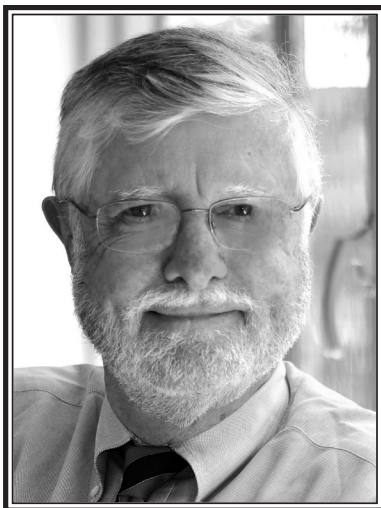


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

September, 2016



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



SPECIAL OFFER – ARROWINE: *Present this newsletter to the cashier before making a purchase or sign up for Arrowine's emails and receive 20% off your first purchase (excluding sale items) through 10-15-16.* Arrowine has been Arlington's destination for food and wine lovers for over 50 years, and has been recognized by the *Zagat guide, Virginia Magazine, Northern Virginia Magazine, Arlington Magazine, Fancy Food Magazine, the Washingtonian, and Culture Magazine as the region's finest wine, cheese, and gourmet shop.* Join them for free wine, beer, and food tastings every *Friday from 5:30-7:30 and Saturday 1:00-4:00.* Information on these events and specials can be found on their email newsletter. Sign up at www.arrowine.com!

f FOR TIMELY MARKET UPDATES AND FEATURES, search Facebook for "*Dick Nathan/Arlington Real Estate.*" New items are posted on the page throughout the week. No fluff, just solid stuff! – *I think you'll find it of interest.*

FOR CURRENT MARKET COMMENTS, see "*What's Happening*" on page 2.

FHA CONDO FINANCE REGULATIONS SET TO CHANGE. As reported in washingtnpost.com, Congress recently voted to make changes to the FHA's condominium financing guidelines, which have been criticized as too restrictive. The changes, likely to take effect next year, are *designed to make more condos eligible for low-downpayment FHA loans* through reduced allowable owner-occupancy ratios, more flexibility with the amount of commercial space permitted, allowing transfer fees, and *greatly simplifying the process of certification and recertification.*

ARLINGTON REAL ESTATE MOST VALUABLE IN NOVA. *Recent statistics from real estate data company RBI show that Arlington homes fetch more money per square foot than homes elsewhere in the Northern Virginia region.* The median price-per-square-foot in Arlington is \$453, compared to \$417 in both Falls Church and Alexandria, and \$520 in Washington, DC. Source: insidenova.com

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.

WHAT'S GREAT ABOUT ARLINGTON - ARLINGTON NAMED #3 HEALTHIEST CITY IN AMERICA! Ranking site Niche.com has named Arlington the third healthiest city in the US (after Boulder, CO and San Francisco, CA)! *This ranking is based on Arlington's high level of access to quality healthcare and physical recreation centers and parks, as well as residents' high level of physical activity, low rates of obesity, smoking, and excessive alcohol consumption.*

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.

Richard E. Nathan, CRS, ABR, SRES

Associate Broker
Long & Foster
4600 Lee Highway
Arlington, VA 22207

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703/284-9318: Desk/24-hr VM
703/522-0500: Receptionist
800/760-7282: Toll Free

email: dick.nathan@longandfoster.com

Visit me on the Web at www.dicknathan.com



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WHAT'S HAPPENING IN OUR MARKET

The current trend in Arlington real estate is toward fewer homes selling for higher prices. The continuing paucity of available homes in our desirable area is driving average sales prices up for detached homes (nearly 10%) and condominiums (11%), while average prices for townhouses have slumped. The lack of inventory in Arlington has led to a year-over-year decline in total home sales volume – again, not because people don't want to buy, but because there are too few of the right kinds of properties available.

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 9-BR one 5-BR	\$3,995,000 \$1,789,000	one 5-BR	\$1,295,000
BALLSTON ROW	two 5-BR one 4-BR	\$1,290,000; \$1,250,000 \$1,055,000	-	
THE BERKELEY	two 2-BR	\$764,500; \$725,000	-	
THE BIRCHES	-		-	
BUCKINGHAM COMMONS	two 3-BR	\$789,900; \$729,000	-	
CATHCART SPRINGS	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	-		-	
GLEBE HOUSE MEWS	one 3-BR	\$919,000	-	
HARRISON PLACE	-		-	
THE HAWTHORN	one 2-BR one 1-BR	\$635,000 \$424,800	-	
HUNTER OAKS	-		-	
HYDE PARK	two 1-BR one Studio	\$329,000; \$299,900 \$249,900	one 1-BR	\$315,000
LYNNBROOK	-		-	
THE MONROE	one 2-BR	\$850,000	-	
RIXEY VIEW	one 3-BR	\$1,224,000	-	
SHIRLEY WOODS	one 5-BR	\$2,717,000	-	
SHIRLINGTON CREST	one 4-BR three 3-BR two 2-BR	\$789,900 \$804,900; \$732,800; \$709,900 \$599,900; \$595,000	one 3-BR	\$727,000
SPY HILL/STONE RIDGE	one 4-BR	\$1,245,000	-	
VIRGINIA SQUARE	-		one 1-BR	\$411,300
THE WILLIAMSBURG	three 2-BR one 1-BR	\$749,900; \$729,000; \$693,000 \$430,000	one 1-BR	\$421,500
WOODBURY HEIGHTS	one 1-BR	\$312,000	two 2-BR	\$500,000; \$405,000

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.