



Richard E. Nathan, CRS

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CHRISTIE'S
INTERNATIONAL REAL ESTATE

DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

November, 2016

NEWSLETTER CHANGES. *Welcome to those of you receiving this for the first time!* I have been writing this newsletter for 33 years, and am happy to announce some changes in this issue and going forward – *especially the inclusion of some new communities on the list.* I am also moving from a letter format to a legal format in order to accommodate the new neighborhoods, *as well as to be able to provide more news, special offers, and information about our local real estate market.*

SPECIAL OFFER – PRESTON'S CARE PHARMACY. Present an original copy of this newsletter to the customer service staff before making a purchase and receive *25% off any GIFT ITEM, or 30% off one pair JOBST compression hose.* *Offer excludes sale items or special orders. Offer valid through 11/30/2016.*

Established in 1934, Preston's Pharmacy is Arlington's oldest independent pharmacy, having served the Arlington community for over 80 years. *They have been voted "Best Gift Store" in Arlington County, and offer an extensive selection of gift/home items and greeting cards.* Located at *5101 Lee Highway at the corner of Edison St. [between Glebe Rd. and George Mason Dr.]*, Preston's is open weekdays from 8:30-7 and Saturdays 8:30-4. Find them on the web at www.prestonscarepharmacy.com or google "pharmacy Arlington VA."

INTRODUCING CODY. I am happy to announce that *Cody Chance*, my assistant of the last 7 years, *has now joined me working as a realtor.* Cody is originally from Greenville, South Carolina, where he graduated from Furman University with a double-major in History and Asian Studies. He spent a few years working for New York Life in Charleston, SC, before moving to Arlington. When not at the office, or working with clients, Cody enjoys cooking, gardening, and playing music, and has a great interest in art and architecture. *In the 7 years that Cody has been with me, he has learned quite a bit about the real estate business and he is now looking forward to working more directly with clients. If you, or anyone you know, is looking to buy or sell a home in our area, let us put our combined experience to work for you!*

UPCOMING "RIGHT-SIZING" EVENT. Cody and I are planning an event in early winter dealing with the subject of *"down-sizing," or "smart-sizing" – a topic which has been important to several of our recent clients.* We are seeking the right venue and the right selection of panelists to join us. At the moment, we're thinking possibly of a representative from a local continuing-care retirement community, a real estate settlement attorney, a moving company representative, someone from a company that helps people make decisions about what household items to keep or give away, a mortgage loan officer.... *If you have any ideas of what type of panelist would be useful, or would like to attend the event, please let us know at dick.nathan@longandfoster.com.*

DREADING THE FIX-UP? If the thought of fixing up your home is keeping you from putting it on the market, give me a call. As a marketing specialist, I not only advise my sellers on how to maximize their home's potential, but also *supervise the work that needs to be done.* I offer a talented team of tradespeople who can be counted on for *professional results at a reasonable cost.* I know how to *make my listings sparkle and sell well!*

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.

WHAT'S GREAT ABOUT ARLINGTON – DOG PARKS! Arlington has eight dog parks, about half of which have lights for nighttime use. While those without lights close at sunset, the others close at 7, 8, 9, or 10 depending on the park. In alphabetical order, the parks are Benjamin Banneker, Fort Barnard, Fort Ethan Allen, Glencarlyn, James Hunter, Shirlington, Towers, and Utah. Find more information at www.parks.arlingtonva.us/parksfacilities/dog-parks.

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.

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WHAT'S HAPPENING IN OUR MARKET

A total of 218 Arlington properties went to closing during September, a drop of more than 14 percent from the 254 transactions in September 2015, according to figures reported by RealEstate Business Intelligence, an arm of the local multiple-listing service. The decline was centered in the single-family market, which saw sales drop from 100 in September 2015 to 61 in September 2016.

While sales in the single-family segment of the market were down, average sales prices for single-family homes were up, rising 4.2 percent to \$895,036. Attached homes saw average prices decline 3.3 percent to \$469,271, while condominiums saw an increase of 3.8 percent to \$437,395. Overall, the median price dipped 11 percent to \$512,000.

[source: insidenova.com]

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 9-BR	\$3,995,000	-	
	one 5-BR	\$1,789,000		
BALLSTON CROSSING	-		-	
BALLSTON GREEN	-		-	
BALLSTON ROW	two 5-BR	\$1,240,000; \$1,239,999	-	
	one 4-BR	\$1,045,000		
BALLSTON VILLAGE	-		-	
THE BERKELEY	-		one 2-BR	\$545,000
THE BIRCHES	-		-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	-		-	
BROMPTONS AT MONUMENT	one 3-BR	\$1,988,888	-	
BUCKINGHAM COMMONS	one 3-BR	\$835,000	one 3-BR	\$769,000
CARRIAGE HILL	-			
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	one 4-BR	\$3,300,000		
COURT AT LYON VILLAGE	-			
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	-		-	
HIGHGATE	one 3-BR	\$999,623	-	
HUNTER OAKS	-		-	
HYDE PARK	two 2-BR	\$549,900; \$469,000	one 3-BR	\$555,000
	three 1-BR	\$329,000; \$300,000; \$279,500	one 1-BR	\$335,000
	two Studios	\$249,900; \$225,000		
LYNNBROOK	-		-	
MADISON MEWS	-			
MARCEY CREEK	-		one 3-BR	\$839,000
THE MONROE	two 2-BR	\$850,000; \$509,900	-	
RIXEY VIEW	-		-	
THE SANCTUARY	-			
SHIRLEY WOODS	one 5-BR	\$2,717,000	-	
	one 4-BR	\$999,500		
SHIRLINGTON CREST	one 4-BR	\$729,900	one 3-BR	\$727,000
	two 3-BR	\$729,900; \$714,900	one 2-BR	\$590,000
SPY HILL/STONE RIDGE	one 4-BR	\$1,195,000	-	
VIRGINIA SQUARE	-		-	
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	one 2-BR	\$675,000	two 2-BR	\$725,000; \$714,500
WOODBURY HEIGHTS	one 1-BR	\$359,000	one 2-BR	\$500,000

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.