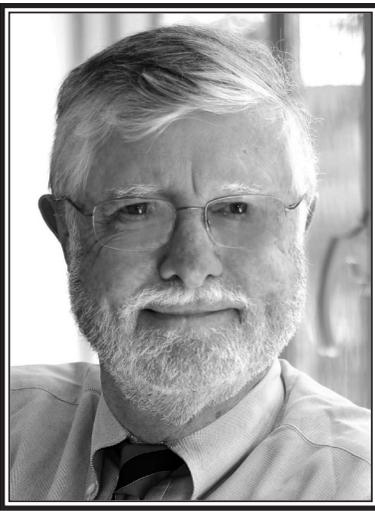


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

January, 2017

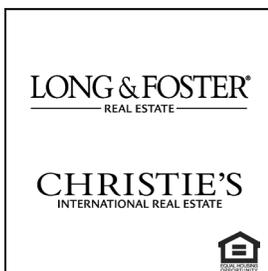


Richard E. Nathan, CRS

Associate Broker
NVAR Top Producer,
Multi-Million Dollar Club
L&F Chairman's Club
L&F Gold Team



Cody Chance, REALTOR



MARCH 25 "RIGHT-SIZING" EVENT. I am planning an event dealing with the subject of "down-sizing" or "smart-sizing" – to be held at the Washington Golf and Country Club on Saturday, March 25, beginning with a complimentary Continental Breakfast at 10:30 am. At the moment, I have an elder law attorney, two real estate settlement attorneys, a mortgage loan officer, and a moving company representative on board. I'm also planning on a representative from a local continuing-care retirement community, someone from a company that helps people make decisions about what household items to keep or give away, and possibly others.

If you have any ideas of what type of panelist would be useful, or if you would like to attend the event, please let me know at dick.nathan@longandfoster.com. Please note that space will be limited.

SPECIAL OFFER – DO YOU HAVE THINGS TO BE SHREDDED? My office is having a shredding company bring their equipment to us on January 28. *If you want to bring things in to be shredded, please contact me about an appointment and the cost at 703/284-9318 or dick.nathan@longandfoster.com.*

INTRODUCING CODY. I am happy to announce that *Cody Chance*, my assistant of the last seven years, *is now working with me as a realtor*. An Eagle Scout, Cody is originally from Greenville, South Carolina. He studied architecture at Clemson University and then graduated from Furman University with a double-major in History and Asian Studies, before working for several years at New York Life in Charleston, South Carolina. When not at the office, or working with clients, Cody enjoys cooking, gardening, and playing music, and has a great interest in art and architecture. *In the seven years that Cody has been with me, he has learned quite a bit about the real estate business and he is now working more directly with our clients. If you, or anyone you know, is looking to buy or sell a home in our area, let us put our combined experience to work for you!*

MORTGAGE RATES RISING. Mortgage rates correlate with the 10-year bond yield which has been rising, due in part to the financial markets' fear of future inflation. *Recently, 30-year-fixed-rate mortgages rose to a level not seen since 2014.* Higher mortgage rates mean that buyers can't qualify for as much of a property as they could previously... and they may lessen sellers' price appreciation. *If you're thinking of buying or selling, sooner than later might be best!*

COMMUNITY SALES UPDATE. Starting with this issue *I will be providing a summary of recent sales in each of the communities shown on page 2 of this newsletter, in alphabetical order, two at a time.* This week: Analoan – no sales over the past twelve months / Arlingwood – three sales over the past twelve months: \$1,295,000 - \$1,345,000 - \$1,895,000.

YOUR NEIGHBORHOOD. If you would like to know about recent sales in your *specific neighborhood or condominium*, please let me know and I can get you a special report – contact me at 703/284-9318 or dick.nathan@longandfoster.com.

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.

WHAT'S GREAT ABOUT ARLINGTON – THE PHILHARMONIC. The Arlington Philharmonic Orchestra has two concerts this winter and spring. The first, on Sunday, January 29, will feature Bizet's Carmen Suite, as well as works by Rossini and Mozart. The second, on Sunday, March 12, will feature Tchaikovsky's Fourth Symphony and works by Britten and von Dohnányi. Both concerts are at 4 PM at Wakefield High School. No tickets are required, but a \$20 donation is suggested. See more details at arlingtonphilharmonic.org.

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

Home sales in Arlington were brisk in November at 242 units sold – up 31% over November 2015, although the median sales price dipped by 7% – largely as a result of the high proportion of condominium sales, which tend to be less expensive than other housing types (figures reported by Real Estate Business Intelligence).

Many of the properties that sold in this period sold quickly – a result of buyers in the fall prepared to make strong offers on the relatively few properties available. Inventory during November was 20% lower than the year before, with 4% fewer new listings. We will likely see this trend continue to be reflected when the December statistics are released later this month, with increasing interest rates spurring buyers to take action, while many sellers hold out for the spring market.

[source: insidenova.com]

PROPERTY	CURRENTLY FOR SALE	RECENT CLOSINGS (Settled in last 30 days)
ANALOSTAN	-	-
ARLINGWOOD	one 9-BR \$3,995,000 one 5-BR \$1,699,000	one 3-BR \$1,134,400
BALLSTON CROSSING	-	-
BALLSTON GREEN	-	-
BALLSTON ROW	-	-
BALLSTON VILLAGE	-	-
THE BERKELEY	-	-
BERKELEY SQUARE	one 4-BR \$975,500	-
THE BIRCHES	-	-
BROMPTONS AT BALLSTON	-	-
BROMPTONS AT CHERRYDALE	-	-
BROMPTONS AT MONUMENT	two 3-BR \$2,390,000; \$1,988,888	-
BROMPTONS AT ROSSLYN	one 4-BR \$1,095,000	-
BUCKINGHAM COMMONS	-	one 3-BR \$820,100
CARRIAGE HILL	-	-
CATHCART SPRINGS	-	-
CATHEDRAL VIEW	one 4-BR \$3,300,000	-
COURT AT LYON VILLAGE	-	-
ENCLAVE AT BALLSTON	-	-
THE GLEBE	one 3-BR \$1,150,000	-
GLEBE HOUSE MEWS	-	-
HARRISON PLACE	-	-
THE HAWTHORN	-	-
HIGHGATE	-	-
HUNTER OAKS	-	-
HYDE PARK	two 1-BR \$329,000; \$279,500 one Studio \$214,900	one 1-BR \$296,675
LYNNBROOK	one 3-BR \$1,050,000	-
MADISON MEWS	-	-
MARCEY CREEK	-	-
THE MONROE	one 2-BR \$844,995	one 2-BR \$490,000
RIXEY VIEW	-	-
THE SANCTUARY	-	-
SHIRLEY WOODS	one 5-BR \$2,717,000	one 5-BR \$1,685,000
SHIRLINGTON CREST	one 4-BR \$729,900 two 3-BR \$739,990; \$699,000	one 3-BR \$705,000
SPY HILL/STONE RIDGE	-	one 4-BR \$817,500
VIRGINIA SQUARE	-	-
WESTOVER PLACE	-	-
THE WILLIAMSBURG	two 2-BR \$675,000; \$659,000	two 2-BR \$725,000; \$714,500
WOODBURY HEIGHTS	-	one 1-BR \$342,500

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.