

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) only sold 4 homes last year (barely one home every 3 months!). The Belt Team sold 102! Not only that, but the *Wall Street Journal* again named The Belt Team a Top 100 Residential Real Estate Team in the U.S. (out of more than 1.2 million Realtors)!
9. The Belt Team has a proven track record of outmarketing & outnetworking the competition. This is why we have been ranked in the top for our company since 1984 and why we have been in the Top Ten/Top Twenty for NVAR year after year.
8. Our marketing plan works. It includes everything from newspaper to internet to direct mail to social media & more. It's one reason why The Belt Team has sold more homes in Vienna / Oakton since 1973 than any other of the almost 10,000 Realtors in Northern Virginia.
7. We use the "team approach". You get THIRTEEN professionals for the price of one! And thirteen times more service!
6. The Belt Team has the unparalleled expertise to get the job done. This comes from almost 200 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. (You can also read client reviews about "The Belt Team Experience" on a 3rd party web site at: <http://www.zillow.com/profile/The-Belt-Team/Reviews/>)
4. Most of our team has lived in the area for over 40 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 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 and 2010 and 2011! Isn't that what you want?!**

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

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