



DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

September, 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@longandfoster.com

Richard E. Nathan, CRS

Associate Broker

NVAR Top Producer,
Multi-Million Dollar Club

L&F Chairman's Club

L&F Gold Team



ARLINGTON MIXED IN JULY...ZIP CODES VARY. The number of home sales in Arlington in July, 2009 jumped 25% vs. July, 2008, and the median sales price increased 2.3% from a year earlier. There were some ups and downs, however. In zip code 22201, the median sales price was down 5.8%; in 22203 the median price was up 12.4%; in 22207 it was down 14.2%; and in 22209 the median was up 20%.

ARLINGTON TAX DELINQUENCIES DOWN. As reported in the August 13 edition of the SUN GAZETTE, Arlington's tax delinquencies have fallen to an historic low of 0.72%—indicating that Arlington's households are in very good financial shape. Also, with a few exceptions, we don't have a foreclosure problem.

RISING PRICES? Metrostudy, a consultant hired by the Multiple Listing Service, projects that "...significant—more than 10%—year over year increases in resale prices..." will begin in Arlington County in September [this month], as noted in a column by Elizabeth Razzi in THE WASHINGTON POST on August 15.

THINKING OF SELLING YOUR HOME? Please call me if you would like a review of your residence—and of market conditions and pricing.

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 "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.

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HOUSES AND CONDOMINIUMS FOR SALE NOW

<u>Analostan</u>	None
<u>Arlingwood</u>	Two: one 3-BR, \$899,000 one 5-BR, \$775,900
<u>The Astoria</u>	One: 1-BR, \$334,900
<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>	One: one Studio, \$269,000
<u>The Dakota</u>	One: 2-BR, \$988,020 [call for details]
<u>Harrison Place</u>	None
<u>Highgate</u>	Two: one 3-BR, \$1,198,000 one 4-BR, \$1,175,000
<u>Hunter Oaks</u>	None
<u>Hyde Park</u>	Three: one 1-BR, \$309,000 one 2-BR, \$439,000 one 3-BR, \$520,000
<u>Lynnbrook</u>	None
<u>Memorial Overlook</u>	Three: three 2-BR, \$999,998, \$1,525,000, \$1,825,000
<u>Merry Mews</u>	None
<u>Palisades Park</u>	Three: one Mason, \$848,000 two Taylors, \$1,100,000, \$1,177,800
<u>Spy Hill/Stone Ridge</u>	Four: three 4-BR, \$1,059,000, \$1,199,000, \$1,359,000 one 6-BR, \$1,299,000
<u>Tower Villas</u>	Two: two 2-BR, \$425,000, \$438,000
<u>Virginia Square</u>	One: one 1-BR, \$430,000
<u>The Weslie</u>	None
<u>The Williamsburg</u>	Five: one 1-BR, 479,900 three 2-BR, \$539,000, \$609,900, \$799,000 [two levels] one 3-BR, 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.