Arlington jumped by nearly 27% over June of 2014. A good market!*

NEW RULES TO GIVE MORE TIME FOR REVIEW. New rules will go into effect later this year requiring lenders to provide all *financial documents to buyers three days before settlement.* Now the paperwork comes *just 24 hours or less before closing,* leaving buyers little time to review the information or request changes. Part of the Consumer Financial Protection Bureau's "know before you owe" rules, the new requirement is expected to take effect October 3 *but enforcement may be relaxed for a while to give lenders and settlement offices time to adjust. Short-term, there may be some snafus... if you're settling on real estate this fall, be prepared!*

BALLSTON'S "BLUE GOOSE" IS GONE – WHAT'S NEXT? Ballston's conspicuous blue building, once home to government offices and a CIA training facility before being acquired by Marymount University in the 1980s, is gone, to be replaced by a pair of new structures – a nine-story office building and 15-floor residential tower – as well as a public plaza, retail space, and three levels of underground parking. *Maybe some more new Ballston restaurants?*

CONSIDERING SELLING YOUR HOME? *As a realtor who has been successfully selling North Arlington homes for the past 32 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.



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

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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	One:	one 4-BR	\$2,950,000
<u>The Berkeley</u>	One:	one 1-BR	\$419,950
<u>Berkeley Square</u>	None		
<u>The Birches</u>	One:	one 4-BR	\$885,000
<u>Black Oak</u>	None		
<u>Cathcart Springs</u>	One:	one 3-BR	\$775,000
<u>The Dakota</u>	None		
<u>The Glebe</u>	None		
<u>Glebe House Mews</u>	None		
<u>Harrison Place</u>	None		
<u>The Hawthorn</u>	None		
<u>Hillcrest</u>	One:	one 3-BR	\$1,299,000
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	Two:	one 2-BR one 1-BR	\$529,000 \$244,800
<u>Lorcom, Ridgeview, Randolph</u>	None		
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Two:	one 3-BR one 2-BR	\$1,795,000 \$1,374,900
<u>Merry Mews</u>	None		
<u>The Monroe</u>	Three:	one 3-BR two 2-BR	\$1,179,000 \$849,000, \$729,000
<u>Rixey View</u>	None		
<u>Shirley Woods</u>	None		
<u>Spy Hill/Stone Ridge</u>	None		
<u>Tower Villas</u>	One:	one 2-BR	\$538,000
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	One:	one 2-BR	\$560,000
<u>The Westlie</u>	Two:	two 2-BR	\$1,649,000, \$1,095,000, \$950,000
<u>Westview at Ballston Metro</u>	Seven:	four 2-BR three 1-BR	\$514,900, \$525,000, \$500,000 \$450,000 \$439,000, \$364,900, \$349,900
<u>The Williamsburg</u>	Four:	two 2-BR two 1-BR	\$695,000, \$645,000 \$449,900, \$449,900
<u>Woodbury Heights</u>	None		
<u>Woodmont</u>	None		

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.