



# DICK NATHAN'S REAL ESTATE NEWSLETTER

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

May, 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@longandfoster.com](mailto:dick.nathan@longandfoster.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



**"BUYERS RETURN TO D.C. AREA"**. That's a headline from THE WASHINGTON POST on Saturday, May 1<sup>st</sup>. Indeed, sales have been strong in Arlington, with properties that are in good condition and well-priced selling well. Separately, the ARLINGTON SUN GAZETTE recently had a headline that read, "Could Housing Shortage be Looming?"

**REAL ESTATE CHANGES**. Two things have happened that may have an effect on local real estate sales. April 30<sup>th</sup> was the last day to qualify for one of two tax credits... up to \$8,000 for first-time buyers and up to \$6,500 for repeat buyers. Time will tell as to whether the loss of the tax credits will slow up the market... whether some sales that would have otherwise occurred in the next month or two were "brought forward" to March or April. The other occurrence is that as of March 30<sup>th</sup>, the Federal Reserve has ceased some of its support of the mortgage bond market, resulting in fears that mortgage rates may rise a bit.

### **THINKING OF SELLING YOUR HOME IN THE SPRING MARKET?**

Please call me if you would like a review of your residence—and of market conditions and pricing. Now is the time to spruce up!

**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@longandfoster.com](mailto:dick.nathan@longandfoster.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 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.

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## HOUSES AND CONDOMINIUMS FOR SALE NOW

Analostan..... None

Arlingwood ..... Two: 6-BR, \$1,669,000, \$2,195,000

The Astoria ..... One: 1-BR, \$359,900

Ballston Crest ..... None

The Barkley ..... Three: 2-BR, \$414,500, \$425,000, \$440,000

The Birches ..... None

Black Oak ..... None

Cathcart Springs ..... None

The Continental..... Eight: three Studios, \$265,000, \$289,900, \$349,000

one 1-BR, \$339,000

four 2-BR, \$419,000, \$534,900, \$539,000, \$609,990

The Dakota ..... None

Harrison Place ..... None

Highgate ..... Two: 3-BR, \$859,000, \$989,000

Hunter Oaks ..... None

Hyde Park..... Nine: seven 1-BR, \$299,950, \$305,000, \$310,000, \$315,000, \$324,900, \$329,000, \$375,000

two 2-BR, \$435,000, \$439,900

Lynnbrook ..... One: 3-BR, \$785,000

Memorial Overlook... Two: one 1-BR, \$559,500

one 2-BR, \$999,998

Merry Mews..... None

Palisades Park..... Two: 3-BR, \$799,900, \$1,275,000

Spy Hill/Stone Ridge. None

Tower Villas ..... Two: 1-BR, \$325,000, \$344,900

Virginia Square ..... One: 3-BR, \$739,900

The Weslie..... Two: 3-BR, \$699,900, \$1,125,000

The Williamsburg..... Five: one 1-BR, \$409,000

four 2-BR, \$569,000, \$599,000, \$635,000, \$649,990

Woodbury Heights..... Four: two 1-BR, \$334,900, \$339,000

two 2-BR, \$385,000, \$449,000

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.