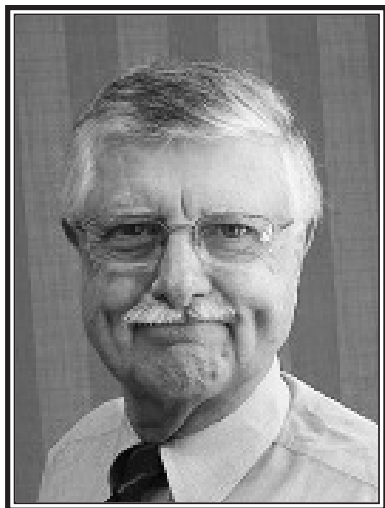


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

September, 2015



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



THREE NEW FEATURES IN THIS NEWSLETTER:

#1 A new regular feature, *“What’s Great About Arlington,”* will showcase some of *my personal ideas of interesting things to do and places to see – of what makes Arlington such a great place to live.* The first one appears below.

#2 The back page has been redesigned so that it now shows *sale prices of properties that have actually settled in the past 30 days*, as well as prices of properties that are *currently for sale... check out “What’s Happening in Your Area.”*

#3 Also, on the back page is a brief *overview statement about the current real estate market in Arlington.*

WHAT’S GREAT ABOUT ARLINGTON. Despite the fact that I own Whole Foods Market stock, *I have to say that the best beef, poultry, and pork in our area are to be found at the Westover Market Butcher Shop*, at 5863 Washington Blvd. Stop in and meet *Cody Chance, the affable butcher, and he’ll be able to tell you all about the locally sourced and humanely raised meats*, and sell you a delicious and tender item for your dinner table.

CONSIDERING SELLING YOUR HOME? *As a realtor who has been successfully selling North Arlington homes for the past 32 years, I offer solid experience, unparalleled preparation of a property for sale, and marketing distinguished by exceptional professional photography.* My listings sell well because I know how to bring my clients’ homes to the market in the best possible condition; *I stage, edit (de-clutter), re-hang artwork, and re-position furniture to “create” larger spaces to maximize a home’s potential.* I also supervise any work that needs to be done using a team of talented tradespeople who can be counted on for professional results at a reasonable cost. *I can make your property shine!*

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.



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 #7 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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WHAT'S HAPPENING IN YOUR AREA

July was a strong month for the Arlington real estate market, with 321 settled transactions in the month, up nearly 17% over the same period last year. The average price of a home sold in July did decline 0.3% from last year's figure, but this is more reflective of increased activity at the lower end of the market than indicative of a reduction in over-all home values.

PROPERTY	CURRENTLY FOR SALE		RECENT SALES (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 5-BR one 4-BR	\$2,950,000 \$1,450,000	-	
THE BERKELEY	three 2-BR two 1-BR	\$775,000--\$725,000--\$710,000 \$405,000--\$399,000	-	
THE BIRCHES	one 4-BR	\$819,000	-	
CATHCART SPRINGS	-		one 3-BR	\$765,000
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	-		one 2-BR	\$520,000
HUNTER OAKS	-			
HYDE PARK	two 2-BR	\$549,900--\$529,000	one 1-BR	\$355,000
LYNNBROOK	-		-	
THE MONROE	two 3-BR two 2-BR	\$1,179,000--\$750,000 \$849,000--\$729,000	-	
RIXEY VIEW	-		-	
SHIRLEY WOODS	-		one 5-BR one 4-BR	\$1,333,000 \$850,000
SPY HILL/STONE RIDGE	-		-	
TOWER VILLAS	one 3-BR	\$810,000	one 3-BR	\$670,000
VIRGINIA SQUARE	one 2-BR	\$560,000	three 2-BR	\$560,000--\$556,000--\$545,000
THE WILLIAMSBURG	two 2-BR two 1-BR	\$619,000--\$617,000 \$439,900	one 3-BR one 2-BR	\$810,000 \$644,900
WOODBURY HEIGHTS	-		three 2-BR one 1-BR	\$588,800--\$525,000--\$480,500 \$329,000

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.