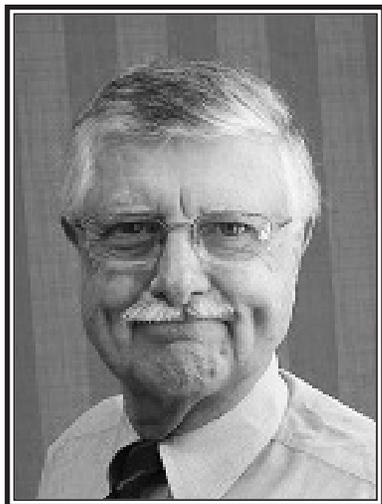


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

February, 2016



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



SPECIAL OFFER. The flooring company that I've used for 15 years is having a winter special, offering a **10% discount on a purchase of \$500 or more.** The company is **locally-owned** and installs carpet, vinyl, hardwoods, laminate, etc. If you'd like to know more about this offer, please call or email me at 703-284-9318 or dick.nathan@LNF.com. ["Special Offer" is a regular feature in this newsletter.]

INTEREST RATES STILL LOW... *just under or just over 4%* depending on type of property, credit score, etc. Rates are expected to rise a bit this year.

FOR CURRENT MARKET COMMENTS see *What's Happening in Our Market* on page 2.

f FOR TIMELY MARKET UPDATES AND FEATURES, search Facebook for "**Dick Nathan Arlington Real Estate.**" New items are posted on the page throughout the week. No fluff, just solid stuff! If you're a Facebook user, **check out this page and like it – I think you'll find it of interest.**

CONSIDERING SELLING YOUR HOME? *As a realtor who has been successfully selling North Arlington homes for the past 32 years, I offer solid experience, unparalleled preparation of a property for sale, and marketing distinguished by exceptional professional photography.* My listings sell well because I know how to bring my clients' homes to the market in the best possible condition; ***I stage, edit (de-clutter), re-hang artwork, and re-position furniture to "create" larger spaces to maximize a home's potential.*** I also supervise any work that needs to be done using a team of talented tradespeople who can be counted on for professional results at a reasonable cost. ***I can make your property shine!***

PREFERRED PROVIDER LIST. Please contact me for my **complimentary list of service providers...** painters, wood floor/carpet person, handyman, etc. Call me at 703/284-9318 or email me at dick.nathan@longandfoster.com.

WHAT'S GREAT ABOUT ARLINGTON. A new addition to Arlington's butcher shop scene is the Sehkraft [pronounced SAYcraft] Butcher Shop in Clarendon at Garfield and 10th Streets. Owned by the people who own The Westover Market Butcher Shop, the new location sells the same **locally-grown, humanely-raised, properly-fed beef, pork, and poultry.** ***Let Cody or Bryan sell you something delicious, and maybe cut something special for you... they'll provide whatever cut/trim you desire... they are very personable.*** It's also a great source for superb local cheeses. ["What's Great about Arlington" is a regular feature of this newsletter.]

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 is a member of Long & Foster's Gold Team, and is currently ranked #9 sole practitioner in his office of 105 agents. 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.

Richard E. Nathan, CRS, ABR, SRES

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WHAT'S HAPPENING IN OUR MARKET

Looking back at 2015, Northern Virginia as a whole fared well in terms of its real estate market, with average home sale prices for the region reaching a record high last year. The per-square-foot cost of homes in Arlington was higher than that of all other suburbs in the metro area (\$427/square foot). Michele Lerner of THE WASHINGTON POST offers these predictions of the market for 2016: Rising interest rates will spur buying, as buyers look to purchase before rates escalate further; changes to lending and the closing process will affect transactions as lenders and title companies continue to acclimate to the new regulations; inventory of homes should increase; the market as a whole should see a slow and steady increase in home values; walkable neighborhoods will continue to be highly desirable.

(https://www.washingtonpost.com/real-estate/washington-area-housing-market-was-choppier-in-2015/2016/01/06/b8586a6a-a04c-11e5-a3c5-c77f2cc5a43c_story.html).

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 9-BR	\$4,200,000	-	
THE BERKELEY	-			
THE BIRCHES	-		one 4-BR	\$793,000
CATHCART SPRINGS	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		one 3-BR	\$721,000
THE HAWTHORN	one 2-BR	\$435,000	-	
HUNTER OAKS	-		-	
HYDE PARK	one 3-BR one 2-BR	\$575,000 \$519,000	one 1-BR	\$333,000
LYNNBROOK	-		-	
THE MONROE	two 2-BR	\$835,000, \$793,985	-	
RIXEY VIEW	-		-	
SHIRLEY WOODS	-		-	
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	one 2-BR	\$539,787	-	
THE WILLIAMSBURG	two 1-BR	\$440,000, \$417,800	one 1-BR	\$423,000
WOODBURY HEIGHTS	one 2-BR	\$454,900	-	

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.