



The Belt Team News



Terry



Christy



Jerry



Gail



Cara



John



Dautine



#07-03

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

MARKET UPDATE:

March 2006 vs March 2007

Vienna - 22180

Avg Days on Market March 2006: 65
Avg Days on Market March 2007: 90
Avg Change in Median Sold Price: 6.61% Down

Vienna - 22181

Avg Days on Market March 2006: 52
Avg Days on Market March 2007: 100
Avg Change in Median Sold Price: 18.12% Up

Vienna - 22182

Avg Days on Market March 2006: 64
Avg Days on Market March 2007: 136
Avg Change in Median Sold Price: 15.01% Down

Oakton - 22124

Avg Days on Market March 2006: 38
Avg Days on Market March 2007: 83
Avg Change in Median Sold Price: 5.26% Down

Great Falls - 22066

Avg Days on Market March 2006: 100
Avg Days on Market March 2007: 216
Avg Change in Median Sold Price: 18.45% Up

McLean - 22101

Avg Days on Market March 2006: 94
Avg Days on Market March 2007: 108
Avg Change in Median Sold Price: 2.39% Up


McLean - 22102

Avg Days on Market March 2006: 92
Avg Days on Market March 2007: 97
Avg Change in Median Sold Price: 1.55% Down

Source: Metropolitan Regional Information Systems, Inc.

Call the Belt Team, if you'd like more information...including statistics for other areas... or if you'd like us to help you buy or sell a home!
(703) 242-3975

DID YOU KNOW?

- Did you know there are more than 13,000 REALTOR® members of the Northern Virginia Association of Realtors (NVAR)? (That may rival how many lawyers are out there...!) 
- Did you know that Gail Belt served on the NVAR Board of Directors from 2002-2006?
- Did you know that Terry Belt & Gail Belt have both been asked to serve & have served on the NVAR Ethics Committee?
- Did you know that The Belt Team was just named in the Top Ten Residential Teams for 2006 by the NVAR at its annual awards banquet?
- Did you know that The Belt Team sold more homes in Vienna/Oakton in 2005 and 2006 than ANY other Realtor?
- Did you know that BELT stands for Bringing Expertise, Loyalty & Trust to Real Estate?

Call The Belt Team at
(703) 242-3975

KIND WORDS FROM CLIENTS...



Q. What made you decide to ask **The Belt Team** to assist you in selling your home?

A. "*The Belt Team is such a leader in the Vienna market that we never considered anyone else.*"

Q. What was the most important service **The Belt Team** provided to you during the homeselling process?

A. "*Terry's guidance on pricing was key for the market we were in. People still can't believe we sold as fast as we did. Also, excellence in communication across all aspects of the process. We had confidence in their support and follow-through every step of the way.*"

Will & Pam Priester
March 2007

Those of you with small children (or grandchildren, nieces, nephews, etc...) will appreciate this!



The Belt Team - #1 Team State of VA 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!