



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

October, 2010

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.

ARLINGTON STATS MIXED FOR AUGUST. The Arlington market is chugging along, with some plusses and minuses. It took *an average of 50 days to sell an Arlington listing* in August, which was 2% quicker than in August 2009 [higher priced properties and some condominiums took more than the 50-day average]. *Properties sold for 97.4% of their list price.* The number of properties that sold in August 2010 was down 8% from August 2009, the number of new listings was down 2%, and the median sales price was down 11% from August 2009.

INTEREST RATES STILL VERY LOW: *Under 4½ percent for a 30-year fixed-rate mortgage up to \$729,750.* Lowest rates in years: a real opportunity.

HIGHER-END UPTICK? Darci Marchese had a report on WTOP radio on September 27th quoting a Washington-based Long and Foster agent, Ron Sitrin, who works in Washington, Maryland, and Virginia. He says that while houses in the lower price ranges were popular in the early part of this year, now the “upper end” is starting to move... \$500,000—\$1,100,000. He added that with such low interest rates, homeowners are “anxious” to sell their house and take advantage of an opportunity “to move up to a larger home.”

PREFERRED PROVIDER LIST. Many people have asked for a copy of my list of service providers [painter, carpet cleaner, electrician, etc.]. If you'd like a copy, please call me at 703/284-9318 or email me at dick.nathan@longandfoster.com.

WEB PHOTOGRAPHY. 86% of buyers are using the Internet to search for listings. 32% started their search on the Internet and 29% found the home they purchased on-line. If you're thinking of selling your home, you need the photographic presence I offer. *No other realtor offers a more extensive Web presence than I do...* see the photography at www.dicknathan.com [click on “100 Sold Listings” and then click on “View Virtual Tour”]. Also, at my Website there is a tab describing “Vigorous Marketing.” And, please keep in mind that of all the realtors in our marketplace, *no one will work harder for you than I will!*

Dick Nathan has been a realtor for 27 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
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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	Two	one 4-BR, \$1,179,000 one 3-BR, \$899,000
<u>Arlingwood</u>	One:	6-BR, \$1,995,000
<u>The Astoria</u>	Three:	two 2-BR, \$400,000, \$421,900 one 1-BR, \$309,000
<u>Ballston Crest</u>	None	
<u>The Barkley</u>	One:	2-BR, \$419,900
<u>Berkeley Square</u>	None	
<u>The Birches</u>	None	
<u>Black Oak</u>	None	
<u>Cathcart Springs</u>	One:	3-BR, \$699,900
<u>The Continental</u>	Seven:	five 1-BR, \$359,000, \$359,900, \$359,900, \$413,000, \$417,000 two Studio, \$279,900, \$339,000
<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:	3-BR, \$949,000
<u>Hunter Oaks</u>	One:	3-BR, \$724,900
<u>Hyde Park</u>	None	
<u>Lynnbrook</u>	None	
<u>Memorial Overlook</u>	None	
<u>Merry Mews</u>	None	
<u>Palisades Park</u>	Two:	3-BR, \$784,900, \$1,238,500
<u>Spy Hill/Stone Ridge</u>	One:	4-BR, \$775,000
<u>Tower Villas</u>	None	
<u>Townes of Lyon Park</u> ...	None	
<u>Virginia Square</u>	One:	2-BR, \$664,300
<u>The Weslie</u>	One:	3-BR, \$1,125,000
<u>The Williamsburg</u>	Two:	2-BR, \$558,500, \$649,000
<u>Woodbury Heights</u>	Three:	two 1-BR, \$330,000, \$334,000

Correction: In the September newsletter, units at The Weslie, The Williamsburg, and Woodbury Heights were dropped by one line. Those shown here are correct.

Two-level Penthouse 1-BR + Den coming soon! Please call for price: 703/284-9318

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 listing of other realtors.