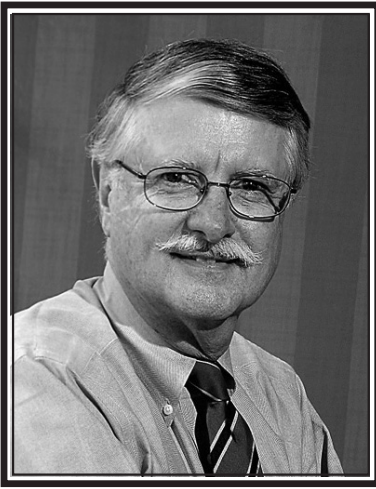


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

January, 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

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.

"D.C. AREA SKIRTS HOME-PRICE SLUMP." That's a headline from the December 29th WASHINGTON POST. *The Washington area had the strongest jump in home prices in 2010*, compared to 19 other major metropolitan areas. Washington rose 3.7%, followed by Los Angeles [3.3%], San Diego [3.0%], and San Francisco [2.2%]. All other regions were in the minus column, with Chicago the lowest [-6.5%]. *Close-in areas like Arlington, Alexandria, Bethesda/Chevy Chase, and Northwest DC rose even more than the region's average.*

ARLINGTON TOPS AMONG NATION'S JOBS, SALARY GROWTH.

The November 18th report from the U.S. Bureau of Labor Standards, as reported in a recent Arlington SUN GAZETTE, showed that *Arlington's first quarter employment growth ranked third nationally* [and presumably has been the same or better in subsequent quarters]. Arlington also ranked eighth nationally in the average weekly wage category.

CHRISTIE'S GREAT ESTATES. Long and Foster is the exclusive affiliate of Christie's Great Estates in the Washington market, *which allows me to expose \$1,000,000+ properties to a select global audience of affluent buyers.* In particular, my \$1,000,000+ listings will appear at christiesgreatestates.com, in the Long and Foster-Christie's *double-page ad in WASHINGTONIAN MAGAZINE, and in a full-page ad in THE WALL STREET JOURNAL.*

Additionally, \$1,000,000+ listings are featured at three other top luxury home websites, luxuryportfolio.com, luxuryrealestate.com, extraordinaryproperties.com, where they will also be accessed by buyers in the upper brackets.

If you are thinking of selling your \$1,000,000+ home, I'd welcome the opportunity to meet with you to discuss my approach to luxury home marketing. Please give me a call or send me an email [703/284-9318 or 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

Associate Broker
Long & Foster
4600 Lee Highway
Arlington, VA 22207

703/284-9318

703/522-0500

800/760-7282

email: dick.nathan@longandfoster.com

Visit me on the Web at www.dicknathan.com



Exclusive Affiliate of
CHRISTIE'S
GREAT ESTATES



PRESORTED
STANDARD
U.S. POSTAGE
PAID
BALDERSONS, INC.

HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	Two:	two 6-BR	\$1,995,000, \$1,997,000
<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>	None		
<u>Hillcrest</u>	None		
<u>Hunter Oaks</u>	One:	one 3-BR	\$674,900
<u>Hyde Park</u>	One:	one 2-BR	\$399,800 [Huge: 1,654 sf]
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	None		
<u>Merry Mews</u>	None		
<u>Palisades Park</u>	One:	one 3-BR	\$1,149,250
<u>Shirley Woods</u>	Two:	one 4-BR one 3-BR	\$675,000 \$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>	Two:	two 2-BR	\$517,500, \$624,700
<u>The Weslie</u>	One:	one 3-BR	\$1,695,000
<u>The Williamsburg</u>	One:	one 2-BR	\$575,000
<u>Woodbury Heights</u>	One:	one 2-BR	\$419,000
<u>Woodmont</u>	One:	one 6-BR	\$1,895,000

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.