



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

October, 2009

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@longandfooster.com

Richard E. Nathan, CRS

Associate Broker

NVAR Top Producer,
Multi-Million Dollar Club

L&F Chairman's Club

L&F Gold Team



ARLINGTON RESIDENTIAL REAL ESTATE STATS FOR AUGUST. The number of home sales [214] in Arlington in August, 2009 fell 10% from August, 2008 [they had jumped 25% July, 2009 vs. July, 2008]. The median sold price in August, 2009 was \$488,000, up 7.55%, from \$453,750 a year earlier; but *the average sold price was down 7.36% to \$569,310.*

BUDGET CRUNCH. The Arlington County Board and School Board are expected to have to cut back services and programs in 2010 due to declining income from *commercial real estate assessments.* The Arlington SUN GAZETTE reports that County Manager, Ron Carlee and his staff "...have *projected modest declines in the assessed value of residential real estate next year,* but the bigger problem will be *significant declines—perhaps as much as 17 percent—in the commercial sector.*" Wayne Kubuvki, former member of Arlington's Fiscal Affairs Advisory Commission, is quoted as saying, "Service cuts, hiring freezes and terminations will all be on the table again, and this time the schools will be affected as well."

THINKING OF SELLING YOUR HOME? Please call me if you would like a review of your residence—and of market conditions and pricing. *Properly priced homes in good condition are selling.*

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@longandfooster.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 "Current 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 26 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

703/284-9318

703/522-0500

800/760-7282

email: dick.nathan@longandfoster.com

Visit me on the Web at www.dicknathan.com



PRESORTED
STANDARD
U.S. POSTAGE
PAID
BALDERSONS, INC.

HOUSES AND CONDOMINIUMS FOR SALE NOW

<u>Analostan</u>	None
<u>Arlingwood</u>	Two: one 4-BR, \$1,899,000 one 5-BR, \$749,500
<u>The Astoria</u>	Two: one 1-BR, \$349,500 one 2-BR, \$409,000
<u>Ballston Crest</u>	None
<u>The Barkley</u>	Two: two 2-BR, \$375,000, \$487,295
<u>The Birches</u>	None
<u>Black Oak</u>	None
<u>Cathcart Springs</u>	None
<u>The Continental</u>	Four: one Studio, \$269,000 one 1-BR, \$350,000 two 2-BR, \$500,000, \$539,900
<u>The Dakota</u>	One: 2-BR, \$938,619 [call for details]
<u>Harrison Place</u>	None
<u>Highgate</u>	Two: two 4-BR, \$1,125,000, \$1,175,000
<u>Hunter Oaks</u>	None
<u>Hyde Park</u>	Two: one 2-BR, \$434,550 one 3-BR, \$520,000
<u>Lynnbrook</u>	None
<u>Memorial Overlook</u>	Three: 2-BR, \$999,998, \$1,525,000, \$1,825,000
<u>Merry Mews</u>	None
<u>Palisades Park</u>	Two: two 3-BR Taylors, \$1,100,000, \$1,177,800
<u>Spy Hill/Stone Ridge</u>	Four: three 4-BR, \$1,199,000, \$1,200,000, \$1,359,000 one 6-BR, \$1,299,900
<u>Tower Villas</u>	Seven: three 1-BR, \$350,000, \$355,000, \$375,000 three 2-BR, \$425,000, \$438,000, \$449,000 one 3-BR, \$610,000
<u>Virginia Square</u>	One: 2-BR, \$674,900
<u>The Weslie</u>	None
<u>The Williamsburg</u>	Four: two 2-BR, \$469,000, \$799,000 [two levels] two 3-BR, \$648,000, \$675,000
<u>Woodbury Heights</u>	One: 1-BR, \$325,000

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.