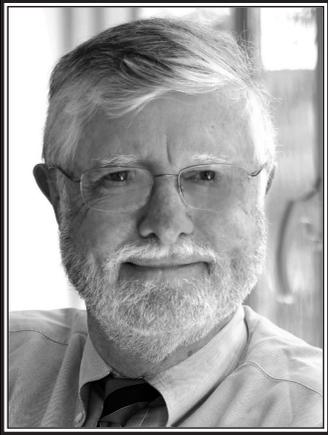


DICK NATHAN'S REAL ESTATE NEWSLETTER

We know how to create value.

May 2018



Richard E. Nathan
CRS, ABR, SRES
Associate Broker
NVAR Top Producer,
Multi-Million Dollar Club
L&F Chairman's Club
L&F Gold Team



Cody Chance, SRES
REALTOR

WHY OUR LISTINGS SELL SO WELL. We spend a *lot of time and thought preparing our listings* for the market and we don't present a listing until it is absolutely ready.... *until we have it in the shape that will get our seller clients the most money.* This may mean painting, new flooring, or even in some cases a new kitchen or bath—*work that in nearly every case brings a profit for our clients.*

We supervise that work using our reliable team of extraordinary tradespersons, taking much of the strain off of our clients' shoulders. When we're finished working on the property, we have it professionally photographed [at our expense] and produce an impressive brochure and an extensive online virtual tour. *In short, we know how to create value.*

WHAT RECENT SELLERS HAVE SAID ABOUT US:

"Selling my apartment was my twenty-fifth real estate transaction since 1981. *No other realtors with whom I have worked equal the two of you in professionalism, work ethic, sound judgment, market realism, and honesty.*"

"We decided to sell in late February. For the next three months, Dick and Cody worked to get us ready for the market in late April. This included recommendations for painters and contractors, and especially a very professional photography job. You cannot argue with success. *Dick Nathan and Cody Chance know all aspects of their business. We would use them again in a heartbeat.*"

"*We've been through ten moves and we've had so-so realtors and good realtors but until Dick and Cody we had not experienced working with Great Realtors.* They know the market, they know where the market is going and they know what people want in their new home. *More than that, they know how to turn any property into a highly desirable, very marketable home. They helped us turn our home from a comfy place to a show place.* Our home was only on the market for 2 days. We could not be happier!"

WHAT WE DO FOR OUR BUYERS. We monitor the market *on a daily basis*, seeking the types of properties that our buyers are looking for. When we find a listing that we think is right, we *help our buyers analyze the property and its pros and cons.* In the competitive market that we're currently experiencing, writing a winning offer is challenging, and making a strong offer and losing out is painful. When we write an offer, we *help the buyers write the strongest one possible*, which may include an *escalation clause*, which would automatically increase the buyers' offering price up to a certain higher figure if another competing offer had a higher price. *This may sound a little scary at first, but the escalation clause does have a price cap beyond which the buyer will not go, and it may be the only way for a buyer to be the "winner" of a desirable property likely to get multiple offers.* On the other hand, one of the most valuable services that we offer our buyers is advising them when *NOT* to buy a property that is unsuitable, hopefully helping them to avoid very long and potentially very expensive trouble.

WHAT'S GREAT ABOUT ARLINGTON. For dog-lovers: *there are nine off-leash dog parks in Arlington:* Shirlington, Glencarlyn, Benjamin Banneker, Fort Barnard, Towers, Fort Ethan Allen, Clarendon, Utah, and Barcroft. For exact locations and more information go to www.bringfido.com/attraction/parks/city/arlington_va_us/

NEW PREFERRED PROVIDER LIST. We have just updated and expanded our Preferred Provider List. Please contact us for this *complimentary list* of painters, wood floor/carpet person, handyman, plumber, electrician, etc. *Call us at 703/284-9318 or email us at dick.nathan@longandfoster.com.*

LONG & FOSTER
REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE

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.

Cody Chance is a graduate of Furman University with a double major in History and Asian Studies. An Eagle Scout, Cody has been a salesperson with New York Life, and from 2009 to 2016 had an active role as Dick's Marketing Director. Now, as a Realtor he works closely with Dick to help buyers find homes and to help sellers get the very best price for their properties. Cody holds the Seniors Real Estate Specialist [SRES] designation.

Richard E. Nathan, CRS, ABR, SRES
ASSOCIATE BROKER

LONG & FOSTER®
REAL ESTATE

CHRISTIE'S
INTERNATIONAL REAL ESTATE

PRESORTED
STANDARD
U.S. POSTAGE
PAID
MERRIFIELD VA
PERMIT #2444

4600 Lee Highway
Arlington, VA 22207

703/284-9318: Desk/24-hr VM
703/522-0500: Receptionist
dick.nathan@longandfooster.com

Visit my website: www.dicknathan.com

WHAT'S HAPPENING IN OUR MARKET

THE SPRING REAL ESTATE MARKET IS STILL IN FULL FORCE, AND IT IS STILL STRONGLY FAVORING SELLERS. The year-over-year Arlington County housing statistics for March (the most recent month for which statistics are available) are a little surprising in their magnitude: Inventory was down 22%, average days-on-market were down 18%, median sale price was up 11%, and the months of supply dropped 15% compared to the same period in 2017 – and 2017 was a pretty good year for local real estate. Remember that these stats are from March – it's now May, and the market has been accelerating.

Our personal experiences corroborate all this – Our listings have been, in general, wildly successful in 2018: all have sold for good prices in seven days or less, half have sold for list price or more, and about half have had competing offers. Some of our buyer clients, on the other hand, are having a hard time finding what they really want for a price they want to pay – or they have not been in a position to react quickly enough when an appropriate property presented itself.

If you are thinking of selling a home, get in touch soon so that we can show you how we create value and get the best price for our clients. If you want to buy a home, get in touch so that we can put our knowledge of the market and contract negotiation experience to work for you!

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 5-BR	\$1,562,554	-	
BALLSTON CROSSING	-		-	
BALLSTON GREEN	-		-	
BALLSTON ROW	-		two 4-BR	\$1,025,000; \$970,000
BALLSTON VILLAGE	-		-	
THE BERKELEY	-		-	
BERKELEY SQUARE	-		-	
THE BIRCHES	one 4-BR	\$905,000	-	
BLACK OAK	-		-	
BROMPTONS AT BALLSTON	-		one 3-BR	\$1,095,440
BROMPTONS AT CHERRYDALE	-		-	
BROMPTONS AT MONUMENT	-		-	
BROMPTONS AT ROSSLYN	one 4-BR	\$1,125,000	-	
BUCKINGHAM COMMONS	-		-	
CARRIAGE HILL	-		-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	-		-	
COURT AT LYON VILLAGE	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	one 3-BR	\$1,045,000	-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	one 2-BR	\$629,900	-	
HIGHGATE	-		-	
HUNTER OAKS	-		-	
HYDE PARK	two 2-BR	\$539,000; \$500,000	one 1-BR	\$346,000
LYNNBROOK	-		-	
MADISON MEWS	-		-	
MARCEY CREEK	-		-	
THE MONROE	one 2-BR	\$889,900	-	
RIXEY VIEW	one 3-BR	\$1,025,000	-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	-		-	
SHIRLINGTON CREST	-		-	
SPY HILL/STONE RIDGE	-		one 5-BR	\$953,000
			one 4-BR	\$935,000
VIRGINIA SQUARE	-		two 2-BR	\$610,000; \$602,100
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	three 1-BR	\$567,000; \$440,000; \$439,000	-	
WOODBURY HEIGHTS	-		one 2-BR	\$485,000
			one 1-BR	\$393,000

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. Dick Nathan Real Estate, LLC