



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

May, 2016

SPECIAL OFFER. The Sehkraft Butcher Shop [pronounced SAY kraft] at Garfield and 10th Streets in Clarendon is offering a **10% discount to anyone who brings in a copy of this May newsletter.** The Butcher Shop specializes in both locally raised and exotic meats, as well as custom and hard-to-find cuts.

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! – ***I think you'll find it of interest.***

FOR CURRENT MARKET COMMENTS see "***What's Happening***" on page 2.

BUYERS – ARE YOU A "TRANSACTOR" OR A "REVOLVER?" An April 27th posting at washingtonpost.com relays a column of Ken Harney's, where the author is speaking about mortgage loans and the effect of credit card debt. ***A "transactor" is a person who pays off balances each month while a "revolver" is the opposite – someone who pays the minimal – or less than the whole balance each month, rolling over balances to the next month. Up to now mortgage lenders didn't necessarily know who was who. Soon they will know, utilizing a new program introduced by Fannie Mae. Transactors will be regarded as more credit-worthy.***

CONSIDERING SELLING YOUR HOME? *As a realtor who has been successfully selling North Arlington homes for the past 33 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@longandfooster.com.

WHAT'S GREAT ABOUT ARLINGTON. ***A little-known [I think] and great musical resource in Arlington is the United States Army Band at Ft. Myer.*** Known as "Pershing's Own," the Band regularly gives ***free concerts in Brucker Hall on the base.*** Currently there are eight official performing ensembles: the Concert Band, Ceremonial Band, Army Chorus, Army Blues, Army Band Downrange, Herald Trumpets, Army Strings, and Army Brass Quintet. ***See www.usarmyband.com for a listing of upcoming events. These top-notch performances often feature commentary by the musicians and offer education as well as solid musicianship right here in Arlington!***

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

Associate Broker
NVAR Top Producer,
Multi-Million Dollar Club
L&F Chairman's Club
L&F Gold Team



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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.

WHAT'S HAPPENING IN OUR MARKET

Home sales and prices in our market have seen some growth in the first quarter of 2016. The Northern Virginia region saw a 10.6% increase in sales in the quarter, with median prices also showing some growth. In Arlington, March was a bit sluggish. This can largely be attributed to the lack of homes available early this year, although that may improve, as listings in March jumped 14%. With more homes available for sale, the data for April and May are likely to show a more robust market.

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
<i>ANALOSTAN</i>	-		-	
<i>ARLINGWOOD</i>	one 9-BR two 5-BR one 4-BR	\$3,995,000 \$1,789,000; \$1,412,000 \$1,695,000	-	
<i>BALLSTON ROW</i>	one 5-BR one 4-BR one 3BR	\$1,399,000 \$1,099,000 \$ 799,975	-	
<i>THE BERKELEY</i>	one 2-BR	\$615,000	one 1-BR one 3-BR	\$384,900 \$812,500
<i>THE BIRCHES</i>	-		-	
<i>BUCKINGHAM COMMONS</i>	one 3-BR	\$935,000	-	
<i>CATHCART SPRINGS</i>	-		-	
<i>ENCLAVE AT BALLSTON</i>	-		-	
<i>THE GLEBE</i>	-		-	
<i>GLEBE HOUSE MEWS</i>	-		-	
<i>HARRISON PLACE</i>	-		-	
<i>THE HAWTHORN</i>	three 2-BR one 1-BR	\$660,000; \$629,000; \$619,000 \$405,000	one 2-BR	\$580,000
<i>HUNTER OAKS</i>	-		-	
<i>HYDE PARK</i>	-		-	
<i>LYNNBROOK</i>	-		-	
<i>THE MONROE</i>	-		two 2-BR	\$817,500; \$769,000
<i>RIXEY VIEW</i>	-		-	
<i>SHIRLEY WOODS</i>	-		-	
<i>SPY HILL/STONE RIDGE</i>	-		one 5-BR	\$870,000
<i>VIRGINIA SQUARE</i>	two 2-BR	\$550,000; \$514,950	-	
<i>THE WILLIAMSBURG</i>	one 2-BR two 1-BR	\$698,000 \$484,500; \$436,800	one 1-BR	\$420,000
<i>WOODBURY HEIGHTS</i>	two 2-BR	\$526,800; \$520,000	one 2-BR	\$454,900