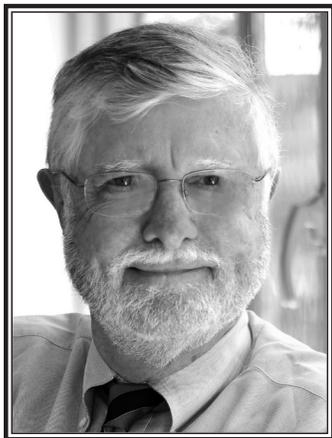


# DICK NATHAN'S REAL ESTATE NEWSLETTER

[www.dicknathan.com](http://www.dicknathan.com)

August, 2017



**Richard E. Nathan**  
CRS, ABR, SRES  
Associate Broker  
NVAR Top Producer,  
Multi-Million Dollar Club  
L&F Chairman's Club  
L&F Gold Team



**Cody Chance**  
REALTOR

## ANNOUNCING OUR NEW EDUCATIONAL PROGRAMS:

If you're considering buying or selling a home, then this is for you. *We are putting together a series of free seminars for home buyers and sellers. Whether it's your first time buying or your fifth home sale, we know that you'll walk out of these events with useful information that you didn't have before.* These events will be held several times a year, and feature guest speakers who are experts in relevant fields along with opportunities to ask questions and get the answers you need. The first two events on the schedule are listed below, and more will be announced in the coming months.

**AUGUST 29 HOME-BUYER SEMINAR.** *Are you thinking of buying a home? Join us on Tuesday evening, August 29, to learn the ropes.* We'll have a review of the entire process, from beginning to end, and you should *walk out with a complete understanding of what's involved in buying a property.* We'll have a settlement attorney and a mortgage lender with us to discuss how they fit into the equation. This event will occur *at our office at 4600 Lee Highway between 6:30 and 8:00 PM, including time for Q&A.* Refreshments will be served. Seats will be limited, so *please call or write to reserve space: 703-284-9318 or [dick.nathan@longandfoster.com](mailto:dick.nathan@longandfoster.com).*

**SEPTEMBER 30 "RIGHT-SIZING" EVENT.** Cody and I are hosting a seminar on the topic of *"down-sizing" to be held at the Washington Golf and Country Club on Saturday, September 30, beginning at 10:30 with a complimentary Continental Breakfast, and concluding at 12:30.*

We are planning on a maximum of 35 guests so that individuals will have an opportunity to meet our speakers and ask questions. If you would like to attend, please let us know. *To register, call 703/284-9318 or email us at [dick.nathan@longandfoster.com](mailto:dick.nathan@longandfoster.com).*

We've organized a *top-flight panel of participants, all of whom should be very interesting and informative.* Each will make an individual presentation which will be followed by a panel discussion. After that, there will be time for attendees to speak individually with the presenters.

Participants will include an elder law attorney, representatives from an estate sale company and a company that helps people decide what to take and what not to, a moving company spokesperson, a mortgage lender, a settlement attorney, and a representative from Goodwin House Retirement Community.

*Space is limited — if you would like to participate, please get touch.*

**WHAT'S GREAT ABOUT ARLINGTON.** Need a tool? Light bulb? Some paint? Here are three stores that can help you out: *Ayers Variety and Hardware* at 5853 Washington Blvd. [703/538-5678], *Bill's TrueValue Hardware* at 2213 N. Buchanan St., at Lee Hwy. [703/524-2503] and *Cherrydale Hardware* at 3805 Lee Hwy. [703-527-2100]. They've been in business for 70 years, 38 years, and 40 years, respectively.

**SPECIAL OFFER.** George Ayoub Carpet and Rug Care does excellent work and *they have been in business for 30 years. The are offering a 10% discount* on any cleaning service [carpet cleaning, rug cleaning or upholstery cleaning] through the end of September to anyone *who calls and mentions this newsletter. Call them at 703/356-6186.*

**PREFERRED PROVIDER LIST.** We have just updated and expanded our Preferred Provider List. Please contact us for this *complimentary list* of painters, wood floor/carpet person, handyman, plumber, electrician, etc. Call us at 703/284-9318 or email us at [dick.nathan@longandfoster.com](mailto:dick.nathan@longandfoster.com).

If you want to discuss a particular job or project, to see who might be the best tradesperson for that job, *please get in touch — we'll be happy to talk with you.*

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**Dick Nathan** has been an Arlington realtor since 1983. 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 is a member of the Northern Virginia Association of Realtors' Top Producers' Club, and has a sales volume among the top 5% of realtors nationwide. He holds the CRS designation, held by only 4% of all realtors nationwide. Additionally, Dick holds the Accredited Buyer's Representative [ABR] and Seniors Real Estate Specialist [SRES] designations.

**Cody Chance** is a graduate of Furman University with a double major in History and Asian Studies. An Eagle Scout, Cody has been a salesperson with New York Life, and since 2009 has had an active role as Dick's Marketing Director. Now as a Realtor he works closely with Dick to help buyers find homes and to help sellers get the very best price for their properties.

**Richard E. Nathan, CRS, ABR, SRES**  
ASSOCIATE BROKER

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## WHAT'S HAPPENING IN OUR MARKET

*The current state of the market will come as no surprise to regular readers of this segment, as the news is more of the same that we have reported here for the last several months – prices are high, inventory is low, demand is high, and homes are selling quickly. If there is any real news, it's that in what are typically slow months in the real estate market (July, August), there seems to be surprisingly little drop-off in the pace of business from the busy spring season. This may be spurred by the ever-present specter of a rise in interest rates, and the continued pace of activity through the summer may bode well for the fall market.*

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	one 4-BR	\$925,000	-	
ARLINGWOOD	-		-	
BALLSTON CROSSING	-		-	
BALLSTON GREEN	-		one 3-BR	\$975,000
BALLSTON ROW	one 3-BR	\$925,000	-	
BALLSTON VILLAGE	-		-	
THE BERKELEY	one 2-BR	\$590,000	one 2-BR	\$570,000
BERKELEY SQUARE	-		-	
THE BIRCHES	-		-	
BLACK OAK	-		-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	one 3-BR	\$879,990	-	
BROMPTONS AT MONUMENT	one 3-BR	\$1,899,000	-	
BROMPTONS AT ROSSLYN	-		-	
BUCKINGHAM COMMONS	-		-	
CARRIAGE HILL	-		-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	one 4-BR	\$3,300,000	-	
COURT AT LYON VILLAGE	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	one 4-BR	\$1,040,000	-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	two 1-BR	\$429,000; \$329,900	three 2-BR one 1-BR	\$647,800; \$625,000; \$552,000 \$445,000
HIGHGATE	-		-	
HUNTER OAKS	-		-	
HYDE PARK	one 2-BR two 1-BR one Studio	\$520,000 \$314,888; \$252,900 \$254,000	-	
LYNNBROOK	-		-	
MADISON MEWS	one 3-BR	\$939,000	-	
MARCEY CREEK	-		-	
THE MONROE	one 2-BR	\$898,750	two 2-BR	\$935,000; \$668,000
RIXEY VIEW	-		-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	one 5-BR	\$2,717,000	one 6-BR	\$1,326,300
SHIRLINGTON CREST	two 2-BR	\$697,500; \$614,999	one 4-BR	\$829,500
SPY HILL/STONE RIDGE	one 4-BR	\$848,900	-	
VIRGINIA SQUARE	two 2-BR one 1-BR	\$599,900; \$570,000 \$415,000	-	
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	-		one 2-BR one 1-BR	\$588,000 \$570,000
WOODBURY HEIGHTS	-		one 1-BR	\$324,900

The information in this newsletter pertaining to real estate listings and sales is derived from the Northern Virginia Association of Realtors<sup>®</sup>; 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.