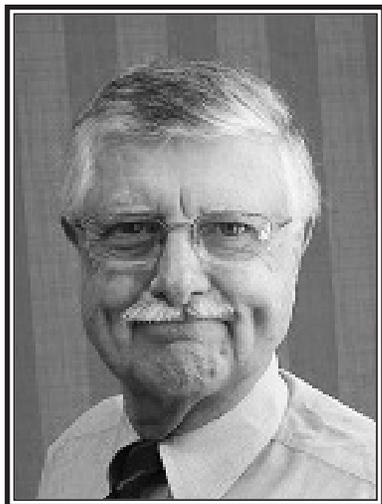


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

March, 2016



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



SPECIAL OFFER. The flooring company that I've used for 15 years is having a winter special, offering a **10% discount on a purchase of \$500 or more.** The company is **locally owned** and installs carpet, vinyl, hardwoods, laminate, etc. If you'd like to know more about this offer, please call or email me at 703-284-9318 or dick.nathan@LNF.com. ["Special Offer" is a regular feature in this newsletter.]

ARLINGTON HAS THE HIGHEST-PAID MILLENNIALS IN THE U.S. According to a story on arlnow.com, which quotes a website named smartasset, **18- to 34-year-olds in Arlington have a median income of \$61,620, the highest in the country.** According to an Arlington County website, **persons 20-34 make up 34.4% of Arlington's population** – the site also notes that Arlington **"is the most educated county in the Nation,"** in terms of numbers of persons with college and graduate degrees. Time for all these millennials to buy a house!

FOR CURRENT MARKET COMMENTS see *What's Happening in Our Market* on page 2.

f FOR TIMELY MARKET UPDATES AND FEATURES, search Facebook for **"Dick Nathan Arlington Real Estate."** New items are posted on the page throughout the week. No fluff, just solid stuff! If you're a Facebook user, **check out this page and like it – I think you'll find it of interest.**

CONSIDERING SELLING YOUR HOME? *As a realtor who has been successfully selling North Arlington homes for the past 32 years, I offer solid experience, unparalleled preparation of a property for sale, and marketing distinguished by exceptional professional photography.* My listings sell well because I know how to bring my clients' homes to the market in the best possible condition; **I stage, edit (de-clutter), re-hang artwork, and re-position furniture to "create" larger spaces to maximize a home's potential.** I also supervise any work that needs to be done using a team of talented tradespeople who can be counted on for professional results at a reasonable cost. **I can make your property shine!**

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.

WHAT'S GREAT ABOUT ARLINGTON. Now that spring is coming – **I have a great recommendation for a picnic: The Netherlands Carillon**, which is located near Arlington Cemetery on land adjacent to the U.S. Marine Corps War Memorial [Iwo Jima]. It was a gift meant to symbolize Dutch-American friendship, and was dedicated on May 5, 1960, the **15th anniversary of the liberation of the Netherlands from the Nazis.** Automated concerts are played daily at 12 PM and 6 PM. **Live two-hour concerts are usually played on Saturday afternoon in June, July, and August, and the site offers sweeping views of Washington!** [Google "Netherlands Carillon" for more details and concert times.]

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.

Richard E. Nathan, CRS, ABR, SRES

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WHAT'S HAPPENING IN OUR MARKET

Insidenova.com recently reported that Falls Church and Arlington had the highest average home prices in January. The City of Falls Church topped all localities in the mid-Atlantic region with an average sales price of \$928,000 [up 21.6% from a year before] and Arlington had an average sales price of \$638,821 [up 2.8% from a year earlier]. Washington had an average sales price of \$605,128 [down 2.9%].

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 9-BR one 6-BR	\$4,200,000 \$1,895,000	-	
THE BERKELEY			-	
THE BIRCHES	-		-	
CATHCART SPRINGS	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	one 2-BR	\$579,900	-	
HUNTER OAKS	-		-	
HYDE PARK	one 3-BR one 2-BR	\$575,000 \$509,999	one 1-BR	\$299,900
LYNNBROOK	-		-	
THE MONROE	one 2-BR	\$793,985	-	
RIXEY VIEW	-		-	
SHIRLEY WOODS	-		-	
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	one 2-BR	\$533,500	-	
THE WILLIAMSBURG	-		one 2-BR one 1-BR	\$640,000 \$425,000
WOODBURY HEIGHTS	two 2-BR	\$539,800, \$454,900	-	

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.