

DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

September, 2013

ARLINGTON HOME SALES UP. The total number of properties sold in Arlington in August *was almost 20% higher than in August, 2012* and the total sales volume was up 29% compared to a year earlier. A total of 291 properties sold, up from 243 a year ago. There were 26 sales at a million dollars or more.

Also of note is a sale-to-list price ratio of 99% and an average of 26 days from listing to sale [down 42% from August of last year]. Other stats are included in the Long and Foster Market Minute report which may be found at my Facebook page [search "*Dick Nathan Arlington Real Estate*"] – or call or write me for a copy.

MORTGAGE RATES RISING. Rates are bobbing around a bit, but the trend has been up over the past couple of months... 4.5% +/- compared to 3.5% earlier... *still not a bad rate compared to historical benchmarks*. Rising rates, however, have caused the re-finance business to shrink.

THINKING OF BUYING A HOME? Check out my buyers' website at dicknathan.LNF.com. *You can search for listings on the realtors' Multiple Listing Service, see current market info, learn about buyer agency, and more.* There is a link to my Facebook real estate page, which has solid and pertinent real estate information.

If you're in the market and prices and interest rates continue to increase, you'll want to buy sooner than later!

THINKING OF SELLING YOUR HOME? With low inventory [little competition], rising prices, short days on market, multiple offers sometimes, and a low Arlington unemployment rate, *this may be a perfect time to sell*. If you'd like to discuss your home and the market, please call or write me – 703/284-9318 or dick.nathan@longandfoster.com. Also, check out my professional photography and marketing at www.dcknathan.com.



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. By 'liking' *Dick Nathan Arlington Real Estate*, you will receive occasional updates, including articles on the *current state of the local real estate market* and other information designed to help those looking to buy, sell, or add value to a home. Really pertinent 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 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>	One:	one 5-BR	\$2,190,000
<u>The Berkeley</u>	One:	one 1-BR	\$414,900
<u>Berkeley Square</u>	None		
<u>The Birches</u>	None		
<u>Black Oak</u>	None		
<u>Cathcart Springs</u>	None		
<u>The Dakota</u>	None		
<u>The Glebe</u>	One:	one 3-BR	\$1,174,000
<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>	None		
<u>Lorcom, Ridgeview, Randolph</u>	None		
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Two:	two 3-BR	\$1,885,000 \$1,599,000
<u>Merry Mews</u>	None		
<u>The Monroe</u>	One:	one 2-BR	\$749,900
<u>Palisades Park</u>	None		
<u>Rixey View</u>	None		
<u>Shirley Woods</u>	Three:	one 7-BR two 5-BR	\$1,495,000 \$1,725,000, \$1,250,000
<u>Spy Hill/Stone Ridge</u>	One:	one 5-BR	\$795,000
<u>Tower Villas</u>	None		
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	One:	one 2-BR	\$569,800
<u>The Weslie</u>	One:	one 3-BR	\$1,450,000
<u>Westview at Ballston Metro</u>	Three:	two 2-BR one 1-BR	\$515,000, \$480,000 \$349,000
<u>The Williamsburg</u>			
<u>Woodbury Heights</u>	Two:	two 1-BR	\$340,000, \$339,900
<u>Woodmont</u>	Four:	one 6-BR three 5-BR	\$1,449,000 \$2,475,000, \$1,895,000, \$1,485,000

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.