

DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

August, 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
INTERNATIONAL REAL ESTATE

STILL ON TOP. Standard & Poor's Case-Shiller Report [price changes for single-family homes] for May was released on July 26. Of the 20 metropolitan regions surveyed, the *Washington region was the only one where real estate prices were up year-over-year* [+1.3%—May 2011 vs. May 2010]. Sixteen regions, including Washington, were up month-over-month [May 2011 vs. April 2011], with the Washington region in third place.

TIDBITS. From the WASHINGTON BUSINESS JOURNAL: Real estate research firm RBI has crunched the numbers for the *whole mid-Atlantic region* and has come up with the *five best areas in terms of home sales and price appreciation. All five are in our area: Arlington, Alexandria, Fairfax, Montgomery, and DC itself.* A new report out from Clear Capital forecasts that the Washington DC metro area *will lead the nation in the biggest gains in home prices in the second half of 2011.* From moneyland.time.com: "No one knows what the economy or stock market will do over the next six months. But when your time horizon is 20 years, the outlook is actually a lot clearer. *And right now all the trends are lining up to make real estate a fantastic long-term buy.*"

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. I've had numerous appreciative sellers. *No agent in our marketplace does more with photography and marketing than I do.*

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." *Your home will reach an international audience* through *christiesrealestate.com, luxuryportfolio.com, luxuryrealestate.com, and extraordinaryproperties.com.* In addition, your home will appear in WASHINGTONIAN MAGAZINE and THE WALL STREET JOURNAL.



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 becoming a 'fan' of "*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.*

If you are not a Facebook user, you may access the page by going to my website, www.dicknathan.com, and clicking on the Facebook logo in the middle of the home page. *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.

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.

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 | \$995,000 |
| <u>The Berkeley</u> | None | | |
| <u>Berkeley Square</u> | None | | |
| <u>The Birches</u> | One: | one 4-BR | \$799,000 |
| <u>Black Oak</u> | None | | |
| <u>Cathcart Springs</u> | One: | one 3-BR | \$699,500 |
| <u>The Dakota</u> | None | | |
| <u>The Glebe</u> | One: | one 4-BR | \$1,249,000 |
| <u>Glebe House Mews</u> | None | | |
| <u>Harrison Place</u> | None | | |
| <u>Highgate</u> | None | | |
| <u>Hillcrest</u> | Two: | two 4-BR | \$1,295,000, \$1,200,000 |
| <u>Hunter Oaks</u> | One: | one 4-BR | \$742,000 |
| <u>Hyde Park</u> | Two: | two Studio | \$250,000, \$242,000 |
| <u>Lynnbrook</u> | None | | |
| <u>Memorial Overlook</u> | None | | |
| <u>Merry Mews</u> | None | | |
| <u>The Monroe</u> | None | | |
| <u>Palisades Park</u> | One: | one 3-BR | \$829,900 |
| <u>Shirley Woods</u> | Six: | six 5-BR | \$3,100,000, \$1,649,000, \$1,584,000, \$1,325,000, \$1,299,000, \$1,164,000 |
| <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 | \$515,000 |
| <u>The Weslie</u> | Two: | two 2-BR | \$1,695,000, \$1,600,000 |
| <u>The Williamsburg</u> | Two: | one 3-BR one 1-BR | \$779,900 \$427,000 |
| <u>Woodbury Heights</u> | Three: | two 2-BR one 1-BR | \$409,000, \$399,900 \$359,000 |
| <u>Woodmont</u> | One: | one 6-BR | \$1,695,000 |

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.