

# DICK NATHAN'S REAL ESTATE NEWSLETTER

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

April, 2012

## PRICES GOING UP

### **“LOW INVENTORY DRIVES UP WASHINGTON AREA HOUSE PRICES.”**

That’s the headline from the April 10 WASHINGTON POST. The Post reports that the number of sales *were up 43.2% month-over-month in March*, while inventory is down 26% from March, 2011... *more buyers than sellers.*


**FROM THE WASHINGTON BUSINESS JOURNAL:** “[Local] real estate listings service MRIS confirms other recent reports pointing to *an acceleration in housing price appreciation in the Washington market.*”

“Every jurisdiction in the Washington metro posted year-over-year gains in the first quarter except for Prince George’s County, where prices were down 1.6 percent from the first quarter of 2011....”

Fairfax City had the largest jump in median sale price in the first quarter, up 11.1 percent from a year earlier; *Arlington had the second-highest quarterly increase, up 10.9*; and the District was third, up 7.7 percent from the first quarter of 2011. [Reporter: Jeff Clabaugh]

**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](http://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, which I believe results in a higher sale price for my clients.*

**CHRISTIE’S INTERNATIONAL REAL ESTATE.** If your home is worth \$1,000,000 or more, please ask me about *my affiliation with Christie’s International Real Estate* and “Special Marketing for Special Homes.”

 **DICK NATHAN ON FACEBOOK.** For current and interesting market updates and features, search Facebook for “*Dick Nathan Arlington Real Estate.*” Several new items are posted on the page throughout the week. By ‘liking’ *Dick Nathan Arlington Real Estate*, you will receive occasional updates including articles on the *current state of the local real estate market and other information designed to help those looking to buy, sell, or add value to a home. Really pertinent stuff!*

**PREFERRED PROVIDER LIST.** Please contact me for my list of service providers [painter, carpet cleaner, electrician, appliance store, etc.]: 703/284-9318 or email me at [dick.nathan@longandfoster.com](mailto:dick.nathan@longandfoster.com).

## Richard E. Nathan, CRS

Associate Broker  
NVAR Top Producer,  
Multi-Million Dollar Club  
L&F Chairman’s Club  
L&F Gold Team



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Dick Nathan has been a realtor for 29 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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# Richard E. Nathan, CRS

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## HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u> .....	None		
<u>Arlingwood</u> .....	One:	one 4-BR	\$1,299,000
<u>The Berkeley</u> .....	One:	one 2-BR	\$639,000
<u>Berkeley Square</u> .....	None		
<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	\$999,000
<u>Hillcrest</u> .....	None		
<u>Hunter Oaks</u> .....	None		
<u>Hyde Park</u> .....	One:	one 1-BR	\$285,000
<u>Lorcom, Ridgeview, Randolph</u> ....	One:	one 4-BR	\$1,499,999
<u>Lynnbrook</u> .....	None		
<u>Memorial Overlook</u> .....	Three:	two 3-BR one 2-BR	\$1,995,000, \$1,795,000 \$1,735,000
<u>Merry Mews</u> .....	None		
<u>The Monroe</u> .....	None		
<u>Palisades Park</u> .....	Two:	two 3-BR	\$1,149,000, \$869,000
<u>Rixey View</u> .....	None		
<u>Shirley Woods</u> .....	Five:	five 5-BR	\$2,717,000, \$1,449,900, \$1,399,000, \$1,345,000 \$1,279,000
<u>Spy Hill/Stone Ridge</u> .....	One:	one 5-BR	\$1,295,000
<u>Tower Villas</u> .....	None		
<u>Townes of Lyon Park</u> .....	None		
<u>Virginia Square</u> .....	None		
<u>The Weslie</u> .....	Two:	one 1-BR one 3-BR	\$1,395,000 \$799,000
<u>The Williamsburg</u> .....	Two:	two 1-BR	\$419,900, \$399,900
<u>Woodbury Heights</u> .....	Seven:	three 1-BR four 2-BR	\$385,000, \$330,000, \$325,000 \$539,800, \$480,000, \$479,900, \$399,900
<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.