



## 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)

January, 2014

**"N. VA. HOUSING MARKET REMAINS SOLID"** That's the headline from the December 26<sup>th</sup> ARLINGTON SUN GAZETTE story which also noted *that the good market exists "despite higher interest rates, low housing inventory and the menace posed by ongoing federal budget cuts."* Jon Wolford, the chairman of the Northern Virginia Association of Realtors, is quoted: "It has been a good very year, just the kind of year you would hope to have. . . . *I think we're set up very well for the year to come.*" The story also noted that the Northern Virginia market was hotter in the spring, but cooled a bit in the fall after interest rates rose and the federal shutdown dampened consumers' confidence.

**BEYOND THE SHUTDOWN.** The shutdown of the federal government last October started to be felt with its anticipation in mid-September—and continued on for a while after the government re-opened. Consumers questioned whether they could make that 'big decision' to buy real estate, and our market definitely slowed up; in some cases, prices dipped. *However, much of that reticence seems to be behind us now.*

**THINKING OF BUYING A HOME?** Check out my buyers' website at [dicknathan.LNF.com](http://dicknathan.LNF.com). *You can search for listings on the realtors' Multiple Listing Service, see current market info, learn about buyer agency, and more.* There is a link to my Facebook real estate page, which has solid and pertinent real estate information.

*If you're in the market and prices and interest rates continue to increase, you'll want to buy sooner than later!*

**THINKING OF SELLING YOUR HOME?** With low inventory [little competition], rising prices, short days on market, sometimes multiple offers, and Arlington's low unemployment rate, *this may be a perfect time to sell.* If you'd like to discuss your home and the market, please call or write me – 703/284-9318 or [dick.nathan@longandfoster.com](mailto:dick.nathan@longandfoster.com). Also, check out my professional photography and marketing at [www.dicknathan.com](http://www.dicknathan.com). **Click on 100 Sold Listings.**

**31<sup>st</sup> YEAR.** *2014 begins the 31<sup>st</sup> year of the publication of this newsletter,* which began in 1983 with a mailing to about 300 Arlington households. Today, it is mailed to 2,500+ households. *However, for even faster more timely local real estate information, please check out my Facebook business webpage: search "Dick Nathan / Arlington Real Estate."* We update the site twice a week with current real estate news and features.

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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 is a member of Long & Foster's Gold Team, and 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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## HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u> .....	None		
<u>Arlingwood</u> .....	One:	one 5-BR	\$1,999,995
<u>The Berkeley</u> .....	Two:	one 2-BR	\$575,000
		one 1-BR	\$409,900
<u>Berkeley Square</u> .....	None		
<u>The Birches</u> .....	None		
<u>Black Oak</u> .....	One:	one 4-BR	\$1,025,000
<u>Cathcart Springs</u> .....	None		
<u>The Dakota</u> .....	One:	one 2-BR	\$1,050,000
<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	\$1,349,000
<u>Hunter Oaks</u> .....	None		
<u>Hyde Park</u> .....	Four:	three 2-BR	\$525,000, \$435,000
		one 1-BR	\$400,000
			\$389,000
<u>Lorcom, Ridgeview, Randolph</u> ....	None		
<u>Lynnbrook</u> .....	None		
<u>Memorial Overlook</u> .....	One:	one 2-BR	\$1,249,000
<u>Merry Mews</u> .....	None		
<u>The Monroe</u> .....	None		
<u>Palisades Park</u> .....	None		
<u>Rixey View</u> .....	None		
<u>Shirley Woods</u> .....	One:	one 7-BR	\$1,493,000
<u>Spy Hill/Stone Ridge</u> .....	One:	one 5-BR	\$795,000
<u>Tower Villas</u> .....	One:	one 2-BR	\$550,000
<u>Townes of Lyon Park</u> .....	None		
<u>Virginia Square</u> .....	None		
<u>The Weslie</u> .....	One:	one 3-BR	\$1,875,000
<u>Westview at Ballston Metro</u> .....	None		
<u>The Williamsburg</u> .....	None		
<u>Woodbury Heights</u> .....	One:	one 1-BR	\$344,900
<u>Woodmont</u> .....	Three:	two 5-BR	\$1,859,000, \$1,098,000
		one 4-BR	\$1,097,000

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.