



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

June, 2012

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



HOME VALUES RECOVERING — ARLINGTON BACK TO PEAK. THE WASHINGTON POST reported on June 5th that throughout the broader Washington region [Fredericksburg, VA to Jefferson County, WV], home prices are at **80% of where they were before the Great Recession and the housing price slump**. However, close-in they are doing even better. ***In Arlington, home prices, on average, have gotten back to where they were at the peak.*** THE POST reports that the District of Columbia and Alexandria are close to Arlington in their recoveries, with Fairfax at about 82% and other jurisdictions [i.e., Montgomery, Loudoun Counties, etc.] trailing. The smallest degree of recovery is Prince George's County, at about 50% of the peak.

ARLINGTON PROPERTIES SELLING WELL. With the exception of an occasional condominium here and there, Arlington housing is selling quickly. ***I just had a listing sell in two days, with four offers. Needless to say, the house sold for a lot more than its list price.*** There is even starting to be talk of a ***housing shortage***. Certainly, multiple offers are an indication that there are ***fewer properties for sale than buyers who want them.***

PRICES GOING UP. As the above information would indicate, ***prices are continuing to rise in Arlington.***

TIME TO SELL? If you're a potential seller thinking this may be your time to move, ***please get in touch so we can talk about our market and your property.***

IF YOU HAVEN'T REFINACED YET, and your mortgage interest rate is more than 5%, and you're not selling your home, you ***could probably save money with a refinance,*** depending on how much longer you intend to own your home. Go to www.mtgprofessor.com to see what you could save with differing scenarios.

f 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.

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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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	One:	one 4-BR	\$1,224,000
<u>The Berkeley</u>	One:	one 1-BR	\$393,000
<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	\$989,500
<u>Hillcrest</u>	None		
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	None		
<u>Lorcom, Ridgeview, Randolph</u>	One:	one 4-BR	\$1,499,000
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Three:	two 3-BR one 2-BR	\$1,995,000, \$1,795,000 \$1,695,000
<u>Merry Mews</u>	None		
<u>The Monroe</u>	None		
<u>Palisades Park</u>	One:	one 3-BR	\$899,000
<u>Rixey View</u>	None		
<u>Shirley Woods</u>	Five:	one 4-BR three 5-BR one 6-BR one 4-BR	\$1,385,000 \$2,717,000, \$1,295,000, \$1,279,000 \$1,479,500 \$849,000
<u>Spy Hill/Stone Ridge</u>	One	one 4-BR	\$849,000
<u>Tower Villas</u>	None		
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	None		
<u>The Weslie</u>	Two:	two 3-BR	\$1,895,000, \$799,000
<u>Westview at Ballston Metro</u>	None		
<u>The Williamsburg</u>	Two:	one 1-BR one 2-BR	\$414,900 \$629,500
<u>Woodbury Heights</u>	Five:	three 1-BR two 2-BR	\$426,000, \$375,000, \$330,000 \$529,800, \$499,000
<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.