

# DICK NATHAN'S REAL ESTATE NEWSLETTER

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

June, 2013

**GETTING THE MOST WHEN SELLING YOUR HOME.** When selling your house, you want it to sell as quickly as possible, and for the best price possible. *Two ways to help affect this are by having your home well-staged and professionally photographed.* I am known for *my staging ability with occupied/furnished houses, and with vacant houses I recommend a professional stager who can bring in furniture, accessories, etc. to make an empty house really shine.*

*I am also known for only using high-quality professional photography in all of my listings.* A piece from the April MONEY magazine stated that homes listed for between \$300,000 and \$400,000, when photographed professionally, *sold for about \$3,000 more than those which were not professionally photographed.* Clients of mine who are currently house-hunting in Colorado recently told me how badly many of the \$1 million+ homes out there were photographed. *95% of all buyers see a property first online, and then decide whether or not to visit – staging and photos can really make all the difference.*

To see an example of a well-staged, well photographed listing, visit my website, [www.dicknathan.com](http://www.dicknathan.com), go to “*Current Listings*,” then view the *Virtual Tour* for *2616 N. Glebe Rd.*

**THINKING OF SELLING YOUR HOME?** With low inventory [little competition], rising prices, short days on market, multiple offers sometimes, and a low Arlington unemployment rate, *this may be a perfect time to sell.* If you’d like to discuss your home and the market, please call or write me – **703/284-9318** or [dick.nathan@longandfoster.com](mailto:dick.nathan@longandfoster.com)

**THINKING OF BUYING A HOME?** Check out my buyers’ website at [dicknathan.LNF.com](http://dicknathan.LNF.com). *You can search for listings on the realtors’ Multiple Listing Service, see current market info, learn about buyer agency, and more.* If prices continue to increase you’ll want to buy sooner than later!



**FOR CURRENT 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!

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Dick Nathan has been a realtor for 30 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 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 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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Visit me on the Web at [www.dicknathan.com](http://www.dicknathan.com)

## HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

<u>Analostan</u> .....	None		
<u>Arlingwood</u> .....	One:	one 5-BR	\$2,190,000
<u>The Berkeley</u> .....	One:	one 1-BR	\$414,900
<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	\$1,174,000
<u>Glebe House Mews</u> .....	None		
<u>Harrison Place</u> .....	None		
<u>Highgate</u> .....	None		
<u>Hillcrest</u> .....	None		
<u>Hunter Oaks</u> .....	None		
<u>Hyde Park</u> .....	None		
<u>Lorcom, Ridgeview, Randolph</u> ....	None		
<u>Lynnbrook</u> .....	None		
<u>Memorial Overlook</u> .....	Two:	two 3-BR	\$1,885,000 \$1,599,000
<u>Merry Mews</u> .....	None		
<u>The Monroe</u> .....	One:	one 2-BR	\$749,900
<u>Palisades Park</u> .....	None		
<u>Rixey View</u> .....	None		
<u>Shirley Woods</u> .....	Three:	one 7-BR two 5-BR	\$1,495,000 \$1,725,000, \$1,250,000
<u>Spy Hill/Stone Ridge</u> .....	One:	one 5-BR	\$795,000
<u>Tower Villas</u> .....	None		
<u>Townes of Lyon Park</u> .....	None		
<u>Virginia Square</u> .....	One:	one 2-BR	\$569,800
<u>The Weslie</u> .....	One:	one 3-BR	\$1,450,000
<u>Westview at Ballston Metro</u> .....	Three	two 2-BR one 1-BR	\$515,000, \$480,000 \$349,000
<u>The Williamsburg</u> .....			
<u>Woodbury Heights</u> .....	Two:	two 1-BR	\$340,000, \$339,900
<u>Woodmont</u> .....	Four:	one 6-BR three 5-BR	\$1,449,000 \$2,475,000, \$1,895,000, \$1,485,000

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.