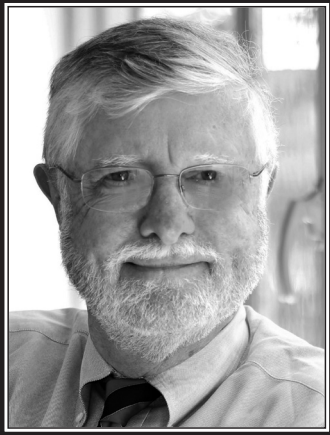


DICK NATHAN'S REAL ESTATE NEWSLETTER

No one will work harder for you.

November, 2017



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
REALTOR

SPECIAL OFFER: SHREDDING. *On Saturday November 11, you're invited to a complimentary shredding event at our office from 9-12, with coffee, tea, and breakfast items. We're located at 4600 Lee Highway, just across Woodrow St. from the Lee Heights shops. The shredding will occur in our parking lot. **Don't worry about removing staples and paper clips;** the shredder can accommodate them. **Please let us know you are coming: 703/284-9318 or dick.nathan@LNF.com.** P.S. Our office has just had a complete renovation—come see the new look!*

SUCCESSFUL "RIGHT-SIZING" EVENT. *Cody and I just hosted a second seminar on the topic of "down-sizing" which was held at the Washington Golf and Country Club. We had an excellent panel of presenters which included an elder law attorney, representatives from an estate sale company, a company that helps people decide what to take and what not to, a moving company, a mortgage lender; and a representative from Goodwin House Retirement Community.*

We will be repeating the event in the spring. Watch for future announcements.

CODY EARNS DESIGNATION. *We are pleased to announce that Cody **has just received the designation of SRES [Seniors Real Estate Specialist]** which is awarded by the Seniors Real Estate Specialist Council of the National Association of Realtors. **The designation requires intensive training related to issues of concern to clients 50 years old and older. We both have had the training and we both hold the designation.***

PREPARING FOR THE SPRING MARKET. *If you are thinking of taking advantage of what promises to be a very robust spring home sales market, **now is absolutely the best time to start preparing for it.** From making a plan, identifying items that will be given away or discarded, and identifying repairs and improvements to be made, to getting quotes from qualified contractors, getting the work done, and then staging for the sale, **the process can take a while. The good news is that we can help with all of these things!** If our clients' home needs work in order to shine, we **coordinate** painters, flooring professionals, handymen, cleaners, and other contractors so that our clients don't have to — **and we supervise the work.***

Additionally, we use only the best **professional photography, careful staging and presentation, and outstanding marketing** to get the most exposure for our sellers' property and present it in the best possible light – so that our listings sell for the highest possible price in the shortest amount of time. We **communicate** with our clients constantly, so that they always know what's happening. Most of all, as our past clients will have commented, **we care.** **Contact us now to be able to hit the ground running in the spring market: 703/284-9318 or dick.nathan@longandfoster.com**

WHAT'S GREAT ABOUT ARLINGTON. *The Arlington Arts Center [AAC] is dedicated to presenting and supporting **new work by regional artists in the Mid-Atlantic states.** Through exhibitions, educational programs, and subsidized studio spaces, AAC serves as a bridge between artists and the public. **The facility includes nine exhibition galleries, working studios for 13 artists, and three classrooms. At 17,000 square feet, it is one of the largest non-federal venues for contemporary art in the Washington Metropolitan Area.** Located at 3550 Wilson Blvd., at the corner of N. Monroe St., the galleries are open Wednesday—Sunday from 12-5.*

PREFERRED PROVIDER LIST. *We have 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.***

If you want to discuss a particular job or project, to see who might be the best tradesperson for that job, **please get in touch — we'll be happy to talk with you.**

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 since 2009 has 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.

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

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WHAT'S HAPPENING IN OUR MARKET

As this page has become more and more sparsely filled over the last few months, the question on everyone's mind is "where is the market headed?" In the cooler months of the fall heading into the holiday season, the market often slows down a bit, giving buyers a little bit more leverage, which is not really what we're seeing. The thing that is holding back the market the most is a lack of inventory – things aren't being bought because there isn't enough of the right product mix to buy – which is causing even less desirable properties that have been on the market for several months to start to sell. The Arlington housing market statistics for September show: Units sold: up 6% vs. last year. Median sale price: up 2% vs. last year. Days on market: down 20% vs. last year. Sold/list price: up 0.9% to 99.3%. The one crucial thing to keep in mind is that buyers in our market want homes that are in sparkling condition and ready to go – unless they feel they are getting a real bargain. They are often more willing to compromise on price than condition. So where does it seem the market is headed? Judging by the information available, it looks as if we're in for an uncharacteristically strong late fall / winter market, and a very robust spring market – as long as there is anything to sell.

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 6-BR one 4-BR	\$1,875,000 \$1,695,000	-	
BALLSTON CROSSING	-		-	
BALLSTON GREEN	-		-	
BALLSTON ROW	one 3-BR	\$859,000	-	
BALLSTON VILLAGE	-		-	
THE BERKELEY	one 1-BR	\$399,900	-	
BERKELEY SQUARE	-		-	
THE BIRCHES	-		-	
BLACK OAK	-		-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	-		one 3-BR	\$898,000
BROMPTONS AT MONUMENT	one 3-BR	\$1,899,000	-	
BROMPTONS AT ROSSLYN	-		-	
BUCKINGHAM COMMONS	-		-	
CARRIAGE HILL	-		-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	one 4-BR	\$2,995,000	-	
COURT AT LYON VILLAGE	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	one 2-BR one 1-BR	\$635,000 \$399,900	-	
HIGHGATE	-		-	
HUNTER OAKS	one 3-BR	\$775,000	-	
HYDE PARK	two 2-BR one Studio	\$550,000; \$550,000 \$245,900	one 2-BR	\$499,500
LYNNBROOK	-		-	
MADISON MEWS	-		-	
MARCEY CREEK	-		-	
THE MONROE	one 3-BR	\$849,900	-	
RIXEY VIEW	-		-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	one 5-BR	\$2,717,000	-	
SHIRLINGTON CREST	one 4-BR one 2-BR	\$734,900 \$609,999	-	
SPY HILL/STONE RIDGE	one 4-BR	\$949,800	-	
VIRGINIA SQUARE	-		one 3-BR	\$825,000
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	one 1-BR		-	
WOODBURY HEIGHTS	-		one 1-BR	\$325,000

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.