



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

February, 2010

S O L D! On the back page of this newsletter is a presentation of properties that actually *went to settlement in 2009*. Please call for further information/questions [703/284-9318]. Feel free to email me at dick.nathan@longandfooster.com

Richard E. Nathan, CRS

Associate Broker

NVAR Top Producer,
Multi-Million Dollar Club

L&F Chairman's Club

L&F Gold Team



YEAR-END REPORT. *In December, 2009, 200 properties sold in Arlington vs. 230 in November, 2009 and vs. 100 in December, 2008, a year earlier.* The average sale price for all types of properties in Arlington in December, 2009 was **up 14.52% over December, 2008**. Total dollar volume for all sales in December was up 31% over a year earlier.

Clearly, we are in a stabilizing market, *although single-family homes and townhouses are doing better than condominiums*. There have even been some Arlington properties that have *recently received multiple offers and sold for more than list price!*

TAX CREDITS. *First-time buyers may be eligible for an \$8,000 tax credit and repeat buyers may be eligible for a \$6,500 tax credit.* Buyers must have a binding contract in place by April 30 and must settle by June 30. Other restrictions apply; please call/email with questions.

THINKING OF SELLING YOUR HOME? Please call me if you would like a review of your residence—and of market conditions and pricing. *Properly priced homes in good condition are selling.*

PREFERRED PROVIDER LIST. Many people have asked for a copy of my list of service providers [painter, carpet cleaner, electrician, etc.]. If you'd like a copy, please call me at 703/284-9318 or email me at dick.nathan@longandfooster.com.

WEB PHOTOGRAPHY. 86% of buyers are using the Internet to search for listings. 32% started their search on the Internet and 29% found the home they purchased on line. If you're thinking of selling your home, you need the photographic presence I offer. *No other realtor offers a more extensive Web presence than I do...* see the photography at www.dicknathan.com [click on "Current Listings" and then click on "View Virtual Tour"]. Also, at my Website there is a tab describing "Vigorous Marketing." And, please keep in mind that of all the realtors in our marketplace, *no one will work harder for you than I will!*

Dick Nathan has been a realtor for 27 years. 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 has received Multi-Million Dollar Club and Top Producer Club awards from the Northern Virginia Association of Realtors, and has a sales volume among the top 5% of realtors across the United States. He is a member of Long & Foster's Gold Team and Chairman's Club, and he holds the CRS designation, the highest professional designation in the residential real estate industry, held by only 4% of all realtors nationwide.

Richard E. Nathan, CRS

Associate Broker

Long & Foster

4600 Lee Highway

Arlington, VA 22207

703/284-9318

703/522-0500

800/760-7282

email: dick.nathan@longandfooster.com



PRESORTED
STANDARD
U.S. POSTAGE
PAID
BALDERSONS, INC.

Visit me on the Web at www.dicknathan.com



HOUSES AND CONDOMINIUMS SETTLED IN 2009

<u>Analostan</u>	None
<u>Arlingwood</u>	One 6BR: \$2,000,000 Two 5BR: \$1,860,000, \$727,500 Two 4BR: \$741,000, \$643,000 Two 3BR: \$890,145, \$780,000
<u>The Astoria</u>	Four 2BR: \$414,000, \$409,000, \$399,000, \$385,000 Nine 1BR: \$330,000, \$327,000, \$325,000, \$324,000, \$318,000, \$317,675, \$317,500, \$313,000, \$306,500
<u>Ballston Crest</u>	None
<u>The Barkley</u>	Two 3BR: \$475,000, \$460,000
<u>The Birches</u>	None
<u>Black Oak</u>	None
<u>Cathcart Springs</u>	None
<u>The Continental</u>	Fourteen 2BR: \$520,000, \$515,000, \$494,500, \$490,000, \$480,000, \$479,000, \$470,000, \$450,000, \$407,000, \$394,900, \$387,000, \$385,500, \$384,000, \$375,000 Twenty 1BR: \$395,000, \$358,900, \$355,000, \$353,000, \$353,000, \$352,000, \$350,000, \$349,950, \$347,500, \$346,400, \$345,000, \$344,000, \$338,000, \$344,000, \$338,000, \$336,000, \$335,000, \$334,900, \$321,000, \$320,775, \$311,500, \$303,050 Seven Studios: \$277,000, \$271,600, \$262,000, \$260,000, \$259,900, \$247,900, \$237,500
<u>The Dakota</u>	Two 2BR: \$922,500, \$836,500
<u>Harrison Place</u>	None
<u>Highgate</u>	Six 3BR: \$1,150,000, \$1,075,000, \$850,000, \$842,000, \$836,000, \$790,000 One 4BR: \$1,070,000
<u>Hunter Oaks</u>	One 4BR: \$699,000 One 3BR: \$715,000
<u>Hyde Park</u>	Five 2BR: \$420,000, \$417,230, \$410,000, \$409,000, \$385,000 Seven 1BR: \$326,000, \$304,000, \$290,000, \$297,000, \$285,000, \$283,110, \$248,600 Three Studios: \$237,800, \$225,000, \$215,000
<u>Lynnbrook</u>	One: \$776,000
<u>Memorial Overlook</u>	Two 2BR: \$1,073,499, \$823,875
<u>Merry Mews</u>	None
<u>Palisades Park</u>	Six 3BR: \$1,130,000, \$1,120,000, \$1,070,000, \$860,000, \$825,000, \$805,000
<u>Spy Hill/Stone Ridge</u>	One 5BR: \$765,000 Two 4BR: \$1,039,000, \$767,500
<u>Tower Villas</u>	Two 3BR: \$497,000, \$445,000 Ten 2BR: \$468,000, \$457,000, \$449,000, \$441,000, \$425,000, \$418,000, \$394,000, \$368,000, \$365,000, \$343,500 Two 1BR: \$392,000, \$321,700
<u>Virginia Square</u>	Four 2BR: \$660,000, \$637,500, \$550,000, \$435,000 Two 1BR: \$415,800, \$355,000
<u>The Weslie</u>	None
<u>The Williamsburg</u>	Two 3 BR: \$655,000, \$635,000 Eleven 2BR: \$610,000, \$592,250, \$535,000, \$530,000, \$530,000, \$523,000, \$521,000, \$507,000, \$467,000, \$459,000, \$449,000 Five 1BR: \$434,800, \$370,000, \$370,000, \$350,000, \$348,000
<u>Woodbury Heights</u>	Two 2BR: \$435,000, \$407,000 Four 1BR: \$433,100, \$316,400, \$310,400, \$307,900

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 listing of other realtors.