



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

September, 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.

Richard E. Nathan, CRS

Associate Broker

NVAR Top Producer,
Multi-Million Dollar Club

L&F Chairman's Club

L&F Gold Team



MIXED SIGNALS. On Tuesday, August 24th, the National Association of Realtors announced that the number of home sales had dropped 27 percent across the United States, from June, 2010 to July, 2010. Similarly, home sales in Arlington dropped 26.9 percent during the same period. ***However, my office [Long and Foster/North Arlington] had a drop of only 16.9 percent.*** For the first seven months of the year, sales in Northern Virginia dropped 24 percent year-over-year, ***whereas my office actually had a gain of 5.1 percent.*** Additionally, year-over-year, my office had an increase in sales price of 3.7 percent.

WHAT'S GOING ON? The Federal tax credits for home buyers expired on April 30, meaning that sales contracts had to be inked by that date. Anecdotal evidence suggests that a ***number of people, who might have sold their homes later in the year, chose to put them on the market in the spring during the "tax credit window,"*** i.e., sales that might otherwise have occurred in May or June or July were bright forward to March/April.

THE FUTURE. August is always a slow month, so sales for August should prove to be weak when they are announced later in September. Then, ***my guess is, sales should begin to pick up during a "normal" fall market.*** We'll see!

INTEREST RATES STILL LOW: *Under 4½ percent for 30-year fixed.*

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.

THINKING OF SELLING YOUR HOME? Let me show you what my superior photography can do for you. ***No other realtor will work harder for you!***

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.

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HOUSES AND CONDOMINIUMS FOR SALE NOW

<u>Analostan</u>	One:	one 4-BR, \$1,179,000
<u>Arlingwood</u>	Three:	one 3-BR, \$865,000 one 4-BR, \$1,550,000 one 6-BR, \$1,995,000
<u>The Astoria</u>	One:	one 2-BR, \$421,900
<u>Ballston Crest</u>	None	
<u>The Barkley</u>	None	
<u>The Birches</u>	None	
<u>Black Oak</u>	None	
<u>Cathcart Springs</u>	One:	one 3-BR, \$687,500
<u>The Continental</u>	Six:	two 2-BR, \$550,000, \$574,900 three 1-BR, \$409,000, \$413,000, \$424,900 one Studio, \$339,000
<u>The Dakota</u>	None	
<u>Harrison Place</u>	None	
<u>Highgate</u>	None	
<u>Hunter Oaks</u>	None	
<u>Hyde Park</u>	None	
<u>Lynnbrook</u>	One:	one 4-BR, \$828,000
<u>Memorial Overlook</u>	None	
<u>Merry Mews</u>	None	
<u>Palisades Park</u>	Three:	three 3-BR, \$784,900, \$1,100,000, \$1,140,000
<u>Spy Hill/Stone Ridge</u>	None	
<u>Tower Villas</u>	None	
<u>Virginia Square</u>	None	
<u>The Weslie</u>	One:	
<u>The Williamsburg</u>	Two:	one 3-BR, \$1,125,000
<u>Woodbury Heights</u>	Two:	two 2-BR, \$564,000, \$649,000 one 1-BR, \$333,000 one 2-BR, \$369,000

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 listing of other realtors.