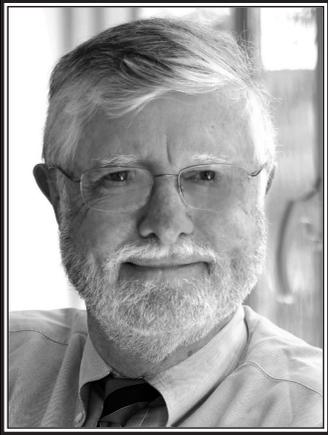


DICK NATHAN'S REAL ESTATE NEWSLETTER

We know how to create value.

OCTOBER 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

“RIGHT-SIZING” EVENT IS WEDNESDAY, OCTOBER 24. If you're thinking of selling your home, this may be of interest. *Cody and I are hosting our fourth seminar on the topic of “down-sizing” on October 24 at the Washington Golf and Country Club, starting at 10:30 am and ending around 1:30.*

We always have a top-flight panel of participants, all of whom should be very interesting and informative. *Each will touch on the topic of down-sizing from the perspective of his or her particular area of expertise.*

Previous participants have *included a combination of the following:* an elder law attorney, representatives from an estate sale company and a company that helps people decide what to take and what not to, a moving company spokesperson, a mortgage lender, a settlement attorney, and a representative from a local retirement community.

We limit our seminar to approximately 35 guests so individuals have an opportunity to meet our speakers and ask questions. *Please call 703/284-9318 or email us at dick.nathan@longandfoster.com to let us know of your interest in attending.* As details are firmed up, we'll be back in touch.

AUTUMN CAN BE A GOOD TIME TO BUY OR SELL. Fall isn't traditionally thought of as the busiest time in real estate, *but there are some possible advantages to buying or selling a home during autumn.* People are always moving into our area, and buyers who are out looking in the fall tend to be more serious, an advantage to sellers.

The National Association of Realtors has found this season is the best time of the year to purchase a home because of potentially lower home prices, less competition, and the possibility of getting a deal on a property that has been on the market since summer [not so true in our market]. Sometimes homes are available in the fall because the *sellers are motivated to move quickly due to unexpected circumstances* like a job change.

Clearly, the perfect time to buy is as soon as you are ready. *However, in today's market, with appreciating home prices, low inventory, strong demand, and rising interest rates, the longer you wait, the more expensive your new home will become.*

WHAT'S GREAT ABOUT ARLINGTON. The National Chamber Ensemble begins its 12th season this fall. *The 15 performers include members of the National Symphony and Washington Opera.* The Ensemble plays at Gunston Middle School and the Unitarian Universalist Church. *The next performance is at Gunston on Saturday, October 20 at 7:30 with “Masters of the Italian Baroque.”* More information on the 2018-19 season may be found at www.nationalchamberensemble.org.

WHAT WE DO FOR OUR SELLERS. *We know how to create value.* 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. If our clients' home needs work to shine, we *coordinate* painters, flooring professionals, cleaners, and other contractors so that our clients don't have to — and we supervise the work. We *communicate* with our clients constantly, so that they're never the last to know. *As our past clients will attest, most of all, we care about what we do.*

PREFERRED PROVIDER LIST. Please ask for the newly updated version, which is now including more categories. Call 703/284-9318 or email [dick.nathan @LNF.com](mailto:dick.nathan@LNF.com).



Cody Chance, SRES
REALTOR

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.

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ASSOCIATE BROKER

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WHAT'S HAPPENING IN OUR MARKET

FOR ABOUT TWO YEARS NOW our market has been engaged in a cycle of high demand and low inventory that has pushed prices up and time on market down. This cycle, combined with rising interest rates, has been frustrating for buyers who have seen increasing competition for the few available choices while their buying power has been gradually diminishing. This cycle has been self-perpetuating because potential home sellers who are ready to make a local move are unable to find a property to buy in order to be able to sell the one they own. The lack of "liquidity" in the market is an issue only being compounded by an influx of new residents and businesses (such as Nestle's recent move to Rosslyn). One positive note is that right now in the fall market there is a bit more inventory available, and those seeking to make a move have more options and less pressure than they have had so far this year, or are likely to have come February and the early spring market.

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 9-BR	\$4,800,000	-	
	two 5-BR	\$2,780,000; \$1,419,554		
	three 4-BR	\$1,499,900; \$999,000; \$849,000		
BALLSTON CROSSING	-		-	
BALLSTON GREEN	-		-	
BALLSTON ROW	one 4-BR	\$1,099,900	-	
	one 3-BR	\$834,900		
BALLSTON VILLAGE	-		-	
THE BERKELEY	-		-	
BERKELEY SQUARE	-		-	
THE BIRCHES	-		-	
BLACK OAK	-		-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	-		-	
BROMPTONS AT MONUMENT	one 3-BR	\$1,995,000	-	
BROMPTONS AT ROSSLYN	-		-	
BUCKINGHAM COMMONS	one 4-BR	\$900,000	-	
CARRIAGE HILL	one 5-BR	\$1,295,000	-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	-		-	
COURT AT LYON VILLAGE	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	one 4-BR	\$999,900	-	
	one 3-BR	\$1,168,000		
GLEBE HOUSE MEWS	one 2-BR	\$869,500	-	
HARRISON PLACE	-		-	
THE HAWTHORN	one 1-BR	\$449,000	-	
HIGHGATE	one 3-BR	\$999,995	-	
HUNTER OAKS	-		-	
HYDE PARK	one 1-BR	\$369,900	one 2-BR	\$495,000
LYNNBROOK	two 3-BR	\$979,500 \$929,000	-	
MADISON MEWS	-		-	
MARCEY CREEK	-		-	
THE MONROE	one 2-BR	\$824,900	-	
RIXEY VIEW	-		-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	-		-	
SHIRLINGTON CREST	two 3-BR	\$764,000; \$737,500	-	
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	-		-	
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	one 2-BR	\$765,000	-	
	two 1-BR	\$450,000; \$429,000		
WOODBURY HEIGHTS	one 2-BR	\$514,000	two 1-BR	\$560,000; \$350,000
	three 1-BR	\$560,000; \$349,000; \$295,000		

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