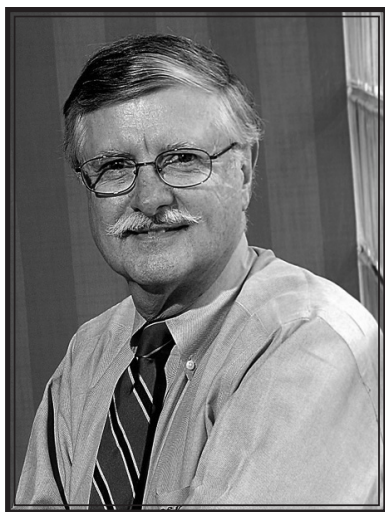


# DICK NATHAN'S REAL ESTATE NEWSLETTER

[www.dicknathan.com](http://www.dicknathan.com)

May, 2015



**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



**“HOT NEIGHBORHOODS IN NORTHERN VIRGINIA.”** That’s a headline from [washingtonpost.com](http://washingtonpost.com) on April 15. In a piece written by the president of the Multiple Listing Service, David Charron, about the Washington-area real estate market, Charron says, *“Arlington has some of the region’s greatest demand. The median number of days on market has been under 30 for all but four of the last three years.”* Referring to Arlington as one of the *“hottest” areas in the region*, Charron says that *“If you want to buy in Arlington, you need to have all your paperwork in order when you begin your search because these homes move fast.”*

**“HOUSING SALES ARE DOWN IN THE WASHINGTON SUBURBS.”** This quote comes from the April 27th WASHINGTON BUSINESS JOURNAL. But Arlingtonians, take note: the story mentions that *“Arlington was the only county to see a sales increase, up 6 percent, and remains the region’s most expensive county, with a median selling price last month of \$570,000, up 22 percent from a year ago.”*

**BANKS STARTING TO OFFER FREE CREDIT SCORES.** *The FICO score is used by nearly every major lender to determine the creditworthiness of credit card and loan applicants, and it’s getting easier for consumers to access.* The following banks are offering, or will be soon, FICO scores to their customers: Discover, JPMorgan Chase, Bank of America, Citigroup, and Ally Financial. USAA has announced that it will offer the FICO competitor, VantageScore.

**LOAN OPTIONS.** A story in the April 18<sup>th</sup> WASHINGTON POST Saturday Real Estate Section noted that lenders are *“wooing prospective buyers with new adjustable-rate mortgages (ARMs) that have eliminated many of the toxic features of the past.”* The story mentioned ARMs that run for *five, seven, and 10 years*—which would start with an interest rate lower than a 30-year-fixed-rate mortgage—and *might be a good deal for a buyer who is going to sell before one of those milestones is reached. Maybe not for everybody, but could be worth a buyer’s looking into – ARMs have lower interest rates than 30-year-fixed loans.*

**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](mailto:dick.nathan@longandfoster.com).



**FOR CURRENT MARKET UPDATES AND FEATURES,** search Facebook for *“Dick Nathan Arlington Real Estate.”* Several new items are posted on the page throughout the week. No fluff, just solid stuff!

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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 #7 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.

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## HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u> .....	None		
<u>Arlingwood</u> .....	One:	one 4-BR	\$2,950,000
<u>The Berkeley</u> .....	None		
<u>Berkeley Square</u> .....	None		
<u>The Birches</u> .....	None		
<u>Black Oak</u> .....	None		
<u>Cathcart Springs</u> .....	None		
<u>The Dakota</u> .....	None		
<u>The Glebe</u> .....	Two:	two 3-BR	\$1,235,000, \$1,125,000
<u>Glebe House Mews</u> .....	None		
<u>Harrison Place</u> .....	None		
<u>The Hawthorn</u> .....	None		
<u>Hillcrest</u> .....	None		
<u>Hunter Oaks</u> .....	None		
<u>Hyde Park</u> .....	Two:	one 3-BR one studio	\$575,000 \$239,000
<u>Lorcom, Ridgeview, Randolph</u> ....	None		
<u>Lynnbrook</u> .....	None		
<u>Memorial Overlook</u> .....	Two:	two 3-BR	\$1,899,900, \$1,795,000
<u>Merry Mews</u> .....	None		
<u>The Monroe</u> .....	One:	one 2-BR	\$849,000
<u>Rixey View</u> .....	None		
<u>Shirley Woods</u> .....	Three:	one 6-BR two 4-BR	\$1,549,000 \$1,699,000, \$1,150,000
<u>Spy Hill/Stone Ridge</u> .....	One:	one 4-BR	\$1,185,000
<u>Tower Villas</u> .....	One:	one 3-BR	\$740,000
<u>Townes of Lyon Park</u> .....	None		
<u>Virginia Square</u> .....	One:	one 2-BR	\$560,000
<u>The Westlie</u> .....	Three:	three 2-BR	\$1,649,000, \$1,249,000, \$995,000
<u>Westview at Ballston Metro</u> .....	Two:	one 2-BR	\$509,900
<u>The Williamsburg</u> .....	None		
<u>Woodbury Heights</u> .....	Two:	two 1-BR	\$369,000, \$349,000
<u>Woodmont</u> .....	None		

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.