

DICK NATHAN'S REAL ESTATE NEWSLETTER

We know how to create value.

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WHAT'S GREAT ABOUT ARLINGTON. High above the ground across from the Rosslyn Metro, at 1201 Wilson Blvd., is *the Observation Deck at CEB Tower*. It promises to be a new neighborhood and tourist draw. *Now open, the deck boasts 12,000 square feet on the 31st and 32nd floors with 360 degree views of the region.*

The spectacular views may be unrivaled in the DC metro area. Folks who were privy to a sneak peek are already touting it as a great place for locals to bring a date or meet up with friends for a drink. Its location across the street from the Rosslyn Metro station makes it easily accessible for Arlington residents and out-of-town visitors alike.

Grab food, wine, or a craft beer in the café on the deck and stroll around enjoying the views and taking advantage of the self-guided tour that includes a "Windows Into History" exhibit.

FYI, tickets are advance purchase, timed entry. Once atop the tower you will be able to *stay as long as you please*. General admission tickets purchased online are \$21 per person. Senior and youth discounts are available. Tickets can be purchased online now at theviewofdc.com.

COMING IN SEPTEMBER – "RIGHT-SIZING" EVENT. If you're thinking of selling your home, *Cody and I are hosting our fourth seminar on the topic of "down-sizing" in late September.* [Date to be announced.]

We always have a top-flight panel of participants, all of whom should be very interesting and informative. *Each will touch on the topic of down-sizing from the perspective of his or her particular area of expertise.*

Previous participants have *included a combination of the following:* an elder law attorney, representatives from an estate sale company and a company that helps people decide what to take and what not to, a moving company spokesperson, a mortgage lender, a settlement attorney, and a representative from Goodwin House Retirement Community.

We limit our seminar to approximately 35 guests so individuals have an opportunity to meet our speakers and ask questions. *Please call 703/284-9318 or email us at dick.nathan@longandfoster.com to let us know of your interest in attending. As details are firmed up, we'll be back in touch.*

EASIER MORTGAGE QUALIFYING. [From Phil Grisdela, mortgage banker at Wells Fargo, (NMLSR ID 497335), who is on our "A List" of lenders.] Fannie Mae has recently increased the debt-to-income ratio (DTI) allowed on loans it will accept — up to 50% from 45%. [DTI is the ratio of prospective homebuyers' debt — a including other loans, credit cards, and the proposed new mortgage debt — a to their income.] Impact for homebuyers: Approximately 95,000 more potential buyers will qualify for a loan backed by Fannie Mae under this change, according to a study by the Urban Institute. The increase may help buyers in more expensive housing markets like the DC Metro area qualify for a loan, especially those with good credit and steady income. [Phil Grisdela can be reached at 703-801-2152.]

NEW PREFERRED PROVIDER LIST. We have just updated and expanded our Preferred Provider List. Please contact us for this *complimentary list* of painters, wood floor/carpet person, handyman, plumber, electrician, etc. *Call us at 703/284-9318 or email us at dick.nathan@longandfoster.com.*

Let us know if you have a question about a tradesperson or a project — we're here to help. Also, when you receive the list, if the needed type of tradesperson is not on it, please reach out and let us know... we'll get back to you with a recommendation.

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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 from 2009 to 2016 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.