

BELT...

Bringing Expertise, Loyalty & Trust
to Real Estate.



Note that the Buyer (*not the Seller or the Realtor*) controls the market. And that overall, there are four reasons a property sells:

1. Location
2. Price
3. Condition
4. REALTOR



Location: You have no control over the location of your home...but its location helps determine value.

Price: You control this. The right price can only be determined by a well-researched market comparison. In our marketplace, most homes are not "cookie-cutter subdivision homes" and this is why your choice of Realtor is so vital. You need to make sure your Realtor is experienced & knowledgeable and that he or she works with both Buyers & Sellers so that they can help you position your home to your best advantage.

Condition: You control this also. Your home's condition is vital to a sale. A clean, neutral, updated, well-maintained home is expected by Buyers in our market place. And the more your home "sparkles" & the better it is "staged", the faster your home will sell. We are happy to accompany you on a walk through of your home to share our experience as to what you can do to make sure your home is in "selling condition".

REALTOR: The Realtor advises you on market conditions, staging recommendations, pricing contract negotiations, financing, title work, appraisal & closing activities. Just as you insist on a qualified & experienced doctor to treat your family, you want a REALTOR with a proven track record to represent you in the sale of your home. This is the reason so many people choose **The Belt Team**.

See our "Meet The Belt Team Video" at www.TheBeltTeam.com
Call The Belt Team at (703) 242-3975