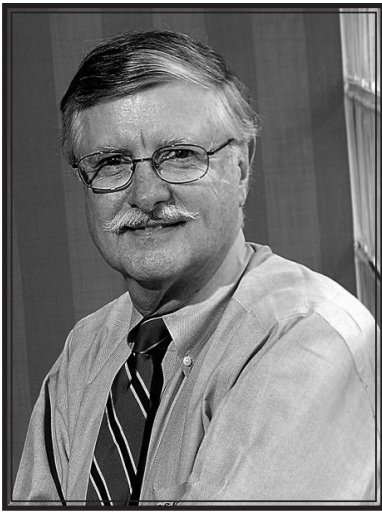


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

September, 2012



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



HOME VALUES CONTINUE TO RISE. There is no doubt that we are in a strongly recovering market. Single-family home prices in Arlington, Washington, and Alexandria have *surpassed their highs reached in the boom year of 2005*. And even with federal budget sequestration looming large over the D.C. region, particularly in Virginia, Jonathan Miller, the president and CEO a local real estate consulting firm, told the *Examiner* that *prices are expected to continue to increase*. [Source: Huff Post/DC Real Estate].

The Washington Post recently mentioned a report released by Delta Associates, an Alexandria-based research company: "The news is *pretty remarkable*. The market is in full recovery, with prices up like they were in the early 2000s," said Greg Leisch, the firm's chief executive. "*It makes us very different from the rest of the country.*" [Note: some condos are not yet fully recovered].

TIGHT MARKET. One of the drivers of our market's price increases is the fact that our inventory is depressed... *there are fewer homes on the market than any time since 2005*.

UNEMPLOYMENT RATE STILL BETTER THAN MOST. The Bureau of Labor Statistics reported in late August that the July jobless rate for the Washington Metropolitan Area was 5.6%. *The rate in Arlington was reported as 3.5%... the lowest in Virginia*.

TIME TO SELL? If you're a potential seller thinking this may be your time to move, *please get in touch so we can talk about our market and your property*.

f 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 'liking' *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. 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 29 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

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HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u>	None		
<u>Arlingwood</u>	None		
<u>The Berkeley</u>	Two:	two 2-BR	\$579,000, \$539,000
<u>Berkeley Square</u>	None		
<u>The Birches</u>	None		
<u>Black Oak</u>	None		
<u>Cathcart Springs</u>	None		
<u>The Dakota</u>	None		
<u>The Glebe</u>	One:	one 3-BR	\$809,000
<u>Glebe House Mews</u>	None		
<u>Harrison Place</u>	None		
<u>Highgate</u>	Two:	two 3-BR	\$1,175,000, \$1,125,000
<u>Hillcrest</u>	Two:	two 3-BR	\$1,250,000, \$1,225,000
<u>Hunter Oaks</u>	None		
<u>Hyde Park</u>	One:	one 3-BR	\$509,000
<u>Lorcom, Ridgeview, Randolph</u>	One:	one 4-BR	\$1,499,000
<u>Lynnbrook</u>	None		
<u>Memorial Overlook</u>	Two:	two 2-BR	\$1,695,000, \$1,395,000
<u>Merry Mews</u>	None		
<u>The Monroe</u>	None		
<u>Palisades Park</u>	None		
<u>Rixey View</u>	None		
<u>Shirley Woods</u>	Two:	two 5-BR	\$2,717,000, \$1,279,000
<u>Spy Hill/Stone Ridge</u>	One:	one 4-BR	\$799,000
<u>Tower Villas</u>	None		
<u>Townes of Lyon Park</u>	None		
<u>Virginia Square</u>	None		
<u>The Weslie</u>	Two:	two 3-BR	\$1,895,000, \$799,000
<u>Westview at Ballston Metro</u>	Two:	one 2-BR one 1-BR	\$450,000 \$359,999
<u>The Williamsburg</u>	One:	one 2-BR	\$874,900
<u>Woodbury Heights</u>	One:	one 1-BR	\$490,000
<u>Woodmont</u>	None		

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.