



The Belt Team News



Jerry



Christy



Jerry



Gail



Frank



Stephanie



John

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



#06-02

REAL ESTATE UPDATE...THE SPRING FORECAST FOR NORTHERN VA



The market finally cooled in the 4th Quarter of 2005, with total sales down from December 2004 to December 2005 and inventory substantially increasing due to energy prices, hurricanes and the constant "doom & gloom bubble talk" from the media that definitely affects the psychology of the market. There is no doubt that the

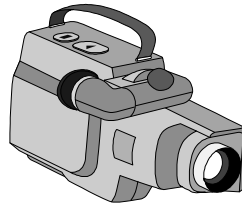
pendulum has shifted from the most extreme Seller's market in history in the Spring of 2005, to more of a Buyer's market in the Winter of 2006. For the first time in years, buyers actually have options available and are not being made to compete for every home. And although homes are taking longer to sell and are selling for less than asking price in most cases, Sellers may still have tremendous appreciation in their homes.

This winter is perhaps the best time to buy since the mid to late 1990's. However, we believe this window of opportunity may close as the Spring perks up. After a slow early-January, we are seeing activity levels that suggest Spring will be very busy. This is not surprising and is consistent with the local economic experts who forecast new jobs, more government spending & healthy interest rates. These are the major drivers of our local market. The trends still show that jobs outpace housing supply and that federal spending is not decreasing in our region, in fact it is growing disproportionately to the rest of the country.

So, if you are thinking of buying a home, take advantage of the current market psychology now! And if you are a Seller, this Spring will probably still reward you with more for your home than you could ever have imagined 2 or 3 years ago.

For more information, or for assistance with buying or selling a home, call **The Belt Team at (703) 242-3975**.

TIP OF THE MONTH:



In order to avoid claim problems, insurance companies suggest that you make a complete inventory of your belongings and also videotape or photograph them for visual proof. Store this information in your safety deposit box.

Making a video would be a great project for your teenagers. And taking photos of your belongings is a great way to learn how to use that new digital camera you got for Christmas!

KIND WORDS FROM CLIENTS...



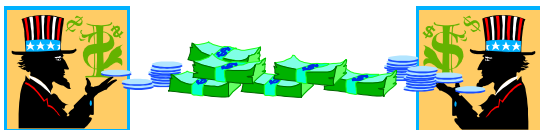
"We felt fortunate to be able to refer our neighbors to you since we knew they'd receive the same excellent service that we received. We still miss Virginia, but we are beginning to love it here. Hope your New Year is off to a great start!"

Bruce & Angie Gebhardt - Jan 2006
(Sold their home in Vienna in 2005)

"We want to thank you for your skillful efforts in selling our Virginia home. The market we faced was cooling. You provided us with valuable services: (1) Experienced, hands-on instruction on how to prepare our house for sale and (2) Strategic advice on pricing. The combination of your skill & our luck enabled us to close within 30 days of placing our home on the market. Again, thank you for your efforts!"

Tom & Chris Reinert - Jan 2006
(Sold their home in Vienna in 2005)

THE TAX MAN COMETH...AGAIN!



As is our custom, for those of you who bought or sold a home with **The Belt Team** in 2005 (or who did both!), we have enclosed a copy of your HUD-I Settlement Statement. Your tax preparer may find this helpful when preparing your return since April 15th will be here before you know it!



CONGRATS TO GAIL BELT

who was recently installed for another term on the Board of Directors of the Northern Virginia Association of Realtors (NVAR). Gail is one of only a few active Realtors who serve on the Board. The Board is elected

by the full membership of the NVAR and with over 12,000 Realtors, we have one of the largest boards in the country!

E-Mail: Sales@TheBeltTeam.com

www.TheBeltTeam.com

Phone: (703) 242-3975

PS. We love referrals...especially yours...please let us know if we can help your family, friends or associates with their real estate needs!