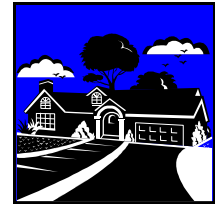




# The Belt Team News



Terry



Christy



Jerry



Gail



Frank



Stephanie



John



Pauline

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



#06-04

## REAL ESTATE MARKET UPDATE....

### Home Sales Statistics - March 2006



Many experts agree that supply and demand for real estate is usually a local phenomenon. Comparative data between March 2005 and March 2006 reflects clear differences in this area's supply of homes on the market:

2,034 listings were active in March 2005 compared to 8,577 active listings for this past March.

By any measure, a nearly 322 percent increase in the number of active NVAR listings translates into many home choices for prospective buyers.

There was a 17 percent decrease in demand for homes when comparing March 2005 to March 2006 in Northern Virginia. March 2005 netted 2,260 sales and March 2006 resulted in 1,867 sales.

If what economists are citing about national real estate trends is true - that the market appears to be in the beginning of a return to normalcy - this may bode well for consumers after five years of market imbalance.

(Inventory Graph above charts Fairfax County - Single Family Homes)

(Information reprinted from NVAR.com. NVAR data reports on the March 2006 sales activity for Fairfax County, the City of Fairfax, Arlington County, Alexandria, and the Town of Falls Church.)



### YOU'RE INVITED TO CELEBRATE WITH US!

Coldwell Banker celebrates its "Grand 100" this year. And we want you to be a part of it!

We are celebrating our 100th Anniversary and we're looking for people who are also celebrating 100. So be creative!

- ◆ Has it been 100 days since you quit smoking?
- ◆ Did you get 100 on your math test?
- ◆ Have you logged in 100 volunteer hours?
- ◆ Did you finally break 100 on your golf game?
- ◆ Have you lost 100 pounds?

**Email Christy and we'll publish your achievements in our next newsletter. Or better yet, stop by our office to enter your name in our office drawing for one of the 3 Grand Celebration prizes that will be drawn every 100 days during 2006!!**

Send your accomplishments and stories to: [Christy@TheBeltTeam.com](mailto:Christy@TheBeltTeam.com)



### CONGRATULATIONS TO THE BELT TEAM!

Terry Belt, Gail Belt, Christy Belt Grossman, Frank Lattanzi, Jerry Belt, John Termini, Stephanie Larson & Pauline Knipe were recently recognized by Coldwell Banker as the #1 Group for Coldwell Banker in 2005 for the entire State of Virginia. We are proud that this is the 11th year we have received this award! We look forward to continuing to serve our community with all their real estate needs in 2006!

### KIND WORDS FROM CLIENTS...



*"Gail's knowledge, expertise & warm personality" are what made us decide to ask The Belt Team assist us in buying our new home! And the most important service The Belt Team provided was "keeping us informed about the entire process."*

**Christian Hill & Kasey Iovino Hill**

(bought a new home in Woodbridge - March 2006)

### HEALTHY HOME TIPS FOR SPRING

- Change or clean your air-handling filter.
- Clean & inspect your ventilation system's filters.
- Clean exhaust fans & vents in bathrooms & kitchen.
- Clean & inspect your dehumidifier in preparation for summer dehumidifying.
- Inspect & clean rain gutters.
- Wash & repair window screens.
- Properly dispose of old stored household chemicals like paints & cleaners from house & garage.
- Inspect interior & exterior of house for signs of moisture intrusion.
- Open outside hose spigot valve (usually in basement).

E-Mail: [Sales@TheBeltTeam.com](mailto:Sales@TheBeltTeam.com)

[www.TheBeltTeam.com](http://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!