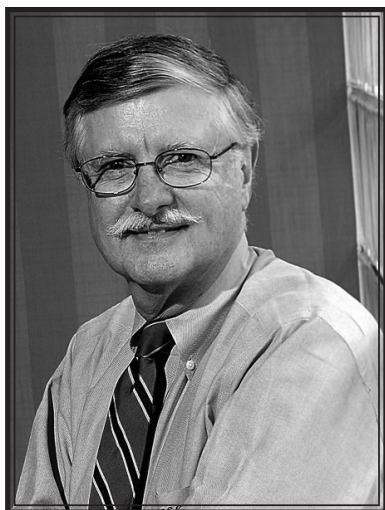


# DICK NATHAN'S REAL ESTATE NEWSLETTER

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

May, 2013



## 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



**“ARLINGTON HOME SALES AND PRICES SHOW HEALTHY INCREASE IN MARCH.”** That's the headline from the April 18<sup>th</sup> SUN GAZETTE. The paper reported that, compared to March, 2011, *the number of sales in Arlington were up 13.9% and prices for single-family homes were up 16.3%.*

**D.C. AREA HOMES SELLING FAST.** The WASHINGTON BUSINESS JOURNAL reported on April 10<sup>th</sup> that in March *the metro area's median days on market [list date to accepted offer date] was just 15—down from 41 days a year ago.* The story indicated that prices are rising, and that the City of Falls Church remains the most expensive housing market, with a median sales price of \$631,000.

**HOT HOUSING MARKET REVIVES COMPETITIVE TECHNIQUES.** Due to a short supply of inventory for sale in Arlington, it's getting common to see *multiple offers, homes selling for more than list price, escalation clauses and contingency-free offers.* In many single-family neighborhoods, it's a sellers' market.

**LOW JOBLESS RATE.** Arlington's unemployment rate *declined from January to February*, dropping to 3.5%, and is the lowest in Virginia. In contrast, the unemployment rate across the DC Metro region was 5.5%.

**THINKING OF SELLING YOUR HOME?** With low inventory [little competition], rising prices, short days on market, multiple offers sometimes, and a low 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!

**f 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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## HOUSES AND CONDOMINIUMS FOR SALE AT PRESS TIME

|   |        |                         |  |
|---|--------|-------------------------|--|
| <u>Analostan</u> .....                  | One:   | one 3-BR                | \$1,300,000  |
| <u>Arlingwood</u> .....                 | None   |                         |  |
| <u>The Berkeley</u> .....               | None   |                         |  |
| <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> .....                  | None   |                         |  |
| <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> .....                  | Three: | one 1-BR<br>two Studios | \$335,000<br>\$259,900 \$239,000                     |
| <u>Lorcom, Ridgeview, Randolph</u> .... | One:   | one 4-BR                | \$1,895,000  |
| <u>Lynnbrook</u> .....                  | None   |                         |  |
| <u>Memorial Overlook</u> .....          | Four:  | two 3-BR<br>two 2-BR    | \$1,695,000, \$1,268,000<br>\$1,325,000, \$1,285,000 |
| <u>Merry Mews</u> .....                 | None   |                         |  |
| <u>The Monroe</u> .....                 | One:   | one 2-BR                | \$799,000  |
| <u>Palisades Park</u> .....             | None   |                         |  |
| <u>Rixey View</u> .....                 | None   |                         |  |
| <u>Shirley Woods</u> .....              | One:   | one 5-BR                | \$2,717,000  |
| <u>Spy Hill/Stone Ridge</u> .....       | Two:   | two 4-BR                | \$1,195,000, \$829,800                               |
| <u>Tower Villas</u> .....               | One:   | one 2-BR                | \$525,000  |
| <u>Townes of Lyon Park</u> .....        | None   |                         |  |
| <u>Virginia Square</u> .....            | Two:   | two 2-BR                | \$782,500, \$750,000                                 |
| <u>The Weslie</u> .....                 | None   |                         |  |
| <u>Westview at Ballston Metro</u> ..... | None   |                         |  |
| <u>The Williamsburg</u> .....           | One:   | one 2-BR                | \$844,996  |
| <u>Woodbury Heights</u> .....           | One:   | one 2-BR                | \$479,000  |
| <u>Woodmont</u> .....                   | Two:   | one 6-BR<br>one 5-BR    | \$1,295,000<br>\$1,895,000                           |

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.