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EXCLUSIVE AFFILIATE OF
CHRISTIE'S
INTERNATIONAL REAL ESTATE



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

January, 2012

FOR SALE. On the back of this newsletter is a presentation of properties that were for sale at press time. Any questions, please call 703/284-9318 or email me at dick.nathan@longandfoster.com. **SOLD.** If you would like a list of houses/condos that sold in 2011 in your neighborhood or condo association, please reach out and I'll get you a copy: 703/284-9318 or dick.nathan@longandfoster.com.

DC-AREA REAL ESTATE STILL AMONG THE STRONGEST IN THE U.S. On January 10th THE WASHINGTON BUSINESS JOURNAL reported statistics gathered from ClearCapital.com: "**median housing prices in the Washington region rose 3.5 percent in 2011**, ranking the Washington area as the **sixth best-performing housing market** in the nation last year." Ahead of our area were Dayton, OH; Orlando; Miami; Rochester, NY; and Milwaukee.

LOW INVENTORY. The number of local properties currently for sale is at its lowest level since 2005. In some parts of Arlington, active inventory is down 30% from a year ago. *A good time to sell your home?*

RATES STILL LOW. *Mortgage rates ended 2011 at record lows.* Conventional jumbo rates were under 5%, conforming loans [\$625,000 or under] were under 4%, as were FHA loans. *A good time to buy a home?*

JUMBO LOAN INFO. As I reported in October, the maximum conforming mortgage limit for Freddie Mac and Fannie Mae loans was lowered from \$729,750 to \$625,000 in Northern Virginia, which means that more expensive home sales with larger mortgages [jumbo mortgages] will entail higher interest rates. However, the limit for FHA loans was not reduced and remains at \$729,750. *If your real estate purchase requires a jumbo loan, FHA may be the route to take... check out the pros and cons with a loan officer.*

THINKING OF SELLING YOUR HOME?—Please get in touch. *No agent in our marketplace does more with staging, professional photography, and marketing than I do, which results in a higher price and quicker sale for my clients.* 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. For access to my website and virtual tours, *scan the QR code to the left with your smart phone.*

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."

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@inf.com.



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 their home.*

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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

| | | | |
|--|--------|------------------------|--|
| <u>Analostan</u> | None | | |
| <u>Arlingwood</u> | One: | one 3-BR | \$695,000 |
| <u>The Berkeley</u> | Two: | two 2-BR | \$649,000, \$624,900 |
| <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> | One: | one 4-BR | \$1,199,000 |
| <u>Glebe House Mews</u> | One: | one 3-BR | \$759,000 |
| <u>Harrison Place</u> | None | | |
| <u>Highgate</u> | One: | one 4-BR | \$1,175,000 |
| <u>Hillcrest</u> | None | | |
| <u>Hunter Oaks</u> | None | | |
| <u>Hyde Park</u> | One: | one Studio | \$227,000 |
| <u>Lorcom, Ridgeview, Randolph</u> ... | One: | one 4-BR | \$1,549,900 |
| <u>Lynnbrook</u> | One: | one 4-BR | \$875,000 |
| <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> | One: | one 3-BR | \$1,175,000 |
| <u>Rixey View</u> | None | | |
| <u>Shirley Woods</u> | Four: | three 5-BR one 4-BR | \$1,499,999, \$1,399,000, \$1,065,000 \$749,950 |
| <u>Spy Hill/Stone Ridge</u> | None | | |
| <u>Tower Villas</u> | None | | |
| <u>Townes of Lyon Park</u> | None | | |
| <u>Virginia Square</u> | Two: | one 2-BR one 1-BR | \$519,900 \$449,950 |
| <u>The Weslie</u> | One: | one 2-BR | \$1,500,000 |
| <u>The Williamsburg</u> | Two: | two 1-BR | \$418,900, \$415,000 |
| <u>Woodbury Heights</u> | One: | one 2-BR | \$449,500 |
| <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.