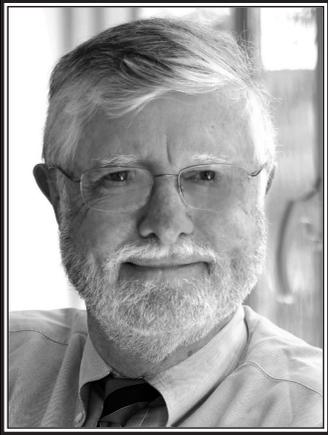


DICK NATHAN'S REAL ESTATE NEWSLETTER

We know how to create value.

September 2018



Richard E. Nathan
CRS, ABR, SRES
Associate Broker
NVAR Top Producer,
Multi-Million Dollar Club
L&F Chairman's Club
L&F Gold Team

COMING IN OCTOBER – OUR NEXT “RIGHT-SIZING” EVENT. If you're thinking of selling your home, this may be of interest. *Cody and I are hosting our fourth seminar on the topic of “down-sizing” on Wednesday, October 24 at the Washington Golf and Country Club, starting at 10:30 am and ending around 12:30.*

We always have a top-flight panel of participants, all of whom should be very interesting and informative. *Each will touch on the topic of down-sizing from the perspective of his or her particular area of expertise.*

Previous participants have *included a combination of the following:* an elder law attorney, representatives from an estate sale company and a company that helps people decide what to take and what not to, a moving company spokesperson, a mortgage lender, a settlement attorney, and a representative from a local retirement community.

We limit our seminar to approximately 35 guests so individuals have an opportunity to meet our speakers and ask questions. *Please call 703/284-9318 or email us at dick.nathan@longandfoster.com to let us know of your interest in attending. As details are firmed up, we'll be back in touch.*

WHAT WE DO FOR OUR SELLERS. *We know how to create value.* 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 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. *As our past clients will attest, most of all, we care about what we do.*

WHAT WE DO FOR OUR BUYERS. Whether you're buying your first home or your fourth, we can help. We'll assist you through the financing process, and introduce you to *mortgage lenders who can provide the lowest interest rate and get your loan approved quickly.* We will help *direct the search for your new home, listening to your needs and searching for the right property – even sometimes one that may not be on the market.* We will help structure a *successful offer*, and negotiate the contract to ratification. After the contract is ratified [complete agreement of buyer and seller], we will be *present for your home inspection* and negotiate any inspection items with the seller, take care of all details and deadlines, serve as a *sounding board*, address any issues that may arise, and get you to settlement *on time with as little stress as possible. In short, we care.*

HOW'S YOUR CREDIT SCORE? Did you ever wonder why you should take the time to improve your credit score before you decide to buy a house or condo? *Your credit score is a major factor in determining what interest rate you'll pay for your mortgage.* Michele Lerner at THE WASHINGTON POST says that in high-priced areas like ours, the difference between a *high credit score (above 760) and a fair score (640-680) may be the difference between a mortgage rate of 4.5% for excellent credit and 5.1% for a lower score, and could cost you tens of thousands of dollars over the life of a 30-year loan.* Of course lenders consider multiple factors when quoting your interest rate. They include your loan-to-value (how much you borrow vs. the sales price), your loan term (the number of years), location, type of property and the loan type (30-year fixed vs. 7-year ARM, for example).

PREFERRED PROVIDER LIST. Please ask for the newly updated version, which is now including more categories. Call 703/284-9318 or email [dick.nathan @LNF.com](mailto:dick.nathan@LNF.com).



Cody Chance, SRES
REALTOR

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. An Eagle Scout, Cody has been a salesperson with New York Life, and from 2009 to 2016 had an active role as Dick's Marketing Director. Now, as a Realtor he works closely with Dick to help buyers find homes and to help sellers get the very best price for their properties. Cody holds the Seniors Real Estate Specialist [SRES] designation.

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Richard E. Nathan, CRS, ABR, SRES
ASSOCIATE BROKER

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WHAT'S HAPPENING IN OUR MARKET

THE FALL REAL ESTATE MARKET IS PREPARING TO KICK OFF. After a summer which has been relatively brisk for a typically slower season, we are heading into the post-Labor Day real estate market with a modest increase in current inventory over what we saw three or four months ago, and the likelihood of a rash of new listings in the coming weeks. For inventory-starved buyers, this is a good time to be ready to buy, as there will probably be more choices for them than have been seen in some time. For sellers, this is a good time to take advantage of both the pent-up energy in a market that has been seasonally "on hold" and buyers who may have been disappointed in the spring and are now ready to move with determination.

PROPERTY	CURRENTLY FOR SALE		RECENT CLOSINGS (Settled in last 30 days)	
ANALOSTAN	-		-	
ARLINGWOOD	one 9-BR two 5-BR three 4-BR	\$4,800,000 \$2,780,000; \$1,439,554 \$1,499,900; \$1,050,000; \$899,000	-	
BALLSTON CROSSING	-		-	
BALLSTON GREEN	-		-	
BALLSTON ROW	one 3-BR	\$884,900	-	
BALLSTON VILLAGE	-		-	
THE BERKELEY	-		-	
BERKELEY SQUARE	-		-	
THE BIRCHES	-		-	
BLACK OAK	-		-	
BROMPTONS AT BALLSTON	-		-	
BROMPTONS AT CHERRYDALE	-		-	
BROMPTONS AT MONUMENT	one 3-BR	\$1,995,000	-	
BROMPTONS AT ROSSLYN	-		-	
BUCKINGHAM COMMONS	one 4-BR	\$925,000	one 3-BR	\$824,950
CARRIAGE HILL	one 5-BR	\$1,295,000	-	
CATHCART SPRINGS	-		-	
CATHEDRAL VIEW	-		-	
COURT AT LYON VILLAGE	-		-	
ENCLAVE AT BALLSTON	-		-	
THE GLEBE	one 4-BR	\$999,900	-	
GLEBE HOUSE MEWS	-		-	
HARRISON PLACE	-		-	
THE HAWTHORN	one 2-BR one 1-BR	\$624,900 \$465,000	-	
HIGHGATE	one 3-BR	\$1,039,500	-	
HUNTER OAKS	-		-	
HYDE PARK	one 2-BR two 1-BR	\$500,000 \$369,900; \$339,000	one 2-BR two 1-BR	\$500,000 \$370,000; \$358,800
LYNNBROOK	-		-	
MADISON MEWS	-		-	
MARCEY CREEK	-		-	
THE MONROE	three 2-BR	\$899,726; \$835,000; \$824,900		
RIXEY VIEW	-		-	
THE SANCTUARY	-		-	
SHIRLEY WOODS	-		one 5-BR one 4-BR	\$860,000 \$990,000
SHIRLINGTON CREST	one 3-BR	\$764,000	one 3-BR	\$735,000
SPY HILL/STONE RIDGE	-		-	
VIRGINIA SQUARE	-		one 2-BR	\$550,000
WESTOVER PLACE	-		-	
THE WILLIAMSBURG	one 1-BR	\$545,500	two 2-BR one 1-BR	\$674,800; \$634,500 \$435,000
WOODBURY HEIGHTS	one 2-BR three 1-BR	\$533,900 \$574,900; \$359,900; \$310,000	-	

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. Dick Nathan Real Estate, LLC