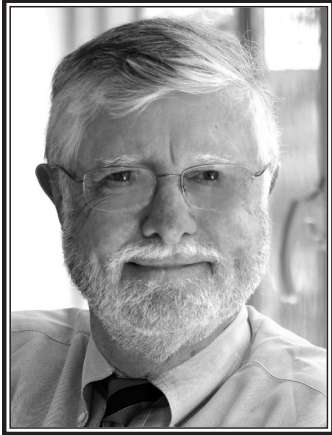


DICK NATHAN'S REAL ESTATE NEWSLETTER

We know how to create value.

June 2018



Richard E. Nathan
CRS, ABR, SRES
Associate Broker
NVAR Top Producer,
Multi-Million Dollar Club
L&F Chairman's Club
L&F Gold Team



Cody Chance, SRES
REALTOR

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, 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.

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.

LONG & FOSTER
REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE

Richard E. Nathan, CRS, ABR, SRES
ASSOCIATE BROKER

LONG & FOSTER
REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE

PRESORTED
STANDARD
U.S. POSTAGE
PAID
MERRIFIELD VA
PERMIT #2444

4600 Lee Highway
Arlington, VA 22207

703/284-9318: Desk/24-hr VM
703/522-0500: Receptionist
dick.nathan@longandfooster.com

Visit my website: www.dicknathan.com

WHAT'S HAPPENING IN OUR MARKET

THE SUMMER REAL ESTATE MARKET IS OFF TO A BUSY START. Where typically this time of year sees a significant slowdown in both listings and buyer activity, 2018 so far seems poised to continue last year's trend of strong activity straight through the summer. Interest rates are now beginning to drift slightly lower again, after a couple of moderate (and expected) increases – this combination may also have the effect of spurring some buyers to action. Although the market isn't as "hot" as it was in April or May, it is still a very active one, with properties that are attractive and well-priced selling quickly. This slight cooling of the market below its previous white-hot pitch means that there are now more properties available at one time than there have been for a while – although it is still very much a sellers' market. For buyers, this may be a good opportunity to find a home while there are a few more options and a little less crush of competition. In short, our market – especially for this time of year – is still quite strong.

If you are thinking of selling a home, get in touch so that we can show you how we create value and get you the best price. If you want to buy a home, get in touch so that we can put our knowledge of the market and contract negotiation experience to work for you!

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 5-BR two 4-BR	\$1,512,554 \$1,589,000; \$1,069,000	one 5-BR	\$2,149,500
BALLSTON CROSSING	-		-	
BALLSTON GREEN	-		-	
BALLSTON ROW	-		-	
BALLSTON VILLAGE	-		-	
THE BERKELEY	-		-	
BERKELEY SQUARE	-		-	
THE BIRCHES	-		one 4-BR	\$919,000
BLACK OAK	-		-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	-		-	
BROMPTONS AT MONUMENT	-		-	
BROMPTONS AT ROSSLYN	-		-	
BUCKINGHAM COMMONS	one 4-BR	\$945,000	-	
CARRIAGE HILL	-		-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	-		-	
COURT AT LYON VILLAGE	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	one 4-BR	\$999,900	-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	one 2-BR	\$630,000	one 2-BR	\$629,900
HIGHGATE	one 3-BR	\$1,065,000	-	
HUNTER OAKS	-		-	
HYDE PARK	two 2-BR one 1-BR	\$539,000; \$525,000 \$369,800	one 2-BR two 1-BR	\$483,875 \$370,000; \$353,000
LYNNBROOK	one 3-BR	\$974,999	-	
MADISON MEWS	-		-	
MARCEY CREEK	-		-	
THE MONROE	three 2-BR	\$935,920; \$835,000; \$824,900	two 2-BR	\$945,000; \$874,000
RIXEY VIEW	-		-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	one 4-BR	\$879,000	one 4-BR	\$1,112,500
SHIRLINGTON CREST	one 3-BR	\$739,900	one 3-BR	\$740,000
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	one 2-BR	\$549,500	-	
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	one 1-BR	\$549,900	one 1-BR	\$441,700
WOODBURY HEIGHTS	one 2-BR two 1-BR	\$574,800 \$609,900; \$329,000	two 1-BR	\$570,000; \$349,800

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. Dick Nathan Real Estate, LLC