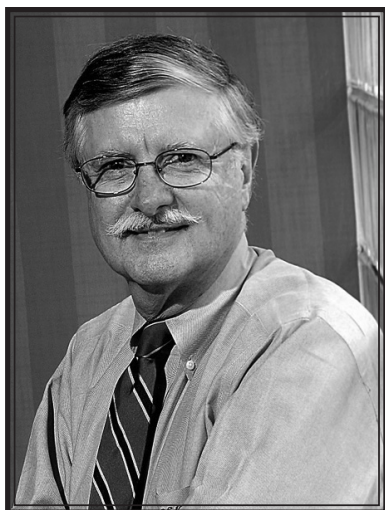


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

May, 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



WEAK SALES FOR FIRST QUARTER. Real estate sales in the first quarter 2014 were down 9.3 percent in Northern Virginia, compared to first quarter 2013, according to a recent piece in the ARLINGTON SUN GAZETTE. The paper reports on data reviewed by the Virginia Center for Housing Research at Virginia Tech which noted that *the decrease could be due to weather but could also indicate a slowing recovery. However, if weather were indeed the factor, the Center felt there should be a substantial increase in sales in the next few months.*

While Arlington's figures showed a modest decrease (8.7 percent) in the number of sales from the first quarter last year, the County experienced a 4 percent increase in sales in March over February this year. Inventory also increased by 4 percent over the previous month, but *inventory remains very low* nevertheless – *another factor that no doubt is affecting the decrease in sales.*

In March, the average number of days on market was 30 compared to 42 days in March of 2013 – a *decrease of 29 percent* – and a good trend for sellers.

AREA CFOs MORE UPBEAT THAN THEIR PEERS. Washington area chief financial officers are more positive about the region's economy than CFOs in other parts of the country according to TD Bank's Fourth Annual CFO Survey, as reported recently in the WASHINGTON BUSINESS JOURNAL. *Eighty percent of area CFOs are positive about the local economy compared to 60 percent of CFOs elsewhere. We like to hear that!*

DREADING THE FIX-UP? If the thought of fixing up your home is keeping you from putting it on the market, give me a call. As a marketing specialist, I not only advise my sellers on how to maximize their home's potential, but also *supervise the work that needs to be done.* I offer a talented team of tradespeople who can be counted on for *professional results at a reasonable cost.*

For example, a unit at Woodbury Heights Condominium at 1301 N. Courthouse Rd. – for which I supervised the installation of new kitchen appliances, kitchen cabinet painting, wall-to-wall carpeting, and an updated bathroom – sold in 11 days. To see other examples of homes I've prepared for the market, go to www.dicknathan.com and click on **100 Sold Listings.**

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.* Click on my Facebook real estate page for some solid real estate information.

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 #5 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

Associate Broker
Long & Foster
4600 Lee Highway
Arlington, VA 22207

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800/760-7282: Toll Free

email: dick.nathan@longandfoster.com

Visit me on the Web at www.dicknathan.com



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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	None		
<u>The Berkeley</u>	One:	one 1-BR	\$389,900
<u>Berkeley Square</u>	None		
<u>The Birches</u>	None		
<u>Black Oak</u>	One:	one 5-BR	\$999,999
<u>Cathcart Springs</u>	None		
<u>The Dakota</u>	None		
<u>The Glebe</u>	Two:	two 3-BR	\$1,049,000, \$949,900
<u>Glebe House Mews</u>	None		
<u>Harrison Place</u>	None		
<u>Highgate</u>	Three:	two 4-BR one 3-BR	\$1,275,000, \$1,260,000 \$1,150,000
<u>Hillcrest</u>	None		
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	Four:	one 1-BR three Studio	\$269,000 \$239,900, \$233,000, \$229,900
<u>Lorcom, Ridgeview, Randolph</u>	None		
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Five:	two 3-BR two 2-BR one 1-BR	\$1,850,000, \$1,525,000 \$1,449,900, \$1,425,000 \$585,000
<u>Merry Mews</u>	None		
<u>The Monroe</u>	None		
<u>Palisades Park</u>	None		
<u>Rixey View</u>	One:	one 3-BR	\$1,179,000
<u>Shirley Woods</u>	One:	one 7-BR	\$1,420,000
<u>Spy Hill/Stone Ridge</u>	One:	one 5-BR	\$1,295,000
<u>Tower Villas</u>	None		
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	One:	one 1-BR	\$399,900
<u>The Weslie</u>	None		
<u>Westview at Ballston Metro</u>	Two:	two-1-BR	\$455,000, \$365,000
<u>The Williamsburg</u>	None		
<u>Woodbury Heights</u>	Two:	two 2-BR	\$729,000, \$499,900
<u>Woodmont</u>	Three:	one 6-BR two 5-BR	\$1,795,000 \$2,099,000, \$1,795,000

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.