

B E L T...

**Bringing Expertise, Loyalty & Trust
to Real Estate.**



TOP TEN REASONS WHY THE BELT TEAM IS YOUR TEAM (or....here's the "bottom line"...)

10. All agents are not alike. The "average agent" in Northern Virginia (and there are almost 10,000 of them!) sold less than 5 homes last year (not even one home every other month!). The Belt Team sold 74!
9. The Belt Team has a proven track record of outmarketing & outnetworking the competition. This is why we have been #1 in our company in the State of Virginia since 1984 and why we have been in the Top Twenty for NVAR for many years.
8. Our marketing plan works. It includes everything from magazine to newspaper to internet to direct mail & more. It's one reason why The Belt Team has sold more homes in Vienna/Oakton since 1972 than any other of the almost 10,000 Realtors in the Northern Virginia Association of Realtors!
7. We use the "team approach". You get nine professionals for the price of one! And nine times more service!
6. The Belt Team has the unparalleled expertise to get the job done. This comes from over 150 years of combined experience & education. We offer in-depth knowledge, expert negotiating skills and excellent market exposure.
5. We have built our business one satisfied client at a time. The reference letters we have provided are a testimony to our favorite "success" - a satisfied client.
4. Most of our team has lived in the area for over 38 years. We can intelligently and with genuine enthusiasm "sell" not only our listings, but the entire community...schools, sports programs, commuting options, etc... from a first-hand viewpoint. And who has a better "pulse" on local market conditions than professionals who live in the market where they work?!
3. We are "high touch" and "high tech". We utilize the latest systems & most up-to-date technology for your benefit...to generate buyers and to allow Terry & the rest of the team to network on your behalf. This also means that we have the time to work with you personally.
2. We are excellent negotiators.
1. Most importantly, according to the MRIS, our listings sold more quickly and at a higher sold to list price ratio than the average agent in 2005 and 2006 and 2007 and 2008 and 2009!

We look forward to the opportunity to work with you!
Sincerely, Terry, Kevin, Gail, Pauline, Mary Jane, Susan, Christy, Jerry & Tara

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