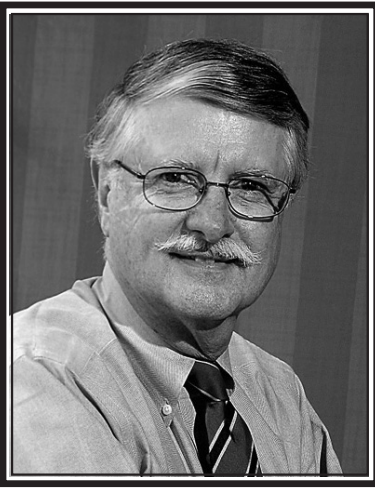


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

April, 2011



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
GREAT ESTATES

ARLINGTON MARKET IS HEATING UP. We're starting to see some sales with *multiple offers*, some listings selling *above list price*, and listing types that used to take a while to sell [i.e., certain condominiums] are *selling quickly*. This is likely to be the start of a *strong selling season! Potential sellers: take note!*

On March 28th, the National Association of Realtors announced that pending sales nationally [contracts written, but not yet settled] were up 2.1% February vs. January 2011, but down 8.2% vs. February 2010. ***However, in Arlington, the stats were very different: up 21% vs. January 2011 and up 8% vs. February 2010. We are in a good market! Check "Current Arlington Market Statistics" at www.dicknathan.com.***



DICK NATHAN ON FACEBOOK: GOOD INFORMATION.

Search "Dick Nathan Arlington Real Estate" on Facebook for up-to-date information about the real estate market. By liking my page, you'll have access to fresh notes and links to articles relevant to home seekers, sellers and homeowners are added two to four times each week. ***I hope this will be a good resource for anyone who is thinking of buying or selling home, as well as anyone who is interested in protecting and improving the value of his or her existing home.***

For non-Facebook users, go to my website, www.dicknathan.com and click on the Facebook icon in the middle of the page, near the words "connect with Dick on Facebook."

THINKING OF SELLING YOUR HOME... Please get in touch... ***let me show you what my staging and professional photography can do for you.*** To see examples of my virtual tours, go to www.dicknathan.com and click on "100 Sold Listings," and then click on each virtual tour. ***No agent in our marketplace does more with photography and marketing than I do. I have had numerous happy sellers.***

CHRISTIE'S GREAT ESTATES. If your home is worth \$1,000,000 or more, please ask me about ***my affiliation with Christie's Great Estates*** and "Special Marketing for Special Homes." ***Your home will reach an international audience through christiesgreatestates.com, luxuryportfolio.com, luxuryrealestate.com, and extraordinaryproperties.com.*** In addition, your home will appear in WASHINGTONIAN MAGAZINE and THE WALL STREET JOURNAL.

Dick Nathan has been a realtor for 28 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 AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	One:	one 6-BR	\$1,785,000
<u>The Astoria</u>	None		
<u>The Barkley</u>	None		
<u>Berkeley Square</u>	One:	one 3-BR	\$795,000
<u>The Birches</u>	None		
<u>Black Oak</u>	None		
<u>Cathcart Springs</u>	None		
<u>The Dakota</u>	None		
<u>The Glebe</u>	None		
<u>Glebe House Mews</u>	None		
<u>Harrison Place</u>	None		
<u>Highgate</u>	One:	one 3-BR	\$1,150,000
<u>Hillcrest</u>	Two:	one 4-BR	\$1,295,000
		one 3-BR	\$1,290,000
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	Two:	two 1-BR	\$299,000, \$284,900
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	None		
<u>Merry Mews</u>	None		
<u>Palisades Park</u>	None		
<u>Shirley Woods</u>	Four:	three 5-BR	\$1,649,000, \$1,399,000, \$1,199,000
		one 3-BR	\$829,000
<u>Spy Hill/Stone Ridge</u>	None		
<u>Tower Villas</u>	None		
<u>Townes of Lyon Park</u> ...	None		
<u>Virginia Square</u>	One:	one 2-BR	\$599,900
<u>The Weslie</u>	Two:	one 3-BR	\$989,000
		one 2-BR	\$1,695,000
<u>The Williamsburg</u>	Two:	one 2-BR	\$549,950
		one 1-BR	\$414,900
<u>Woodbury Heights</u>	One:	one 1-BR	\$474,900
		coming soon:	Renovated 2-BR penthouse with River views
<u>Woodmont</u>	None		

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.