



# The Belt Team News



Terry



Christy



Jerry



Cail



Cara



Pauline

**The Belt Team...Making Your Dreams Come True!**



#08-01

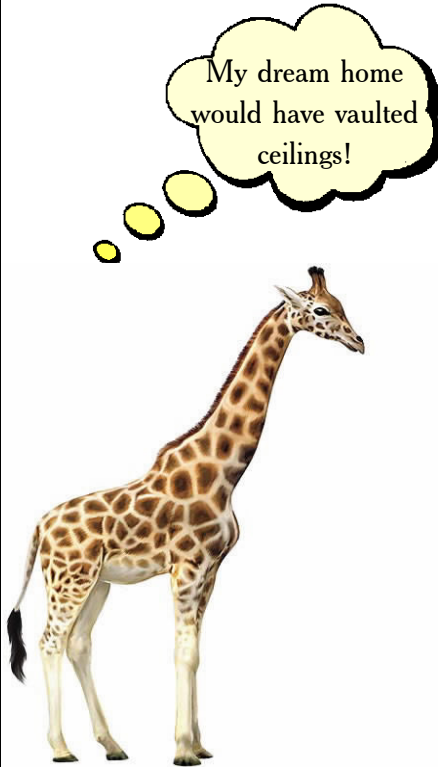
## A Fresh Outlook for the New Year

This New Year brings us hope and an opportunity for fresh thinking by casting away past difficulties. Today's real estate market fits that new-year situation exactly. Just over two years ago, the real estate market was at its peak in number of sales and in the price of houses. The current oversupply of homes for sale in many of our areas is the reason for the decrease in home prices since an oversupply of any commodity puts downward pressure on prices (see the graphs by county for your area). However, just because prices are down, there is no reason that the number of homes purchased should be down. In fact, with interest rates lower now than one year ago and still in the range of 40-year lows, most buyers can purchase a larger home than they could two years ago. Mortgage money is freely available except for those who should not be getting a mortgage anyway.

**So who is today's real estate market good for?** Today's buyers who have the best housing situation in years – many housing choices available at reasonable prices with lower interest mortgage money available. Also, sellers who will be buyers right away may sell their property for a little less than hoped for, but can buy one for so much less than in the past. And sellers who price their houses in line with the current market are selling them in weeks instead of in months.

Let the pessimists be gone. See the current real estate market in its true light – a market that is perfect for buyers and also sellers who will then be buyers. With our expertise in handling the real estate market with fresh thinking, we can assist you or anyone you know in taking advantage of today's opportunities in real estate.

## IS IT TIME FOR YOUR DREAMS TO COME TRUE?



Whether it's time to sell your home and move closer to the grandchildren...or maybe just time for those vaulted ceilings...please know that you can [visit our web site for free information on all homes in the Northern VA MLS!](#)

Call **The Belt Team!** We sold more homes in Northern VA in 2007 than almost any other Realtor (out of 11,000+ local Realtors!) And we are happy to put our experience to work on your behalf!

## KIND WORDS FROM CLIENTS...

\*\*\*\*\*

Once again... "the survey says"...

- **The Belt Team** sold 56 homes in 2007.
- And 52 clients gave us a **10 out of 10 rating** for our service & value added to the transaction!

Here's a sample from our survey:

- Q. *What could **The Belt Team** have done better to aid you in the process?*
- A. *"NOTHING!"*
- Q. *What was the most important service **The Belt Team** provided to you during the homebuying process?*
- A. *"Pointing out details I would have missed and comprehensive service throughout the complete process."*

*(Answers from John Colwell. John purchased a home from **The Belt Team** in 2007)*

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

**Call The Belt Team (703) 242-3975**