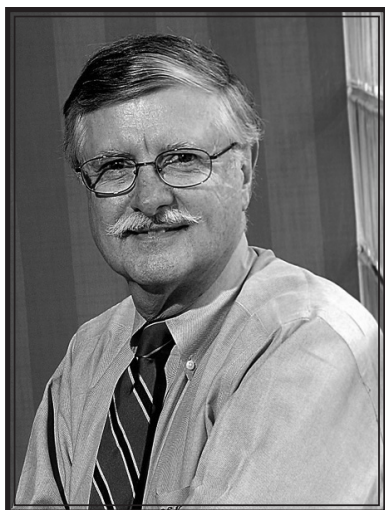


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

September, 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



WOW... YOU REALLY ARE WORKING HARD FOR US! *I just had a client tell me that, and it occurs to me that people don't really understand what I do.* As an example, right now I am working on a unit at The Williamsburg Condominium at Courthouse. The unit had been a rental and needed some updating before putting it on the market. I brought in Lillard Painting, my painters, who **completely repainted the unit.** Chris Gadon, my handyman, **installed new bathroom mirrors, bathroom faucets, towel rods, and lights.** **In the kitchen he replaced the sink and faucet.** **Elsewhere he replaced door handles, electrical receptacles, light switches, and ceiling light fixtures.** In the master bath, I had the **old glass shower enclosure replaced** with a new one. Amber Floors, my floor people, **installed new wood flooring and new carpet;** my marble polisher **polished the marble floors** in the foyer, kitchen, and baths. Finally we had Glebe Radio and Appliances supply **all new stainless steel appliances.**

This is a good example of what I do every day to get listings in top shape to get top dollar for my sellers. My sellers **don't have to lift a finger** – I supervise all the work. I've been working with the **same group of contractors for years** and we always have very happy conclusions, as do my sellers – whose listings sell for top dollar and in the least amount of time. **After settlement, many of my sellers write me letters with very positive comments about my activities on their behalf.**

The unit at The Williamsburg is a two-bedroom condo that will go on the market in a couple weeks. It will be priced in the high \$600,000s. Except in very special circumstances, **I never put a property on the market that is "not ready."** I work very hard to get my listings in just the right shape – this is how I get the best conclusions for my sellers. **And, decisions as to what [how much] to do are strategic. If the right decisions are made, they become profit centers – my sellers make money on what they have spent – on what we have done.**

TODAY'S MARKET. The August 28th SUN GAZETTE captured our market with a headline: **"Home Inventory Remains Higher in Most of Arlington."** Stephen Fuller from George Mason's Center for Regional Analysis noted that four years ago our region had the nation's best economic prospects in the US— **now we're on the bottom. Federal cutbacks are continuing to hurt.**

PREFERRED PROVIDER LIST. Please contact me for my complimentary list of service providers. 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.

Richard E. Nathan, CRS, ABR, SRES

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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	One:	one 4-BR	\$1,173,000
<u>The Berkeley</u>	None		
<u>Berkeley Square</u>	None		
<u>The Birches</u>	None		
<u>Black Oak</u>	None		
<u>Cathcart Springs</u>	One:	one 3-BR	\$729,000
<u>The Dakota</u>	None		
<u>The Glebe</u>	None		
<u>Glebe House Mews</u>	None		
<u>Harrison Place</u>	None		
<u>Highgate</u>	None		
<u>Hillcrest</u>	One:	one 3-BR	\$1,390,000
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	Three:	two 1-BR one Studio	\$345,000, 239,900 \$249,000
<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>	One:	one 2-BR	\$659,900
<u>Palisades Park</u>	One:	one 3-BR	\$1,169,000
<u>Rixey View</u>	One:	one 3-BR	\$1,148,000
<u>Shirley Woods</u>	Six:	three 5-BR three 4-BR	\$2,675,000, \$1,315,000, \$1,299,000 \$1,200,000, \$1,199,000, \$975,000
<u>Spy Hill/Stone Ridge</u>	One:	one 4-BR	\$827,500
<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>	None		
<u>Woodbury Heights</u>	Four:	three 2-BR one 1-BR	\$699,900, \$515,000, \$485,000 \$389,000
<u>Woodmont</u>	Five:	three 6-BR one 5-BR one 4-BR	\$2,489,000, \$2,245,000, \$1,750,000 \$1,799,000 \$1,300,000

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.