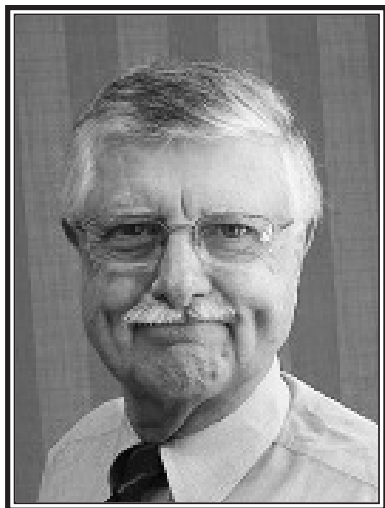


# DICK NATHAN'S REAL ESTATE NEWSLETTER

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

October, 2015



## 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



**JOIN ME AT THE MOVIES!** On Friday November 6<sup>th</sup> between 6 pm and 9 pm you're *invited to see any one of the movies showing that night at the Ballston Common Regal Cinema*. My office and I have bought a block of tickets, and I am making mine available on a first-come first-served basis up to four persons per invitation, until my supply runs out. If you'd like to receive an invitation, *please let me know by October 10* - either call 703/284-9318 or write me at [dick.nathan@LNF.com](mailto:dick.nathan@LNF.com). I'll need your name, address and email address.

**THINKING OF BUYING A HOME?** Please check out my buyers' website, [www.dicknathan.LNF.com](http://www.dicknathan.LNF.com), for useful information about the buying process. You'll also have the ability to *search the realtors' MLS for listings*.

**VALUABLE RESOURCES FOR BUYERS.** Those looking to buy a home have *great tools for learning about the communities in which they're searching*. A slew of smartphone apps and websites has been developed to make the search much easier. Here are a few:

**Dwellr** – Developed by the Census Bureau, this app is a great resource for those interested in learning more about the demographic make-up of an area. *It can also generate the top 25 places for someone to live based on a person's stated preferences*.

**GreatSchools.org** – This website hosts reviews and ratings *based on test scores and a variety of other factors* of more than 200,000 schools of all types.

**Homefacts** – This app can be used to search for a wealth of information about a specific property, and also about the area in which it is located, *including crime data*.

**WHAT'S GREAT ABOUT ARLINGTON.** Kapnos Taverna is excellent, and was the first to open of Mike Isabella's complex of three new restaurants at Wilson Blvd. and Quincy St. in Ballston. Their *express lunch* [\$15] is particularly recommended, especially if one can find a *seat at the bar around the open kitchen to watch the bread being baked and the meat turning on the spit*. Kapnos is one of many welcome new additions to Arlington's growing food scene, and well worth checking out. [What's Great about Arlington is a regular feature of this newsletter.]

**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. No fluff, just solid stuff!

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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 is a member of Long & Foster's Gold Team, and is currently ranked #7 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 housing market was strong in August. The average sale price in the county was up 4.7% over last August, and the number of total sales increased by nearly 10% over the same period last year to produce a 15% increase in total sales volume. Condominiums and townhomes performed especially well, with prices of condominiums up 10.5% and townhomes and other attached homes up 7.2%. August sales will show up as settlements in September/October. Inventory has been on the rise as well, making the market more competitive for buyers than has been the case for much of the last year.*

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 5-BR	\$1,450,000	-	
	one 4-BR	\$2,950,000		
THE BERKELEY	two 2-BR	\$775,000--\$710,000	-	
	three 1-BR	\$405,000--\$399,900--\$389,000		
THE BIRCHES	one 4-BR	\$799,000	one 4-BR	\$880,000
CATHCART SPRINGS	-		one 3-BR	\$765,000
THE GLEBE	-		-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	-		-	
HUNTER OAKS	-		-	
HYDE PARK	one 3-BR	\$585,000	two 1-BR	\$355,000--\$241,000
	one 2-BR	\$529,000		
	one 1-BR	\$325,000		
LYNNBROOK	-		-	
THE MONROE	two 2-BR	\$835,000--\$724,900	-	
RIXEY VIEW	-		-	
SHIRLEY WOODS	-		-	
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	three 2-BR	\$799,500--\$560,000--\$539,000	-	
THE WILLIAMSBURG	one 2-BR	\$619,000	-	
	two 1-BR	\$439,900--\$439,900		
WOODBURY HEIGHTS	-		one 1-BR	\$320,000

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.