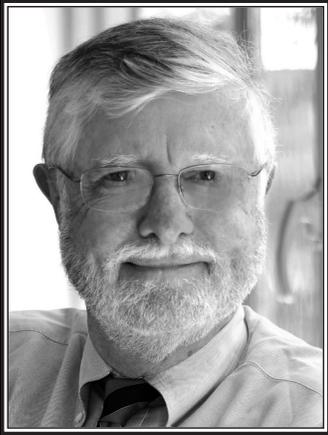


DICK NATHAN'S REAL ESTATE NEWSLETTER

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

THINKING OF SELLING? *We know how to create value!* If you'd like to learn why our listings *sell for more money, more quickly, and with more satisfied clients than those of many other agents*, please get in touch. *We know how to make your property attractive to buyers, and what will bring the best price.* By *recommending and managing renovations* and updates we help our clients *realize a profit on the work done.* We regard things like painting, new floors, new appliances, and staging as *"profit centers;"* *sellers make money on these types of expenditures.*

This strategy is working for our sellers – of condos, townhouses, and single-family homes – throughout Arlington. We have seen competing offers, quick sales, and some even sold before they went on the market.

An example of the success of this strategy is Hyde Park Condominium in Ballston, where our eight listings over the last year averaged just **three days to get a contract**—including three units that sold before being listed. The average time it took for all other agents' listings at Hyde Park **over the same period is 66 days.** Our last three listings there received *competing offers.*

Let us create value and get fast results for you!

WHEN BUYERS OF OUR LISTINGS BECOME OUR SELLERS. Everyone knows repeat clients are a source of business that real estate agents strive for – and we are proud to report this is a strong source of business for us. [Thank you!] Another source of business is *people who bought our listings with other agents often call us when they are ready to sell.* This doesn't happen for every agent, yet we have seen this trend regularly in our business. These new clients trust us with their real estate sale because they observed our skill and integrity from the other side of the table when they bought, and chose to make us their agents when it was time to sell. We don't take this responsibility lightly. We strive to make these, and all our clients – clients for life.

50 YEARS! Long and Foster is celebrating *fifty years!* In 1968 former military men Wes Foster and Hank Long began the company in a tiny space in Fairfax that was *barely large enough to accommodate two desks.* Back then, a sales contract was two pages long and the median home price was \$25,000. Now 50 years later with **11,000 agents and a strong market presence in seven states and the District of Columbia,** the company still proudly adheres to its founding principles: integrity and discipline, honesty and trust. *Dick is celebrating this year, too! His real estate career has spanned 35 years – 23 of which have been with Long and Foster!*

WHAT'S GREAT ABOUT ARLINGTON. Did you know that no D.C. sports team has made it to the finals in any major sporting league in the past 20 years? The last time was in 1998 when the Washington Capitals lost the cup 4-0 to the Detroit Redwings. If you want a free way to experience hockey history, you can visit the Kettler Iceplex in Ballston and watch the Caps practice. You can also take advantage of the public skating available for a small fee. *You can find the practice schedule here: www.nhl.com/capitals/team/practice.*

STRONG ECONOMY. Arlington's unemployment rate fell to **1.9%** in April [most recent month available], *which compares to 3.7% nationwide and 2.4% for Northern Virginia.*

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.*



Cody Chance, SRES
REALTOR

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.

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ASSOCIATE BROKER

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WHAT'S HAPPENING IN OUR MARKET

THE SPRING REAL ESTATE MARKET HAS BEEN PARTICULARLY STRONG THIS YEAR. Many properties are selling very quickly, and buyers are competing with each other over the most desirable of them. Interest rates are beginning to creep up once again, which is having both the effect of spurring some buyers to action and – coupled with rising prices – squeezing a few buyers out of the market or into different types of properties. Looking forward, even though the more frantic market we saw in April and May seems to have tempered somewhat, June and even July seem likely to maintain the kind of steady activity that we saw in the summer of 2017, rather than the major drop in listings and sales that we've seen in years past.

If you are thinking of selling a home, get in touch so that we can show you how we create value and get the best price for our clients. 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	\$1,562,554	-	
	one 4-BR	\$1,589,000		
BALLSTON CROSSING	-		-	
BALLSTON GREEN	-		-	
BALLSTON ROW	-		-	
BALLSTON VILLAGE	-		-	
THE BERKELEY	-		-	
BERKELEY SQUARE	-		-	
THE BIRCHES	one 4-BR	\$905,000	-	
BLACK OAK	-		-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	-		-	
BROMPTONS AT MONUMENT	-		-	
BROMPTONS AT ROSSLYN	one 4-BR	\$1,125,000	-	
BUCKINGHAM COMMONS	one 4-BR	\$985,000	-	
	one 3-BR	\$850,000		
CARRIAGE HILL	one 5-BR	\$1,550,000	-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	-		-	
COURT AT LYON VILLAGE	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	one 3-BR	\$1,045,000	-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	-		two 2-BR	\$695,000; \$620,000
HIGHGATE	-		two 3-BR	\$1,375,000; \$1,065,000
HUNTER OAKS	-		-	
HYDE PARK	one 2-BR	\$539,000	-	
LYNNBROOK	one 3-BR	\$974,999	-	
MADISON MEWS	-		-	
MARCEY CREEK	-		-	
THE MONROE	one 2-BR	\$955,726	one 3-BR	\$835,000
RIXEY VIEW	one 3-BR	\$950,000	-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	one 3-BR	\$1,100,000	-	
SHIRLINGTON CREST	-		one 3-BR	\$720,000
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	-		one 2-BR	\$610,000
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	one 1-BR	\$559,000	one 1-BR	\$445,200
WOODBURY HEIGHTS	one 1-BR	\$358,800	two 1-BR	\$395,000; \$337,500

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