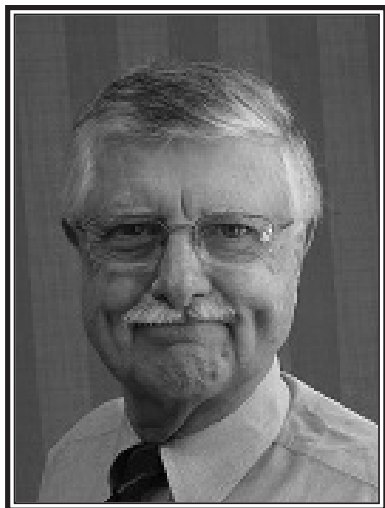


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

June, 2015



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
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“FIVE KEY THINGS TO KNOW ABOUT THE 2015 SPRING HOME BUYING SEASON.” That's the headline from a May 29th post at Forbes.com. The article is about national trends, but most of them apply to Arlington as well: #1, *inventory is still short* [more buyers than sellers], #2, *prices are on the rise*, #3, financing has eased but *mortgage rates may rise*, #4, *lower-priced homes are moving fast*, #5, competition is easing from investors.

“THE MOST LIVABLE CITIES.” The May AARP Bulletin lists “the top cities and towns to stay healthy, get around and enjoy life.” *In the Medium Size Category, Arlington is ranked #6 out of 10.*

Additionally, Walkscore.com awards Arlington with the *highest scores in the state of Virginia* for walkability, transit, and biking: 67 for walkability, 56 for transit, and 71 for biking.

MORTGAGE RATES HEADING UP. I've been working with buyers for several weeks. During that period their mortgage interest rate has risen from 3.875% to 4%. Granted, a small up-tick, but this *may be a sign of things to come... higher mortgage rates.*

HOW MUCH IS YOUR HOME WORTH? The May 30th Washington Post featured a column by Kenneth Harney [The Nation's Housing] that discussed the fact that homeowners sometimes have an inflated idea as to what their home's value is. Quoting a study published in the Journal of Housing Economics, Harvey noted that homeowners on average “overestimate the value of their properties by eight percent.” *The main culprit: unrealistic expectations about how much improvements will add to resale value, especially if the property is over-improved compared to the neighborhood or if the improvement is highly personal and costly.*

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.

f 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. No fluff, just solid stuff!

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 #7 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>	One:	one 4-BR	\$2,950,000
<u>The Berkeley</u>	None		
<u>Berkeley Square</u>	None		
<u>The Birches</u>	None		
<u>Black Oak</u>	None		
<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>The Hawthorn</u>	None		
<u>Hillcrest</u>	None		
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	None		
<u>Lorcom, Ridgeview, Randolph</u>	None		
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Two:	two 3-BR	\$1,897,400, \$1,795,000
<u>Merry Mews</u>	One:	one 3-BR	\$725,000
<u>The Monroe</u>	Two:	two 2-BR	\$1,179,000, \$849,000
<u>Rixey View</u>	None		
<u>Shirley Woods</u>	Two:	one 5-BR	\$1,399,000
		one 4-BR	\$1,150,000
<u>Spy Hill/Stone Ridge</u>	One:	one 4-BR	\$1,165,000
<u>Tower Villas</u>	One:	one 1-BR	\$424,999
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	One:	one 2-BR	\$560,000
<u>The Westlie</u>	Three:	three 2-BR	\$1,649,000, \$1,095,000, \$950,000
<u>Westview at Ballston Metro</u>	Six:	four 2-BR	\$514,900, \$499,900, \$472,000, \$468,000
		two 1-BR	\$449,000, \$349,850
<u>The Williamsburg</u>	One:	one 3-BR	\$810,000
<u>Woodbury Heights</u>	Three:	two 2-BR	\$549,800, \$489,900
		one 1-BR	\$349,800
<u>Woodmont</u>	None		

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.