

BELT...

Bringing Expertise, Loyalty & Trust
to Real Estate.



	<u>The Belt Team</u>	<u>Other Agent</u>
<input checked="" type="checkbox"/> Do you have other listings <u>higher in price</u> and <u>lower in price</u> that you will be able to attract Buyers from?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Buyers often start out their home search process by looking at or calling about new homes instead of re-sales, but then change their priorities. Do you represent any <u>new home builders whose sign & ad call inquiries often can turn in to qualified buyers for your resale listings?</u>	<u>YES!</u>	_____
<input checked="" type="checkbox"/> How many listings do you <u>currently</u> have?	<u>28</u>	_____
<input checked="" type="checkbox"/> How many homes have you sold <u>and</u> settled <u>this year?</u>	<u>37</u>	_____
<input checked="" type="checkbox"/> How many homes do you have under contract - waiting to settle?	<u>23</u>	_____
<input checked="" type="checkbox"/> According to the MRIS, the average NVAR agent sold <u>about 4</u> Northern VA homes in 2011. How many homes did you sell in 2010?	<u>102!</u>	_____
<input checked="" type="checkbox"/> Are you partnered with one of the world's largest, most stable, and most importantly, <u>innovative</u> and successful real estate companies?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> How many dollars worth of real estate did you sell in 2011? (<u>settled volume only</u>)	<u>\$73,195,910</u>	_____
<input checked="" type="checkbox"/> According to the MRIS, <u>the average agent in Northern VA had about 2 listings sell throughout all of 2011.</u> How many of your listings sold in 2011?	<u>53!</u>	_____
<input checked="" type="checkbox"/> Did your resale listings sell faster than the "average agent"s?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Did your resale listings sell for a higher percentage of list price than the "average agent"s?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Have you been <u>one of the Top Twenty Realtors for the Northern VA Board of Realtors almost every year for the past 2 decades?</u>	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Many agents list homes only to have them expire unsold and later be re-listed with another agent. What percentage of the homes you listed last year <u>sold with you</u> as opposed to being relisted and sold with someone else?	<u>99%!</u>	_____

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<input checked="" type="checkbox"/> Has anyone on your team served on the Northern VA Association Of Realtors Professional Standards Committee (Ethics) ?	<u>YES - 2!</u>	_____
<input checked="" type="checkbox"/> Do you provide a personalized brochure of my home that is VERY detailed (not just pictures that the Buyer has already seen online) that is available to every prospective Buyer – online & in home?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Do you also provide full color brochures (not just black & white “second best” copies) for the agents who show my home since we are trying to “sell” to the agent as well, so that the agent can “sell” their client?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Did you bring a sample brochure with you for me to see?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Do your signs have your <u>direct line phone number</u> (and <u>only</u> your number!) on them so that I know that potential buyers will be responded to by your team personally and not by whatever possibly inexperienced or less knowledgeable agent happens to be answering phones at the front desk?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Do you have a 24 hour Information Line where buyers can get a recording or faxed brochure anytime of the day or night?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Will you hire a professional photographer to shoot my home?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Are you part of a team that has not one, but eight top-selling Realtor members so that I will get full-time, round the clock coverage by agents who know my particular home as well as today’s market?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> According to the National Association of Realtors, only 20% of Realtors employ even a part-time assistant...making it very difficult for them to be full-service providers. Do you employ a <u>staff</u> of at least 3 to assist you with marketing, agent feedback, scheduling, graphics & paperwork so that your own time can be spent working with Buyers & Sellers and networking with agents to sell my home?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Does your listing agreement include the option to cancel my listing with written notice - - - Guaranteed! ?	<u>YES!</u>	_____

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<input checked="" type="checkbox"/> Is your staff equally dedicated to following up with all the details needed (appraisers, termite inspectors, home inspectors, radon inspectors, walk-through, preliminary settlement papers, etc...) once my home is sold and until it goes to settlement?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Do you have a <u>direct phone line, smart phone line, voice mail system and an e-mail address</u> so that I, as well as prospective buyers, will be able to reach you easily & promptly?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> According to the National Association of Realtors, 39% of Realtors do not have their own web page. Do you have your <u>Own web site with your own domain name in addition</u> to a company site? Will my home also be advertised on at least <u>twenty different locations on the Internet?</u>	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Do you have an active personal real estate blog that is updated 2-3 times a week so that it draws in buyers to look at your listings?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Do you have a proactive Internet marketing strategy that includes a paying for a Google consulting expert?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Do you have a full-time social media guru on staff to make sure my home is marketed on Facebook, You Tube, Twitter, etc?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Do you have a proactive Internet marketing strategy that includes a paying for a Google consulting expert?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> In depth knowledge of the area is a major marketing tool. Have you lived in the local area for <u>over 40 years</u> enhancing your ability to sell potential buyers on the community, the schools, the neighborhood, the parks, etc...as well being able to sell the features of my home?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Have you had proven success in the other crazy markets we have experienced during the 1980's & 1990's that give you the particular expertise that is so useful in selling homes in today's market?	<u>YES!</u>	_____
<input checked="" type="checkbox"/> Does our "team approach & concept"...with you becoming a <u>partner</u> and extended member of The Belt Team make sense? Do our "Yes!" answers reinforce our "can-do" approach and give you the confidence that our experience, creativity & negotiating skills will be put to work wholeheartedly to sell your home quickly, for the best price and with the least inconvenience?	<u>YES!</u>	<u>?</u>

We look forward to working with you & teaming up to get your home SOLD!

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