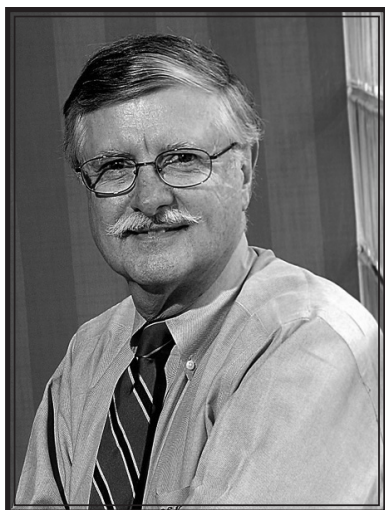


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

March, 2014



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
INTERNATIONAL REAL ESTATE



DEPENDS ON THE ZIP CODE. According to Long & Foster's MARKET MINUTE REPORT, there were *fewer sales in Clarendon, Rosslyn and Ballston* [zip codes 22201, 22209 and 22203] this January than in January 2013. Forty-four properties sold with a median sale price of \$415,500 vs. a median sale price of \$454,250 last January.

A piece in the February 14th ARLINGTON SUN GAZETTE reports that sales were up in Arlington zip codes 22202, 22205, 22206, and 2207. So, some zip codes did better than others, but the weather was a big factor across all zip codes... let's see what February statistics indicate when they are released later this month.

Note: *Arlington overall differed from the regional picture* [see below] with single-family homes increasing 3.5%, to \$748,172, attached homes increasing 1.5% to \$418,412, and condominiums increasing 0.5%, to \$368,238.

D.C. AREA HOUSING MARKET WAS WEAK IN JANUARY. THE WASHINGTON POST reported on February 10th that *January sales in the region were lower than their five-year average.* "The 2,444 sales in January [in the Washington region] represented not only the fewest homes sold in two years, but were also down 32.9% compared to December and 2.1% compared to January 2013." THE POST quotes a broker with Coldwell Banker: "*The weather has been hideous.* The weekend weather has not been good. People aren't listing their homes. They've got ice on their sidewalks." *Ah, but spring is just around the corner...*

MORTGAGE RATES STABLE. After falling for four weeks in a row, mortgage rates rose slightly during the second week of February according to THE WASHINGTON BUSINESS JOURNAL. A 30-year fixed-rate mortgage in our area averaged 4.25%, up from 4.23% the previous week.

THINKING OF BUYING A HOME? Check out my buyers' website at dicknathan.LNF.com. *You can search for listings on the realtors' Multiple Listing Service, see current market info, learn about buyer agency, and more.* There is a link to my Facebook real estate page, which has solid and pertinent real estate information.

THINKING OF SELLING YOUR HOME? With low inventory [little competition], rising prices, short days on market, sometimes multiple offers, and Arlington's low unemployment rate, *this may be a perfect time to sell.* If you'd like to discuss your home and the market, please call or write me – 703/284-9318 or dick.nathan@longandfoster.com. Also, check out my professional photography and marketing at www.dicknathan.com. Click on **100 Sold Listings**.

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 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.

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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	None		
<u>The Berkeley</u>	Two:	one 2-BR \$549,900 one 1-BR \$409,900	
<u>Berkeley Square</u>	None		
<u>The Birches</u>	None		
<u>Black Oak</u>	None		
<u>Cathcart Springs</u>	One:	one 3-BR \$775,000	
<u>The Dakota</u>	None		
<u>The Glebe</u>	None		
<u>Glebe House Mews</u>	None		
<u>Harrison Place</u>	None		
<u>Highgate</u>	One:	one 4-BR \$1,265,000	
<u>Hillcrest</u>	One:	one 3-BR \$1,349,000	
<u>Hunter Oaks</u>	One:	one 3-BR \$765,000	
<u>Hyde Park</u>	Five:	three 2-BR \$500,000, \$435,000 \$419,000 two Studio \$269,000, \$248,000	
<u>Lorcom, Ridgeview, Randolph</u>	None		
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Three:	one 3-BR \$2,050,000 one 2-BR \$1,249,000 one 1-BR \$585,000	
<u>Merry Mews</u>	None		
<u>The Monroe</u>	None		
<u>Palisades Park</u>	None		
<u>Rixey View</u>	None		
<u>Shirley Woods</u>	One:	one 7-BR \$1,493,000	
<u>Spy Hill/Stone Ridge</u>	None		
<u>Tower Villas</u>	None		
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	None		
<u>The Weslie</u>	One:	one 3-BR \$1,799,000	
<u>Westview at Ballston Metro</u>	None		
<u>The Williamsburg</u>	None		
<u>Woodbury Heights</u>	Two:	two 2-BR \$749,000, \$512,500	
<u>Woodmont</u>	Three:	two 5-BR \$1,859,000, \$999,000 one 4-BR \$1,095,000	

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.