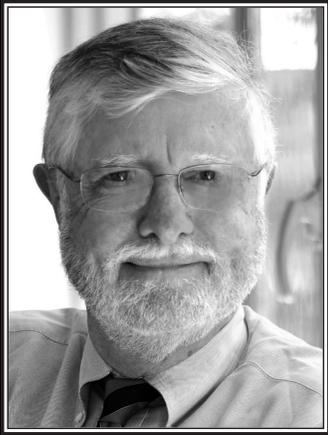


# DICK NATHAN'S REAL ESTATE NEWSLETTER

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

May, 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

**WHAT WE DO FOR OUR LISTINGS.** We use only the best *professional photography, careful staging and presentation, and outstanding marketing* to get the most exposure for our sellers' property and present it in the best possible light – so that our listings sell for the highest possible price in the shortest amount of time. If our clients' home needs work in order to shine, we *coordinate* painters, flooring professionals, cleaners, and other contractors so that our clients don't have to — and we supervise the work. We *communicate* with our clients constantly, so that they're never the last to know. *Most of all, as our past clients will attest, we care.*

One client recently wrote us: "You called to let us know what was going to happen, you called to let us know when it was going happen, and then you called to let us know that it did happen. *Your slogan of 'No one will work harder for you' is absolutely true.*"

**INTEREST RATES RISING?** THE WASHINGTON POST recently reported that, nationwide, 211,000 jobs were added in April and the unemployment rate dipped to 4.4% — the lowest in a decade. Some feel that with a strengthening economy the Fed will increase rates again at its next meeting. *If so, this could trickle down to an increase in mortgage interest rates.*

**TWO INTERNET RESOURCES YOU MAY FIND HELPFUL.** For current real estate news and info on other news, go to DICK NATHAN/ARLINGTON REAL ESTATE on Facebook *We post items most weekdays. Also, check out our weekly weekend local events calendar there, posted every Thursday.*

**FEELING LIKE BRUNCH IN ARLINGTON?** ARLINGTON MAGAZINE has named the 11 best area restaurants for brunch, *and five are in Arlington:*

*Liberty Tavern, 195 Wilson Blvd., 703/465-9360*  
*Cassatt's, 4536 Lee Hwy., 703/527-3330*  
*Oby Lee, 3000 Washington Blvd., 571/257-5054*  
*Cowboy Café, 4792 Lee Hwy., 703/243-8010*  
*Twisted Vine, 2803 Columbia Pike, 571/482-8581*

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

*If you've had a a personal experience with any of these providers, we'd like to hear about it...* 703/284-9318 or [dick.nathan@longandfoster.com](mailto:dick.nathan@longandfoster.com).

**COMMUNITY SALES UPDATE.** The Birches – two sales over the past 12 months: \$903,500 and \$869,000. Black Oak – one sale over the past 12 months: \$1,100,000.

**BUYERS AND SELLERS.** We work with both buyers and sellers, helping sellers get the best prices for their properties and helping buyers find what they want, even in today's very competitive market. *Please let us know if we may help you!*

**WHAT'S GREAT ABOUT ARLINGTON.** You have just a little too far to walk, but you'd rather not take the car? Grab a bike at a Capital Bikeshare station and off you go! *Be sure to return it within 30 minutes* – with your annual membership unlimited trips under 30 minutes are free — then pick up another bike for your return trip. Multiple membership levels are available and can be bought at the Bikeshare stations, online, and at the four commuter store locations in Arlington County. New stations are popping up around the area. *Always check the station map at [capitalbikeshare.com](http://capitalbikeshare.com) for bike and docking availability, and other info.*

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CHRISTIE'S  
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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, and has been working behind the scenes as Dick Nathan's Marketing Director since 2009. Cody has now expanded his activity and is working closely with Dick as a Realtor 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

**LONG & FOSTER\***  
REAL ESTATE

**CHRISTIE'S**  
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## WHAT'S HAPPENING IN OUR MARKET

*The average home price in Arlington County fell a bit in March, but that was related to the types of properties on the market – there was a higher percentage of attached housing [townhouses and condominiums] than usual, which brought the average sales price down. It will likely be up next month, probably with a different mix of sales.*

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	one 4-BR	\$925,000	-	
ARLINGWOOD	one 9-BR one 5-BR one 4-BR	\$3,995,000 \$1,699,000 \$1,125,000	-	
BALLSTON CROSSING	-		one 3-BR	\$820,000
BALLSTON GREEN	two 3-BR	\$989,000; \$985,000	one 3-BR	\$1,095,000
BALLSTON ROW	one 5-BR one 4-BR	\$1,195,000 \$1,000,000	one 4-BR	\$1,010,000
BALLSTON VILLAGE	-		one 3-BR	\$940,000
THE BERKELEY	two 2-BR one 1-BR	\$769,000; \$619,000 \$410,000	-	
BERKELEY SQUARE	-		-	
THE BIRCHES	-		one 4-BR	\$869,000
BLACK OAK	two 5-BR	\$1,488,000; \$1,150,000	-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	-		-	
BROMPTONS AT MONUMENT	-		-	
BROMPTONS AT ROSSLYN	-		-	
BUCKINGHAM COMMONS	one 4-BR one 3-BR	\$799,000 \$824,900	one 3-BR	\$830,000
CARRIAGE HILL	-		-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	one 4-BR	\$3,300,000	-	
COURT AT LYON VILLAGE	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	one 4-BR two 3-BR	\$1,050,000 \$1,210,000	-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	one 2-BR one 1-BR	\$564,900 \$399,900	one 2-BR	\$625,000
HIGHGATE	-		one 4-BR	\$1,300,000
HUNTER OAKS	-		-	
HYDE PARK	-		one 1-BR	\$275,000
LYNNBROOK	-		-	
MADISON MEWS	-		-	
MARCEY CREEK	-		-	
THE MONROE	one 2-BR	\$960,000	-	
RIXEY VIEW	-		-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	one 5-BR	\$2,717,000	two 5-BR	\$1,417,000; \$1,400,000
SHIRLINGTON CREST	one 3-BR	\$664,900	two 4-BR two 3-BR one 2-BR	\$712,500; \$700,000 \$805,000; \$699,500 \$600,000
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	-		two 3-BR one 2-BR	\$820,000; \$815,000 \$762,000
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	one 2-BR one 1-BR	\$599,950 \$589,900	one 2-BR	\$615,000
WOODBURY HEIGHTS	one 1-BR	\$365,000	one 2-BR	\$529,800

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.