



The Belt Team News



Terry



Christy



Jerry



Gail



Tara



John



Pauline

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



#07-04

MARKET Q&A:

- Q. How has the Sub-Prime Lending Situation Affected Home Buyers & Sellers in Northern Virginia?**
- A. Lenders have become more cautious in regard to both buyer qualification & property appraised values. Whether you are buying or selling, it is more important than ever to work with a Realtor who can help you navigate the waters "Post-Prime"!**



KIND WORDS FROM CLIENTS...

"Pauline was very knowledgeable, always had ideas and has been a big help after we moved in."

Mike & Maureen Allen
April 2007



NVAR CONTRIBUTES COMPUTERS, PRINTERS TO GRAHAM ROAD'S GRADUATING CLASS

The Northern Virginia Association of Realtors delivered a graduation present to 6th graders at Graham Road ES that will help shape their futures. By donating money to pay for computers & printers, NVAR aims to provide local students with technological advantages to help ensure their success. The NVAR Board of Directors agreed to contribute \$10,000 to help some Graham Road students pay for computers, printers and classes to teach them how to use them.



"There has been a tradition at Graham Road of awarding a computer and printer to deserving 6th graders as they graduate and go on to middle school," said Graham Road Elementary School Principal Molly Bensinger-Lacy. "Because students in

Northern Virginia these days are at a clear disadvantage without a computer at home in secondary school, this is truly a critical project for Graham Road students."

"NVAR understands the importance of our children's education," said NVAR Chairman Luis Lama. "It is our pleasure to help these students prepare to have continued success in Fairfax County schools. These students will learn computer skills that they will use for the rest of their lives." NVAR, a business partner for the Graham Road Elementary School for the past eight years, contributes to the school by volunteering, mentoring and donating throughout the year. **Locally, Coldwell Banker's Vienna office also mentors, donates & volunteers at Louise Archer ES in Vienna.**

INDUSTRY LEADERS RECOGNIZED...

In an industry where many achieve quick success only to fade away, **Terry Belt & The Belt Team's** 35 year real estate career has been remarkable for its consistency. Named #1 in 1967 under **Gail Belt, The Belt Team**, currently led by **Terry Belt**, is still at the top in 2007! **The Belt Team** was just named one of the Greater Metro Washington Region's Top 5 Groups for homes sold in 2006 at Coldwell Banker's annual Real Estate Summit.



The award was presented by Hal Maxwell, President and Chief Operating Officer of Coldwell Banker Residential Brokerage. **The Belt Team** was also named the #1 Group for the State of Virginia for Coldwell Banker Residential Brokerage. The annual event brought more than 1,000 Coldwell Banker sales associates, brokers, managers and employees together for an intensive professional development program (where **Gail** was one of the speakers) and awards ceremony. "**Terry Belt & The Belt Team** exemplify the standards of excellence for which Coldwell Banker sales associates are known," says Mark Ackermann, BVP, "Their integrity & professionalism have established them as one of Washington's premier Realtor Teams. Top Producers like **The Belt Team** offer the highest level of expertise & service to the clients & are the backbone of our organization's strength. It is an honor to have them as members of our network."

Members of The Belt Team include licensed Realtors **Terry Belt** (CEO), **Gail Belt** (Founding Partner), **Pauline Knipe** (Top Producer & Buyer Agent) & **John Termini** (Buyer Agent); as well as expert administrators & marketing staff **Jerry Belt** (Special Services), **Christy Belt Grossman** (COO) & **Tara Miller** (Client Care Manager).



In accepting this award, Terry shared with his fellow Realtors what he shares with his clients, "Our dedicated commitment to personal, professional service is combined with unique negotiating skills & in depth knowledge of the local market. We are happy & proud to be able to work together to combine business & family values and it is always a pleasure for our family to help other families make a successful move!"

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!