



# DICK NATHAN'S REAL ESTATE NEWSLETTER

[www.dicknathan.com](http://www.dicknathan.com)

January, 2010

***FOR SALE!*** On the back page of this newsletter is a presentation of properties that were for sale at press time. Please call for further information/questions [703/284-9318]. Feel free to email me at [dick.nathan@longandfooster.com](mailto:dick.nathan@longandfooster.com)

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## Richard E. Nathan, CRS

Associate Broker

NVAR Top Producer,  
Multi-Million Dollar Club

L&F Chairman's Club

L&F Gold Team



***2009 SALES.*** The next issue of this newsletter will *show those properties that settled in 2009.*

***WILD DECADE.*** “From lines for luxury homes to lines for foreclosure relief.” That’s the headline in a January 2, 2010 story in THE WASHINGTON POST. *Fortunately, Arlington was not hit as hard as other areas when the real estate “bubble” burst,* but Arlington did feel a bit of the downdraft, and prices slipped from the highs of several years ago. However, we never had a great many foreclosures, and things are continuing to stabilize now, *with prices on the upswing and occasional properties getting multiple offers* [with properties selling above list price].

***LOCAL STATISTICS.*** *In November, 2009, 230 properties sold in Arlington vs. 130 in the same month a year earlier.* The median sale price for all types of properties in Arlington in November, 2009 was up 4.83% over a year earlier. Total dollar volume for all sales in November was up 76% over a year earlier.

***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](mailto: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](http://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!*

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Dick Nathan has been a realtor for 26 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.

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## HOUSES AND CONDOMINIUMS FOR SALE NOW

<u>Analostan</u> .....	None
<u>Arlingwood</u> .....	One: 4-BR, \$1,795,000
<u>The Astoria</u> .....	One: 1-BR, \$329,000
<u>Ballston Crest</u> .....	None
<u>The Barkley</u> .....	One: 2-BR, \$365,000
<u>The Birches</u> .....	None
<u>Black Oak</u> .....	None
<u>Cathcart Springs</u> .....	One: 3-BR, \$735,000
<u>The Continental</u> .....	Three: two 2-BR, \$524,900, \$539,000 one 1-BR, \$349,974
<u>The Dakota</u> .....	None
<u>Harrison Place</u> .....	None
<u>Highgate</u> .....	One: 4-BR, \$1,150,000
<u>Hunter Oaks</u> .....	None
<u>Hyde Park</u> .....	Four: one 1-BR, \$334,900 two 2-BR, \$350,000, \$439,000 one 3-BR, \$475,000
<u>Lynnbrook</u> .....	None
<u>Memorial Overlook</u> .....	Two: one 1-BR, \$559,500 one 2-BR, \$999,998
<u>Merry Mews</u> .....	None
<u>Palisades Park</u> .....	Three: three 3-BR Taylors, \$1,080,000, \$1,149,000, \$1,275,000
<u>Spy Hill/Stone Ridge</u> .....	None
<u>Tower Villas</u> .....	Two: one 1-BR, \$355,000 one 2-BR, \$472,000
<u>Virginia Square</u> .....	None
<u>The Weslie</u> .....	One: 3-BR, \$699,900
<u>The Williamsburg</u> .....	None
<u>Woodbury Heights</u> .....	Two: one 1-BR, \$335,000 one 2-BR, \$369,900

The information in this newsletter pertaining to real estate listings and sales is derived from the Northern Virginia Association of Realtors<sup>®</sup>; 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.