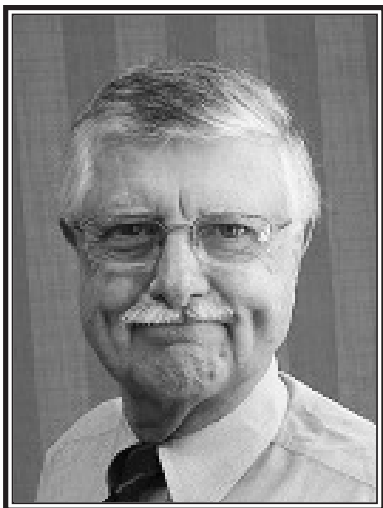


DICK NATHAN'S REAL ESTATE NEWSLETTER

www.dicknathan.com

January, 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 painting company that I've used for 25 years is having a winter special, offering a *10% discount on interior work*. The company is *family-owned and has been in business for 67 years*. If you'd like to know more about this offer, please call or email me at 703-284-9318 / dick.nathan@LNF.com. ["Special Offer" has become a regular feature of this newsletter.]

f FOR CURRENT 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.*

"4 REASONS 2016 IS THE YEAR TO BUY A HOME." That's the headline from a recent post at money.cnn.com. The article is discussing real estate nation-wide, *but much of it probably applies to Arlington. The reasons are:*

- 1] "Home prices will finally calm down" [this may or may not apply to Arlington?]
- 2] "More homes will hit the market"
- 3] "Dirt cheap mortgages could disappear" [see next story]
- 4] "Rents will still hurt"

FED'S RAISING INTEREST RATES MAY NOT AFFECT MORTGAGE RATES MUCH. The Federal Reserve can cause *short-term interest rates* to go up [think credit cards, car loans, etc.] but the Fed doesn't have much effect on long-term rates, which are mainly affected by the bond market. *If the bond market thinks inflation is under control, mortgage rates may stay in the same range for a while – stay tuned – time will tell.*

ARLINGTON RANKED #1. The website onlyinyourstate.com has just ranked Arlington as the "*Best Overall City*" [sic] in Virginia and also notes that we have the "*Best Public Schools by District.*"

SEASONAL SLOW DOWN NOW... SPRING MARKET COMING. If you're thinking of selling your home this year, now is the time to start getting ready. *Please get in touch to make an appointment to begin a discussion. I see to it that my listings always show at their very best – my listings sparkle and wow buyers!*

WHAT'S GREAT ABOUT ARLINGTON. Although not in Arlington, Dick's Sporting Goods is just outside the boundary at the intersection of Columbia Pike and Rt. 7. Not only do they have a huge selection of stuff for sale – *they have a fantastic return policy – 90 days.* ["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.

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WHAT'S HAPPENING IN YOUR AREA

The Arlington Sun Gazette reported stats for the November housing market on December 14th and used the term "lackadaisical." Total sales in Arlington were down 2.8% from a year earlier, and the average sales price was down marginally, to \$634,186 from \$636,664 a year earlier. The sales price of single-family homes was up 10.2%, averaging \$951,436 – attached homes were down 7.5%, averaging \$454,504 – and condos were down 11.9%, averaging \$388,916.

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 9-BR	\$4,200,000	-	
THE BERKELEY	one 2-BR	\$750,000	one 3-BR	\$765,000
			one 1-BR	\$387,500
THE BIRCHES	-		-	
CATHCART SPRINGS	one 3-BR	\$750,000	-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	two 2-BR	\$579,000, \$437,500	-	
HUNTER OAKS	-		-	
HYDE PARK	one 3-BR	\$575,000	one 2-BR	\$526,000
	one 2-BR	\$499,000		
	one 1-BR	\$318,800		
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 2-BR	\$659,000, \$599,900	one 1-BR	\$432,750
WOODBURY HEIGHTS	one 2-BR	\$469,900	-	
	one 1-BR	\$499,000		

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.