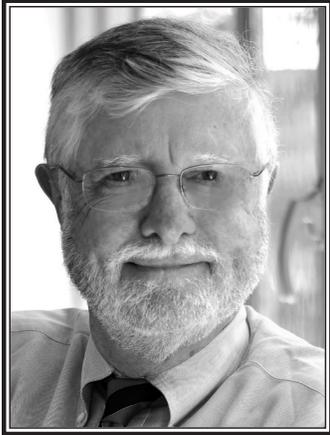


DICK NATHAN'S REAL ESTATE NEWSLETTER

We know how to create value.

February 2019



Richard E. Nathan
CRS, ABR, SRES
Associate Broker
NVAR Top Producer,
Multi-Million Dollar Club
L&F Chairman's Club
L&F Gold Team



Cody Chance, SRES
REALTOR

OUR NEXT "RIGHT-SIZING" EVENT. If you're thinking of selling your home, this may be of interest. Cody and I will be hosting our fourth seminar on the topic of "*down-sizing*" to be held at the Washington Golf and Country Club on March 20th. It will begin at 10:30 with a complimentary Continental Breakfast, and conclude at 1 pm.

We are planning on a maximum of 35 guests so that individuals will have an opportunity to meet our speakers and ask questions.

We've organized a *top-flight panel of participants, all of whom should be very interesting and informative.* Each will make a presentation which will be followed by a panel discussion. Afterward, there will be time for attendees to speak individually with the presenters.

Participants will include an elder law attorney, representatives from an estate sale company, a company that helps people decide what to take and what not to take, a moving company spokesperson, a mortgage lender, a settlement attorney, and a representative from Goodwin House Retirement Community.

Space will be limited — when you see the announcement of the date, please register early.

WHAT'S GREAT ABOUT ARLINGTON AND FALLS CHURCH: PARKS. Both Arlington and Falls Church have a good bit of parkland and *three parks transcend the municipal boundary line.* Isaac Crossman, East Falls Church, and Benjamin Banneker Parks are in both jurisdictions, in the vicinity of N. Van Buren St., N. Underwood St., and 19th St. N. The parks offer access to the W&OD, Four Mile Run, and Custis Trails; picnic tables with charcoal grills; and a dog park. *The Benjamin Banneker Park includes a boundary marker of the original District of Columbia.*

"ARLINGTON SHOULD BE ABLE TO HANDLE THE PHASED-IN ARRIVAL OF AMAZON." However, "managing the unknown" could be an issue — both comments from the Arlington County Board Chair, Christian Dorsey, who also pointed out that Amazon workers will be buying homes throughout the Metro region, and not just in Arlington.

Pundits feel that Amazon's presence would have much more impact on a smaller municipality than Arlington... say a city of 50,000, but that Arlington is too big to see a large bump in real estate values. As an aside, though, a realtor.com study shows that in Seattle, Amazon's home town, values went up the most within one to five miles of the Amazon headquarters

EVER WONDERED ABOUT SELLING YOUR HOME TO A BUILDER? We have recently helped some of our clients sell their homes to builders. In these cases there were the advantages of *very good prices, flexible settlement dates, no need to make expensive repairs and updates, and no need to clear out the property—they could just take what they wanted and leave.* We were able to help them negotiate these terms, and to get the best price, by approaching dozens of builders who work in the region, and we were able to do this with a *reduced commission to the seller.*

This approach isn't the best for every client, as sometimes the best price is to be had on the "regular" market. *In some cases, however, a very good price and great convenience for the seller, with lots of flexibility and a streamlined transaction,* are to be had.

Builders in the Arlington/Falls Church/McLean area are always on the lookout for homes to remodel or replace. In two of our three sales to builders last year they planned to renovate the properties rather than replace them. If you are wondering if this could be the right option for you, *please get in touch for more information and references from past clients.*

Call us at 703/284-9318 or email us at dick.nathan@longandfoster.com.

WE HAVE UPDATED AND EXPANDED OUR PREFERRED PROVIDER LIST. Please contact us for this *complimentary list* of painters, wood floor/carpet person, handyman, plumber, electrician, etc. If you want to discuss a particular job or project to see who might be the best tradesperson for that job, *please get in touch — we'll be happy to talk with you.*

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CHRISTIE'S
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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.

Cody Chance is a graduate of Furman University with a double major in History and Asian Studies. An Eagle Scout, Cody has been a salesperson with New York Life, and since 2009 has had an active role as Dick's Marketing Director. Now as a Realtor he works closely with Dick to help buyers find homes and to help sellers get the very best price for their properties. Cody holds the Seniors Real Estate Specialist [SRES] designation.

Richard E. Nathan, CRS, ABR, SRES

ASSOCIATE BROKER

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WHAT'S HAPPENING IN OUR MARKET

THE TABLE BELOW SHOWS RECENT ACTIVITY IN A SELECTION OF NEIGHBORHOODS. IF YOU'D LIKE MORE INFORMATION ABOUT WHAT'S GOING ON IN *YOUR* NEIGHBORHOOD, PLEASE GET IN TOUCH!

THE SPRING MARKET HAS BEGUN, BUT THERE'S HARDLY ANYTHING TO BUY. This is great if you have a home to sell, but hard if you are in the market as a buyer. We hope that more inventory will become available and that the market will loosen up some, but even if that happens, it may be another cutthroat spring for home buyers. The caveat to this is that we're still waiting to see what the full economic fallout of the recent shutdown is for our region, and the looming possibility of another one is making some federal employees, federal contractors, and those whose businesses depend on them as customers nervous. On the positive side, mortgage rates remain fairly low – lower than we thought they would be at this point – and buyers who are able to find a property to buy soon will benefit before the inevitable rise [industry precictions that we've been reporting for about five years now].

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS [Settled in last 30 days]	
ANALOSTAN	-		-	
ARLINGWOOD	one 5-BR two 4-BR	\$2,100,000 \$1,499,900; \$925,000	two 4-BR	\$1,000,000; \$843,999
BALLSTON CROSSING	-		-	
BALLSTON GREEN	-		-	
BALLSTON ROW	-		-	
BALLSTON VILLAGE	-		-	
THE BERKELEY	-		-	
BERKELEY SQUARE	-		-	
THE BIRCHES	-		-	
BLACK OAK	-		-	
BROADMONT, CROSSMAN, LAWTON	one 6-BR	\$1,449,000	-	
THE BROADWAY	-		-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	-		-	
BROMPTONS AT MONUMENT	-		-	
BROMPTONS AT ROSSLYN	-		-	
BUCKINGHAM COMMONS	-		-	
CARRIAGE HILL	-		-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	-		-	
COURT AT LYON VILLAGE	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	-		two 1-BR	\$465,000; \$420,000
HIGHGATE	-		two 3-BR	\$1,049,000; \$980,000
HUNTER OAKS	-		-	
HYDE PARK	-		one 1-BR	\$330,300
LYNNBROOK	-		one 3-BR	\$910,000
MADISON MEWS	-		-	
MARCEY CREEK	-		-	
THE MONROE	one 2-BR	\$824,900	-	
RIXEY VIEW	-		-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	-		-	
SHIRLINGTON CREST	-		two 3-BR	\$728,000; \$726,000
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	one 3-BR	\$839,000	-	
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	-		-	
WOODBURY HEIGHTS	-		-	

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.