



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

May, 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



“WASHINGTON-AREA HOUSE PRICES UP 11.2%.” That's the headline from the May 10 WASHINGTON BUSINESS JOURNAL. The median price on a sales contract for an existing home in the Washington area in April was \$371,500 [up 11.2% from a year earlier]. *Arlington had the biggest year-over-year increase, up 27.7% to \$549,000.* [Reporter: Jeff Clabaugh]

INVENTORY DOWN. The number of homes for sale in our market is at a *record low... down 31.5% from April 2011...leading to multiple offers on some houses and sales above list price.* Indeed, “Handling our hot market” was the heading for a May 12th piece in THE WASHINGTON POST. *The story gives buyers tips on how to succeed when their may be multiple offers on a property.*

PEOPLE WANT TO LIVE HERE. Forbes Magazine just reported that our region scores high in a number of areas: *#6 nationally in education and #5 for safety, most wired, and best area for singles.* The only downside is that our cost of living is 21.5% above the national average.

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!*

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. *No agent in our marketplace does more with photography and marketing than I do, which I believe results in a higher sale price for my clients.*

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@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	\$1,299,000
<u>The Berkeley</u>	One:	one 1-BR	\$398,000
<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>	Two:	two 3-BR	\$998,990, \$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	\$1,499,999
<u>Lynnbrook</u>	None		
<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>	Two:	two 3-BR	\$899,000, \$834,900
<u>Rixey View</u>	None		
<u>Shirley Woods</u>	Seven:	one 4-BR six 5-BR	\$1,430,000 \$2,717,000, \$1,449,900, \$1,399,000, \$1,345,000 \$1,279,000, \$989,000
<u>Spy Hill/Stone Ridge</u>	None		
<u>Tower Villas</u>	None		
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	None		
<u>The Weslie</u>	One:	one 3-BR	\$799,000
<u>The Williamsburg</u>	Four:	two 1-BR two 2-BR	\$419,900, \$399,900 \$675,000, \$548,500
<u>Woodbury Heights</u>	Three:	two 1-BR one 2-BR	\$330,000, \$325,000 \$534,000
<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.