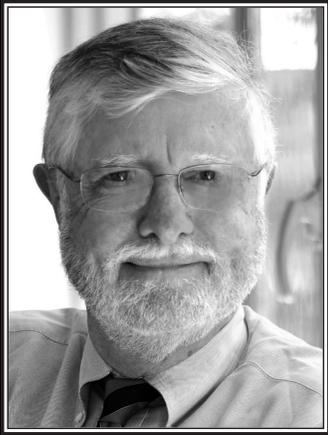


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

June, 2017



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
REALTOR

WHAT WE DO FOR OUR BUYERS. Whether you're buying your first home or your fourth, we can help. We'll assist you through the financing process, and introduce you to *mortgage lenders who can provide the lowest interest rate and get your loan approved quickly*. We will help *direct the search for your new home, listening to your needs and searching for the right property – even sometimes one that may not be on the market*. We will help structure a *successful offer*, and negotiate the contract to ratification. After the contract is ratified [complete agreement of buyer and seller], we will be *present for your home inspection* and negotiate any inspection items with the seller, take care of all details and deadlines, serve as a *sounding board*, address any issues that may arise, and get you to settlement *on time with as little stress as possible. In short, we care.*

SPECIAL OFFER. It's gonna be a long, hot summer – why not start it off with some ice cream from *Toby's Homemade Ice Cream & Coffee* in Westover? Bring this newsletter in before July 31 for *15% off your purchase* of coffee and ice cream (some restrictions apply), and try some of the best cold treats around – the pistachio is especially good! www.tobysicecream.com // 5849 Washington Blvd., Arlington 22205

RECENT REAL ESTATE STATS AND PREDICTIONS. The Northern Virginia Association of Realtors, in conjunction with the GMU Center for Regional Analysis, has issued its April 2017 Northern Virginia Home Sales Report: For Arlington, the report states that the *median sale price was \$620,000 -- an increase of 12.74% — and the number of sales declined by 250 or -3.10% for the period of time April 2017 vs. April 2016.*

The report predicts that Arlington County's housing market *will show a significant improvement over the next 12 months in sales – 6.5% increase, but recent trends suggest an even stronger gain in inventory – up 8.9% helping to relieve current market pressures. As a result, prices will rise, but at a more modest pace than what we have seen over the past year.*

IS YOUR HOME ATTRACTIVE TO A BUILDER? We've had several transactions where we sold buyers new construction or where we've sold a seller's home to a builder for renovation or as a tear-down. *If you think your home might be right for this, please let us know — we have our own list of builders with whom we can work. Price ranges vary — our most recent tear-down sold for \$1,000,000 in Lyon Village.* If you are interested in exploring this option for your property, contact us and let us show you how we can help you get a better price than you might get by contacting builders directly.

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.

COMMUNITY SALES UPDATE. *Bromptons at Ballston*—one sale over the past 12 months: \$1,067,500. *Bromptons at Cherrydale*—no sales over the past 12 months (the last sale was in August of 2015).

WHAT'S GREAT ABOUT ARLINGTON. The proprietor of a food truck that used to park near the now-closed Food Star grocery store at George Mason Drive and Columbia Pike is set to *take over a space next to the Arlington Cinema & Drafthouse this month*. The truck, *Tortas Y Tacos La Chiquita*, sells Mexican food like tacos, quesadillas and tortas, and is thought by some to be *the best Mexican take-out anywhere* [from arlnow.com].

LONG & FOSTER
REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE

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, and has been working behind the scenes as Dick Nathan's Marketing Director since 2009. Cody has now expanded his activity and is working closely with Dick as a Realtor to help buyers find homes and to help sellers get the very best price for their properties.

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

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WHAT'S HAPPENING IN OUR MARKET

A recent piece on insidenova.com (by the publishers of the Sun Gazette) titled "Sellers now have the upper hand in Virginia real-estate market" examines our current market. Low inventory, low interest rates (with the general perception that they are going to rise), and rising demand are pushing prices higher and giving sellers a big advantage. This is especially true in Arlington. While we aren't quite seeing the same kind of frenetic activity as the mid-2000s boom, we are again seeing multiple offers, escalation clauses, and "sweeteners" like waived inspections to entice sellers in competitive situations. This is encouraging more listings, relieving some pressure. More on page 1.

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	one 4-BR	\$925,000	-	
ARLINGWOOD	one 5-BR	\$1,699,000	-	
BALLSTON CROSSING	-		-	
BALLSTON GREEN	-		one 3-BR	\$1,095,000
BALLSTON ROW	one 5-BR	\$1,175,000	-	
BALLSTON VILLAGE	-		-	
THE BERKELEY	two 2-BR one 1-BR	\$749,000; \$619,000 \$399,000	-	
BERKELEY SQUARE	-		-	
THE BIRCHES	-		-	
BLACK OAK	-		-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	-		-	
BROMPTONS AT MONUMENT	two 3-BR	\$1,920,000; \$1,900,000	one 3-BR	\$2,125,000
BROMPTONS AT ROSSLYN	-		-	
BUCKINGHAM COMMONS	-		one 3-BR	\$820,000
CARRIAGE HILL	-		-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	one 4-BR	\$3,300,000	-	
COURT AT LYON VILLAGE	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	one 4-BR	\$1,050,000	-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	one 2-BR one 1-BR	\$564,900 \$399,900	two 2-BR	\$635,000; \$599,900
HIGHGATE	one 3-BR	\$1,125,000	one 4-BR	\$1,115,000
HUNTER OAKS	-		-	
HYDE PARK	one 2-BR	\$520,000	two 1-BR	\$315,000; \$315,000
LYNNBROOK	-		one 3-BR	\$980,000
MADISON MEWS	-		-	
MARCEY CREEK	-		-	
THE MONROE	one 2-BR one 1-BR	\$939,000 \$679,000	two 2-BR	\$850,000; \$660,000
RIXEY VIEW	-		-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	one 6-BR one 5-BR	\$1,395,000 \$2,717,000	-	
SHIRLINGTON CREST	one 2-BR	\$712,500	one 4-BR one 3-BR two 2-BR	\$804,000 \$795,000 \$620,000; \$605,000
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	one 1-BR	\$415,000	-	
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	one 2-BR one 1-BR	\$594,900 \$574,900	two 2-BR one 1-BR	\$628,000; \$575,000 \$425,250
WOODBURY HEIGHTS	one 2-BR one 1-BR	\$500,000 \$365,000	one 2-BR	\$460,000

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.