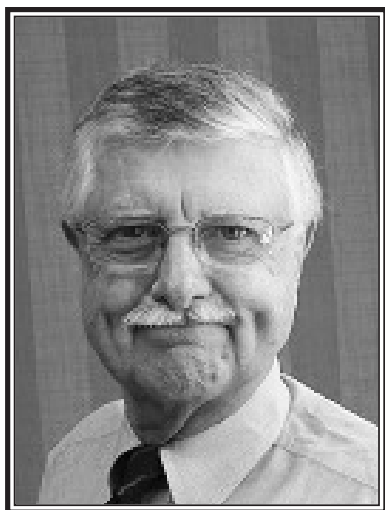


# DICK NATHAN'S REAL ESTATE NEWSLETTER

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

November, 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



**SPECIAL OFFER.** The painting company that I've used for 25 years is having a winter special, offering a **10% discount on interior work**. The company is **family-owned and has been in business for 67 years**. If you'd like to know more about this offer, please email or call me [703-284-9318 / [dick.nathan@LNF.com](mailto:dick.nathan@LNF.com)]. [“Special Offer” is a becoming a regular feature of this newsletter.]

**GOOD NEWS FOR LOCAL REAL ESTATE.** The October 28<sup>th</sup> WASHINGTON POST carries a headline: “Budget deal may end cycle of crisis.” ***The package was approved on October 28<sup>th</sup>.***

The legislation raises the ***federal borrowing limit through March 2017, puts off fears of a government shutdown for two years, eases agencies' sequestration caps, allows an \$80 million increase in spending over two years split equally between defense and nondefense programs*** [some more federal money undoubtedly to be spent locally], and ***eliminates a possible 5.5% reduction in federal salaries*** due to a possible 5.5% increase in what federal employees have to pay toward benefits. ***This stability is good for our economy and local housing market.***

**SEASONAL SLOW DOWN... SPRING MARKET COMING.** Our market will slow a bit between mid-November and mid-to-late January. If you're thinking of selling your home next year, now is the time to start getting ready. ***Please get in touch to make an appointment to begin a discussion.***

**WHAT'S GREAT ABOUT ARLINGTON.** Preston's Pharmacy at 5101 Lee Hwy [between Glebe and George Mason] has been our family drug store for 25 years. ***They have a dedicated pharmacist staff who know their customers and who can answer any questions – in a quiet location – that anyone might have.*** They also sell medical supplies such as walkers, etc, perform custom compounding of medications for humans and pets, and ***have a great gift/greeting card department.*** In addition, they offer delivery if one needs it. [“What's Great about Arlington” is a regular feature of this newsletter.]

**f 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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# Richard E. Nathan, CRS, ABR, SRES

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## WHAT'S HAPPENING IN YOUR AREA

*The Arlington housing market was steady in September, with year-over-year increases in prices and numbers sold. The increases in average sale price (up 4%) and in numbers of homes sold (up 13.4%) add up to an increase in total sales volume of about 18% over the same period in 2014. While September seems to have been a strong month, it is likely that the numbers for October will not look so rosy, due to the hesitancy among prospective buyers engendered by (now averted) threats of another government shut-down. This may lead to a busier-than-usual November and December, as those prospective buyers reenter the market.*

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 7-BR	\$4,200,000	-	
	one 5-BR	\$1,395,000		
	one 4-BR	\$2,950,000		
THE BERKELEY	one 3-BR	\$815,000	two 2-BR	\$695,000 -- \$685,000
	one 2-BR	\$750,000	one 1-BR	\$395,000
THE BIRCHES	one 4-BR	\$849,000	-	
CATHCART SPRINGS	one 3-BR	\$750,000	two 3-BR	\$770,000 -- \$715,000
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	one 3-BR	\$749,000	-	
THE HAWTHORN	-		-	
HUNTER OAKS	-		-	
HYDE PARK	one 3-BR	\$585,000	two 1-BR	\$309,950 -- \$250,900
	one 2-BR	\$529,000		
	one 1-BR	\$304,900		
LYNNBROOK	-		-	
THE MONROE	three 2-BR	\$835,000 -- \$724,900 -- \$699,900	one 3-BR	\$727,000
RIXEY VIEW	-		-	
SHIRLEY WOODS	one 5-BR	\$2,717,000	-	
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	one 1-BR	\$399,000	one 2-BR	\$555,900
THE WILLIAMSBURG	one 2-BR	\$614,000	two 2-BR	\$675,000 -- \$614,750
	two 1-BR	\$439,900 -- \$424,900		
WOODBURY HEIGHTS	one 2-BR	\$490,000	-	

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.