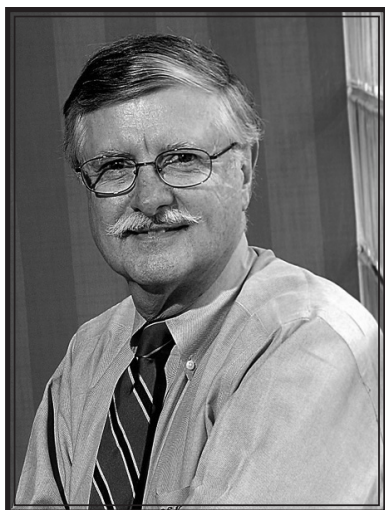


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

January, 2013



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



f **DICK NATHAN ON FACEBOOK.** For current and interesting market updates and features, search Facebook for “*Dick Nathan Arlington Real Estate.*” Several new items are posted on the page throughout the week. By ‘liking’ *Dick Nathan Arlington Real Estate*, you will receive occasional updates including articles on the *current state of the local real estate market* and other information designed to help those looking to buy, sell, or add value to a home. Really pertinent stuff!

STRONG MARKET.

Here are some snippets from recent local news stories:

From THE WASHINGTON POST, a commentary by Ronald D. Paul, president of Eagle Bank. “New housing and business activity is booming in the Northern Virginia Suburbs—*young professionals and new parents are seeking enclaves such as Ballston, Courthouse and Clarendon like never before*—in the days and months ahead, *Northern Virginia will continue to lead an economic recovery and a lifestyle renaissance....*”

From the WASHINGTON BUSINESS JOURNAL. “Washington rents, asking prices still rising—*the median sales prices in the Washington metro area last month was... up 10.4% from a year ago.* The highest median sales prices were in Falls Church and Arlington.” And, “Washington housing inventory down 38%.” Inventory of resale homes is the lowest since June, 2005—*this is true of Arlington, helping prices to rise—more demand than supply.* Check the sparse listings on reverse side to see indication of this.

TIME TO SELL? If you’re a potential seller thinking this may be your time to move, *please get in touch so we can talk about our market and your property.* More demand than supply = sellers’ market.

FOR HOMES WORTH A MILLION DOLLARS OR MORE. Please contact me about my affiliation with Christie’s International Real Estate—“Special Marketing for Special Properties.” The program includes THE WALL STREET JOURNAL, WASHINGTONIAN MAGAZINE, and luxury home websites.

PREFERRED PROVIDER LIST. Please contact me for my list of service providers [painter, carpet cleaner, electrician, appliance store, etc.]: call 703/284-9318 or email me at dick.nathan@longandfoster.com.

Dick Nathan has been a realtor for 30 years. 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 has received Multi-Million Dollar Club and Top Producer Club awards from the Northern Virginia Association of Realtors, and has a sales volume among the top 5% of realtors across the United States. He is a member of Long & Foster's Gold Team and Chairman's Club, and he holds the CRS designation, the highest professional designation in the residential real estate industry, held by only 4% of all realtors nationwide.

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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	One:	one 4-BR	\$1,399,000
<u>The Berkeley</u>	None		
<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>	None		
<u>Glebe House Mews</u>	None		
<u>Harrison Place</u>	None		
<u>Highgate</u>	None		
<u>Hillcrest</u>	One:	one 3-BR	\$1,250,000
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	Three:	two 1-BR one Studio	\$349,500, \$299,000 \$267,000
<u>Lorcom, Ridgeview, Randolph</u>	One:	one 4-BR	\$1,995,000
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Three:	one 3-BR two 2-BR	\$1,395,000 \$1,695,000, \$1,325,000
<u>Merry Mews</u>	None		
<u>The Monroe</u>	None		
<u>Palisades Park</u>	None		
<u>Rixey View</u>	None		
<u>Shirley Woods</u>	Two:	one 5-BR one 3-BR	\$2,717,000 \$699,900
<u>Spy Hill/Stone Ridge</u>	One:	one 4-BR	\$849,000
<u>Tower Villas</u>	None		
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	One:	one 2-BR	\$585,000
<u>The Weslie</u>	One:	one 3-BR	\$799,000
<u>Westview at Ballston Metro</u>	One:	one 1-BR	\$429,990
<u>The Williamsburg</u>	Three:	two 2-BR one 1-BR	\$864,999, \$470,000 \$470,000
<u>Woodbury Heights</u>	One	one 2-BR	\$649,900 [penthouse]
<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.