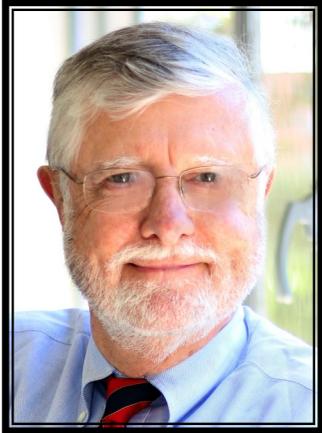


DICK NATHAN'S REAL ESTATE NEWSLETTER

We know how to create value.

September 2019



Richard E. Nathan

CRS, ABR, SRES
Associate Broker
NVAR Top Producer,
Multi-Million Dollar Club
L&F Founders Club
L&F Gold Team



**Cody Chance, SRES
REALTOR**

RIGHT-SIZING PLANNING WORKSHOP. On Tuesday, September 24, from 5:00-7:00 PM we will be hosting a special right-sizing planning workshop for anyone thinking of *moving from a larger home into one that better suits their current needs*. The goal of this free event is to help attendees to *create a clear written plan for their move, which they can then follow and share with their families and anyone else helping with the move*. We will provide a workbook containing a guide for creating this plan, and lists of helpful resources and other information that will make the process easier.

This event will have a special focus on how to handle a lifetime's worth of belongings—deciding which to keep and how to move them with you, and which to part with, and how to give away, sell, donate, recycle, or discard those things. We will have a guest speaker from *Orchestrated Moves* (members of the National Association of Professional Organizers), *who specialize in helping people to organize their homes, sort and down-size their belongings, and set up new living spaces quickly and efficiently*.

This workshop will be helpful to those who are thinking of right-sizing right now, and to those for whom the prospect of moving is still a ways off. Space in the workshop is limited—please RSVP to reserve your seat: *email dick.nathan@LNF.com, or call 703/284-9318*.

AMAZON UPDATE. The August 26 edition of THE WASHINGTON POST ran a long piece titled “Area residents, not Amazon newcomers, are fueling Northern Virginia real estate frenzy...” The story noted that “The lightening speed of sales, the shortage of homes on the market and the elevated prices for available stock are all *being driven by those who call the Washington region home*.” Additionally, the story mentioned a recent Redfin study that found *the two housing areas adjacent to Crystal City are now the “most competitive housing markets in the nation.”*

Two competing trends are emerging: “speculators” buying early and often for cash, and homeowners ready to sell but putting their plans on hold for a couple years when they hope that prices will be even higher.

EVER WONDERED ABOUT SELLING YOUR HOME TO A BUILDER? We have recently helped some of our clients sell their homes to builders. In these cases, there were the advantages of *very good prices, flexible settlement dates, no need to make expensive repairs and updates, and no need to clear out the property—the owners could just take what they wanted and leave*. We were able to help them negotiate these terms, and to get the best price, by approaching dozens of builders who work in the region, and we were able to do this with a *reduced commission to the seller*.

This approach isn't the best for every client, as sometimes the best price is to be had on the “regular” market. *In some cases, however, a very good price and great convenience for the seller, with lots of flexibility and a streamlined transaction, are to be had*. Right now, builders are paying very good prices for properties to renovate and expand or to replace.

Builders in the Arlington/Falls Church/McLean area are always on the lookout for homes to remodel or replace. In two of our three sales to builders last year, they planned to renovate the properties rather than replace them. If you are wondering if this could be the right option for you, *please get in touch for more information and references from past clients*.

UPDATED AND EXPANDED PREFERRED PROVIDER LIST. Please contact us for this *complimentary list* of painters, wood floor/carpet person, handyman, plumber, electrician, and other service providers we have found to be helpful

If you want to discuss a particular job or project, *please get in touch — we'll be happy to talk with you*. Contact dick.nathan@LNF.com, or 703/284-9318.

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 since 2009 has 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 and is a member of the Northern Virginia Association of Realtors Top Producers Club.

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WHAT'S HAPPENING IN OUR MARKET

THE TABLE BELOW SHOWS RECENT ACTIVITY IN A SELECTION OF NEIGHBORHOODS. IF YOU'D LIKE MORE INFORMATION ABOUT WHAT'S GOING ON IN YOUR NEIGHBORHOOD, PLEASE GET IN TOUCH!

Our market continues to be extremely tight, with inventory very low. "Good" listings – those which are in good condition and appropriately priced – are still selling very quickly and commanding excellent prices, with buyers bidding up highly desirable properties. As mentioned on the other side of this newsletter, the buyers who are both snapping up the properties in our area and the ones who are being shut out of the market are (for the most part) people who already live here, rather than transplants or new Amazon hires. The fall may see more listings come on the market, but it is unlikely to be enough to sate the appetite of hungry buyers. With interest rates still low, it is a good time to buy, and with demand through the roof, a good opportunity for sellers.

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS [Settled in last 30 days]	
ANALOSTAN	-		-	
ARLINGWOOD	two 5-BR	\$2,100,000; \$2,099,000	-	
BALLSTON ROW	-		-	
THE BARKLEY	-		-	
THE BERKELEY	-		-	
BERKELEY SQUARE	-		-	
THE BIRCHES	-		-	
BLACK OAK	-		-	
BROADMONT, CROSSMAN, LAWTON	one 4-BR	\$810,000	one 5-BR two 3-BR	\$930,000 \$880,500; \$725,000
THE BROADWAY	-		-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	-		-	
BROMPTONS AT MONUMENT	one 3-BR	\$2,175,000	-	
BROMPTONS AT ROSSLYN	-		-	
BUCKINGHAM COMMONS	one 3-BR	\$999,000	-	
CARRIAGE HILL	-		-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	-		-	
ENCLAVE AT BALLSTON	-		-	
FALLS PARK	one 3-BR	\$925,000	-	
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		one 3-BR	\$957,000
GREAT FOREST TOWNHOUSES	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	one 2-BR	\$710,000	two 2-BR	\$750,000; \$540,000
HIGHGATE	-		-	
HUNTER OAKS	-		-	
HYDE PARK	-		one 1-BR one Studio	\$375,000 \$282,500
LYNNBROOK	-		-	
MADISON MEWS	-		-	
MARCEY CREEK	-		-	
THE MONROE	one 2-BR	\$875,000	one 2-BR	\$905,000
RILEY TOWNHOUSES	-		-	
RIXEY VIEW	-		-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	one 5-BR	\$1,649,000	-	
SHIRLINGTON CREST	one 2-BR	\$650,000	-	
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	-		one 3-BR	\$1,050,000
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	-		-	
WOODBURY HEIGHTS	-		-	

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.