

DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

October, 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
INTERNATIONAL REAL ESTATE

FOR SALE. On the back of this newsletter is a presentation of properties that were for sale at press time. Any questions, please call at 703/284-9318 or email me at dick.nathan@longandfoster.com.

DC AREA #1 IN TRAFFIC CONGESTION. THE WASHINGTON POST reports that *"helped along by a relatively robust economy,"* the Washington region has surpassed perennial rivals Chicago and Los Angeles, which now rank second and third. The typical area commuter spends 74 hours a year stuck in traffic while burning 37 gallons of fuel. *This is a great reason to live in Arlington and not some far-off jurisdiction!*

CONFORMING LOAN LIMIT TO DROP. The maximum conforming mortgage loan limit has been \$729,750 in Northern Virginia. Congress failed to pass a measure continuing this limit, and the limit dropped to \$625,500 on October 1. *This means that mortgages above \$625,500 [known as jumbo loans] will now have a higher interest rate.*

WASHINGTON-AREA PRICES UP YEAR-OVER-YEAR IN JULY. Standard & Poor's Case Shiller Report for July was released on September 27th. Only two of the 20 major markets surveyed had increases year-over-year, July 2010-July 2011: Detroit at 1.2% and Washington at 0.3%. [Nationwide, prices fell 4.1%]. However, most areas saw an increase from June 2011 to July 2011. The Washington region increased 2.4%, surpassed only by Detroit at 3.8%, and Minneapolis at 2.6%.

As the data show, our area is a shining star compared to much of the United States. [Source: Tucker Echols, WASHINGTON BUSINESS JOURNAL.]

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. I've had numerous appreciative sellers. *No agent in our marketplace does more with staging, photography and marketing than I do, which I believe results in a higher sale price.* For au courant marketing see the QR code to the left.

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@lnf.com.

Newest Technology
Scan this QR code with
your smartphone to see a
virtual tour of one of my
listings and examples of my
professional photography:



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

PRESORTED
 STANDARD
 U.S. POSTAGE
 PAID
 MERRIFIELD VA
 PERMIT #2444

703/284-9318: Desk/24-hr VM

703/522-0500: Receptionist

800/760-7282: Toll Free

email: dick.nathan@longandfoster.com

Visit me on the Web at www.dicknathan.com



EXCLUSIVE AFFILIATE OF
CHRISTIE'S
 INTERNATIONAL REAL ESTATE

HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<i>Analostan</i>	None		
<i>Arlingwood</i>	None		
<i>The Berkeley</i>	None		
<i>Berkeley Square</i>	None		
<i>The Birches</i>	None		
<i>Black Oak</i>	None		
<i>Cathcart Springs</i>	None		
<i>The Dakota</i>	None		
<i>The Glebe</i>	One:	one 4-BR	\$1,199,000
<i>Glebe House Mews</i>	None		
<i>Harrison Place</i>	None		
<i>Highgate</i>	One:	one 4-BR	\$1,200,000
<i>Hillcrest</i>	Two:	one 4-BR one 3-BR	\$1,199,000 \$1,200,000
<i>Hunter Oaks</i>	One:	one 4-BR	\$742,000
<i>Hyde Park</i>	Three:	two 2-BR one 1-BR	\$422,500, \$420,000 \$279,900
<i>Lorcom, Ridgeview, Randolph</i>	One:	one 5-BR	\$1,649,842
<i>Lynnbrook</i>	None		
<i>Memorial Overlook</i>	Two:	two 3-BR	\$1,795,000, \$1,474,000
<i>Merry Mews</i>	None		
<i>The Monroe</i>	None		
<i>Palisades Park</i>	Four:	four 3-BR	\$1,225,000, \$1,127,000, \$1,029,000, \$875,000
<i>Rixey View</i>	None		
<i>Shirley Woods</i>	Six:	five 5-BR one 4-BR	\$2,990,000, \$1,584,900, \$1,249,999, \$1,249,000, \$1,164,000 \$1,495,000
<i>Spy Hill/Stone Ridge</i>	None		
<i>Tower Villas</i>	None		
<i>Townes of Lyon Park</i>	None		
<i>Virginia Square</i>	Two:	two 2-BR	\$570,000, \$524,900
<i>The Weslie</i>	One:	one 2-BR	\$590,000
<i>The Williamsburg</i>	One:	one 3-BR	\$730,000
<i>Woodbury Heights</i>	One:	one 1-BR	\$359,000
<i>Woodmont</i>	None		

Coming Soon!
 A great 2-BR unit at The Williamsburg,
 and a completely renovated 1-BR unit
 at the Hyde Park at Ballston.

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.