



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

October, 2014

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



REGION'S GAINS SMALLER THAN OTHER AREAS. The September 27th Case Schiller Report notes that while home prices month-over-month and year-over-year rose again in July in the Washington region (spanning Fredericksburg, VA through Frederick, MD to Jefferson County, WV), *the gains were smaller than those seen in most other major metro areas.* One possible explanation of this is that our region was quicker to recover, and other regions are only now *experiencing the kind of recovery that we had earlier.*

"ANALYSTS PREDICT A MORE BALANCED HOUSING MARKET THIS FALL." That's the headline from a September 23rd story in THE WASHINGTON POST. David Versel, a senior research associate at the George Mason University Center for Regional Analysis, says that "all indicators for the fall market are pointing sideways or slightly down. . . . Weak job growth in the region is the main problem holding back the housing market." David Charron, president of the Multiple Listing Service, is quoted in the story as saying that *"homes in the \$1 million and above price range are staying on the market longer and sellers tend to have dropped the price before they sell, particularly in Northern Virginia and Potomac."*

ARLINGTON'S "SWEET SPOT" FOR SALES. Recent sales figures in Arlington echo the MLS president's observation about which homes tend to take longer to sell. *Homes in the \$700,000 to \$900,000 price range – the "sweet spot" for sales right now – are moving the most quickly in Arlington.*

MIXED MARKET DESPITE POSITIVE INDICATORS. Increased consumer confidence, lower interest rates, and lower unemployment – all of which we are experiencing right now – usually indicate a good real estate market. However, despite these positive signs in the economy, it is taking longer for the real estate market fully to recover from the recession. *And while there has been job growth in our region, higher paying jobs are not the ones being created... thus higher-priced homes are not selling as quickly as lower-priced homes.*

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.

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!

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 #4 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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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	Two:	two 4-BR	\$1,175,000, \$950,000
<u>The Berkeley</u>	None		
<u>Berkeley Square</u>	None		
<u>The Birches</u>	None		
<u>Black Oak</u>	One:	one 5-BR	\$1,170,000
<u>Cathcart Springs</u>	None		
<u>The Dakota</u>	None		
<u>The Glebe</u>	One:	one 3-BR	\$1,125,000
<u>Glebe House Mews</u>	None		
<u>Harrison Place</u>	None		
<u>Highgate</u>	None		
<u>Hillcrest</u>	None		
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	One:	one 1-BR	\$323,000
<u>Lorcom, Ridgeview, Randolph</u>	None		
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Two:	two 3-BR	\$2,050,000, \$1,795,000
<u>Merry Mews</u>	None		
<u>The Monroe</u>	Three:	three 2-BR	\$665,000, \$649,900, \$429,900
<u>Palisades Park</u>	Three:	three 3-BR	\$1,279,500, \$1,225,000, \$1,119,000
<u>Rixey View</u>	One:	one 3-BR	\$1,148,000
<u>Shirley Woods</u>	Two	one 5-BR one 4-BR	\$1,249,000 \$820,000
<u>Spy Hill/Stone Ridge</u>	None		
<u>Tower Villas</u>	None		
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	None		
<u>The Westlie</u>	None		
<u>Westview at Ballston Metro</u>	Four:	four 1-BR	\$450,000, \$362,000, \$359,990, \$359,900
<u>The Williamsburg</u>	Two:	two 2-BR	\$678,800, \$639,000
<u>Woodbury Heights</u>	Three:	two 2-BR one 1-BR	\$689,000, \$515,000 \$379,000
<u>Woodmont</u>	Five:	three 6-BR two 5-BR	\$2,295,000, \$1,999,999, \$1,699,000 \$1,995,000, \$1,799,000

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.