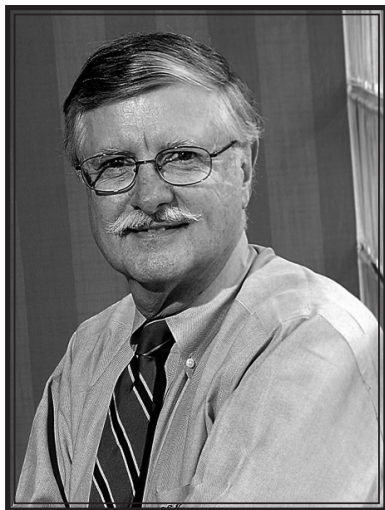


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

September, 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


STANDARD & POOR'S CASE-SHILLER REPORT [price changes for single-family homes] for June was released on August 30, with a headline of "Nationally, Home Prices Went Up in the Second Quarter of 2011." Of the 20 metropolitan regions surveyed, *all saw price increases from May 2011 to June 2011*, except Portland, OR [which was flat]; Washington was ranked fourth. Year-over-year, all 20 regions had price *decreases*, with the *Washington metropolitan region having the smallest decrease, at 1.2%*. Note: the Washington "metropolitan region" is large and diverse and includes Fredericksburg to the south and Jefferson County, WV to the west.

LOWEST MORTGAGE RATES IN 50 YEARS. 30-year fixed-rate mortgages have dropped to their lowest level in years... recently at 4.15%. *At this writing, a typical 30-year fixed-rate mortgage with a 20% down payment and no points is 4.375%—not too bad!*

GREEN REAL ESTATE. Ken Harney's August 26th column in THE WASHINGTON POST notes that definitive data are scarce, but localized research on the West Coast is indicating that houses with LEED or Energy Star designations are selling with a price premium of 8% to 30% over non-green homes.

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 photography and marketing than I do, which I believe results in a higher sale price for my clients.*

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."

 **DICK NATHAN ON FACEBOOK.** For current and interesting market updates and features, search Facebook for "*Dick Nathan Arlington Real Estate.*" Several new items are posted on the page throughout the week. By becoming a 'fan' of "*Dick Nathan Arlington Real Estate,*" you will receive occasional updates including articles on the *current state of the local real estate market and other information designed to help those looking to buy, sell, or add value to a home.*

If you are not a Facebook user, you may access the page by going to my website, www.dicknathan.com, and clicking on the Facebook logo in the middle of the home page. Really pertinent stuff!

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@longandfoster.com.

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.

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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<i>Analostan</i>	None		
<i>Arlingwood</i>	One:	one 4-BR	\$995,000
<i>The Berkeley</i>	One:	one 2-BR	\$650,000
<i>Berkeley Square</i>	None		
<i>The Birches</i>	One:	one 4-BR	\$799,000
<i>Black Oak</i>	None		
<i>Cathcart Springs</i>	One:	one 3-BR	\$699,500
<i>The Dakota</i>	None		
<i>The Glebe</i>	One:	one 4-BR	\$1,249,000
<i>Glebe House Mews</i>	None		
<i>Harrison Place</i>	None		
<i>Highgate</i>	Two:	one 4-BR one 3-BR	\$1,200,000 \$989,000
<i>Hillcrest</i>	Two:	two 4-BR	\$1,199,000, \$1,200,000
<i>Hunter Oaks</i>	One:	one 4-BR	\$742,000
<i>Hyde Park</i>	Three:	three 1-BR	\$287,500, \$250,000, \$239,000
<i>Lorcom, Ridgeview, Randolph</i>	One:	one 5-BR	\$1,649,842
<i>Lynnbrook</i>	None		
<i>Memorial Overlook</i>	None		
<i>Merry Mews</i>	None		
<i>The Monroe</i>	None		
<i>Palisades Park</i>	Two:	two 3-BR	\$1,059,000, \$829,900
<i>Rixey View</i>	None		
<i>Shirley Woods</i>	Six:	five 5-BR one 4-BR	\$3,100,000, \$1,584,900, \$1,325,000, \$1,299,500, \$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>	One:	one 2-BR	\$515,000
<i>The Weslie</i>	Three:	three 2-BR	\$1,695,000, \$1,600,000, \$590,000
<i>The Williamsburg</i>	Four:	one 3-BR one 2-BR two 1-BR	\$730,000 \$539,000 \$449,995, \$399,900
<i>Woodbury Heights</i>	One:	one 1-BR	\$359,000
<i>Woodmont</i>	One:	one 1-BR	\$1,695,000

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 listings of other realtors.