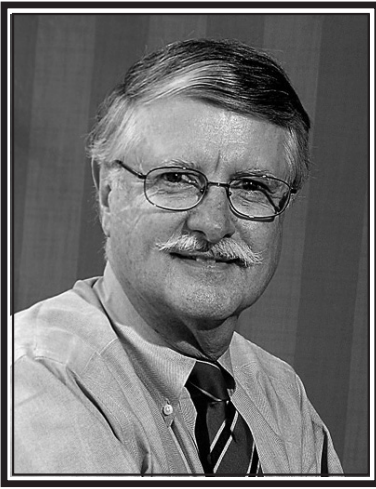


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

July, 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

STRONG MARKET: WASHINGTON REGION STILL #1 Standard & Poor's Case-Shiller Report [price changes for single-family homes] for April was released on June 28. Of the 20 regions surveyed, the *Washington region was the only one where real estate prices were up year-over-year* [+4%—April 2011 vs. April 2010]. Thirteen regions were up month-over-month [April 2011 vs. March 2011]. Washington was one of them—and at +3%, *nearly double any of the other regions*.

We have very little inventory on the market, and what is for sale tends to be selling quickly, with prices going up.

THINKING OF SELLING YOUR HOME?—Please get in touch... *let me show you what my staging and professional photography can do for you.* [I've just sold a condo that was beautifully staged in *eight days at a great price!*] 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 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.

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FROM THE WASHINGTON POST, JUNE 25: “With all the bad news about the national housing market, *it may come as a shock to eager Washington area home shoppers when they run into a bidding war.* But that has been happening *routinely in some popular neighborhoods...especially when the properties are priced slightly under the market and are in good condition or show strong promise for renovation.*” One Long and Foster Reston-based agent is quoted in the article as saying that “*about 10% of her listings*” are getting multiple offers. *Sellers and buyers, take note!*

HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	Two:	two 4-BR	\$1,050,000, \$1,399,250
<u>Berkeley Square</u>	None		
<u>The Birches</u>	One:	one 4-BR	\$799,000
<u>Cathcart Springs</u>	One:	one 3-BR	\$699,500
<u>The Dakota</u>	None		
<u>The Glebe</u>	Two:	two 4-BR	\$919,900, \$1,249,000
<u>Glebe House Mews</u>	None		
<u>Harrison Place</u>	None		
<u>Highgate</u>	None		
<u>Hillcrest</u>	One:	one 4-BR	\$1,249,000
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	None		
<u>Palisades Park</u>	One:	one 3-BR	\$839,900
<u>Shirley Woods</u>	Two:	two 5-BR	\$1,299,500, \$1,649,000
<u>Spy Hill/Stone Ridge</u>	None		
<u>Townes of Lyon Park</u> ...	None		
<u>Virginia Square</u>	One:	one 1-BR	\$359,900
<u>The Williamsburg</u>	Two:	one 2-BR one 1-BR	\$549,900 \$427,000
<u>Woodbury Heights</u>	One:	one 2-BR	\$402,900
<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.