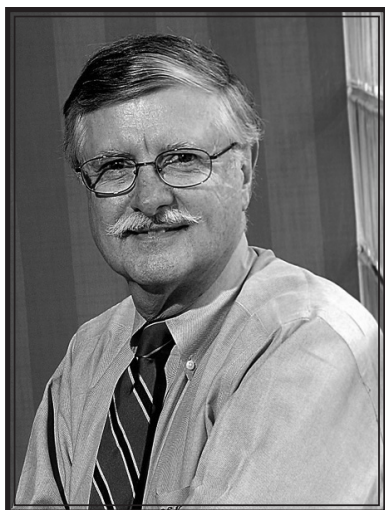


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

July, 2014



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



MIXED BAG FOR SECOND QUARTER. Real estate sales [total dollar volume] in the second quarter 2014 were down 5.6 percent in Arlington, compared to second quarter 2013, according Real Estate Business Intelligence [RBI]. However, the *average sold price increased* 2.31 percent in Arlington vs. second quarter 2013.

YEAR-OVER-YEAR MIXED, TOO. The Washington Business Journal reported on July 10 that “the overall Washington housing market has slowed noticeably, with prices and sales down from a year ago and inventory sharply higher.” RBI wrote on July 10: “Buyer activity remained below year-ago levels in the Washington, DC Metro Area. Closed sales declined by 4.5 percent and have been below their 2013 level every month this year.” Closer to home, RBI compared data for Arlington, June 2013 vs. June 2014: active listings up 39.30 percent, dollar volume down 5.14 percent, average price up 4.85 percent, days on market 25 vs. 26 a year earlier.

Putting it all together: inventory is up, the number of Arlington transactions and total volume are down somewhat, sale prices are up somewhat, and days on market still not shabby. The slowest part of the market seems to be higher-priced homes. Stay tuned....



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. 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. No fluff, just solid stuff!

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

DREADING THE FIX-UP? If the thought of fixing up your home is keeping you from putting it on the market, give me a call. As a marketing specialist, I not only advise my sellers on how to maximize their home’s potential, but also *supervise the work that needs to be done.* I offer a talented team of tradespeople who can be counted on for *professional results at a reasonable cost.*

THINKING OF BUYING A HOME? Check out my buyers’ website at dicknathan.LNF.com. *You can search for listings on the realtors’ Multiple Listing Service, see current market info, learn about buyer agency, and more.* Click on my Facebook real estate page for additional real estate information.

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 #4 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>	Two:	one 5-BR one 4-BR	\$1,599,000 \$1,173,000
<u>The Berkeley</u>	None		
<u>Berkeley Square</u>	None		
<u>The Birches</u>	None		
<u>Black Oak</u>	One:	one 5-BR	\$1,195,000
<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>	One:	one 4-BR	\$1,199,000
<u>Hillcrest</u>	One:	one 3-BR	\$1,390,000
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	Six:	three 1-BR three Studio	\$345,000, \$300,000, \$249,900 \$329,000, \$249,000, \$219,900
<u>Lorcom, Ridgeview, Randolph</u>	One:	one 4-BR	\$1,850,000
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Three:	two 3-BR one 2-BR	\$2,050,000, \$1,850,000 \$1,399,000
<u>Merry Mews</u>	None		
<u>The Monroe</u>	None		
<u>Palisades Park</u>	None		
<u>Rixey View</u>	One:	one 3-BR	\$1,148,000
<u>Shirley Woods</u>	Five:	two 5-BR three 4-BR	\$2,675,000, \$1,315,000 \$1,200,000, \$1,199,000, \$975,000
<u>Spy Hill/Stone Ridge</u>	One:	one 5-BR	\$1,248,000
<u>Tower Villas</u>	One:	one 1-BR	\$449,800
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	One:	one 1-BR	\$399,900
<u>The Westlie</u>	None		
<u>Westview at Ballston Metro</u>	Three:	one 2-BR two 1-BR	\$450,000 \$364,900, \$363,900
<u>The Williamsburg</u>	Two:	one 2-BR one 1-BR	\$625,000 \$399,900
<u>Woodbury Heights</u>	Three:	one 2-BR two 1-BR	\$529,900 \$340,000, \$339,000
<u>Woodmont</u>	Three:	two 6-BR one 5-BR	\$2,489,000, \$2,449,000 \$1,895,000

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.