



The Belt Team News



Terry



Christy



Jerry



Gail



Frank



Stephanie



John



Pauline

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



#06-05

REAL ESTATE MARKET UPDATE.... What a Difference a Year Makes.....!

Home Sales Statistics - April 2006

(Most recent numbers available from NVAR)

This spring's real estate market does not parallel that of last year. Comparative data between April 2005 and April 2006 reflects clear differences in our area's supply of homes on the market:



2,983 listings were active in April 2005 compared to **10,038** active listings for this past April, which is a **236.5 percent** hike in the number of active Northern Virginia listings.

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

It appears what economists cited about national real estate trends is true - that the housing market has returned 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 April 2006 sales activity for Fairfax County, the City of Fairfax, Arlington County, Alexandria, and the Town of Falls Church.)

BASEBALL & THE BELT TEAM....

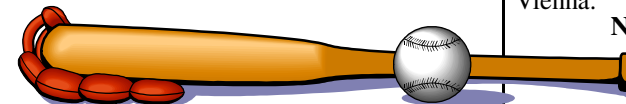
The Northern Virginia area is rich in history and beauty and **The Belt Team** has delighted in its attractions since our family moved here from California in 1972. As 34 year residents of the beautiful Town of Vienna, we know the area "inside and out" and as "transplants" ourselves, we also have a great understanding of what it's like to move to a new area... cross country or cross town!

Whether you're new to the area...or have lived here for years, you soon come to realize that Vienna is special. One of the things **The Belt Team** enjoys about the real estate business, is that we have a great opportunity to share our love for our community and one of the things we all share a passion for is baseball.



A long, long time ago (the exact number of years is a secret!)...a young man named Jerry Belt played baseball for the United States Air Force. And on a day he'll never forget, he

struck out the famous Frank Howard 4 times in one game! Jerry continued to play baseball & eventually went to UCLA on a baseball scholarship. In 1972, Jerry brought his family (the rest of **The Belt Team**) to Virginia where his passion for baseball was shared with his son Terry & daughter Christy. Christy played VYI softball for several years, while Terry learned the game of baseball. Terry hit his first homerun in 1979 in Vienna Little League and continued on to Georgetown University on a baseball scholarship. While Christy went on to William & Mary (not on a baseball scholarship) where she met her husband Bill, a player on William & Mary's baseball team. *(continued next column)*



KIND WORDS FROM CLIENTS...



"The Belt Team has given us the greatest gift...an outstandingly successful sale of the house, with very little disruption to my mother, and a sale that will ensure her future. I want you to know that I couldn't have selected any better team of Realtors. The entire team was an excellent choice and one that, without hesitation, I would choose again. I would be happy to recommend every member on it."
Eileen & Ruth Carlton (sold a home in Vienna - May 2006)

Fast forward a few years to 2006...and you'll still find **The Belt Team** on the baseball diamonds of Vienna where Terry helps coach his sons David & Luke (and his nephew) in the Vienna Little League and Bill coaches Vienna's 13u travel baseball team - the Vienna Mustangs. Jerry, Gail, Christy, Sarina & the rest of the Belt Team fill in as scorekeepers and cheerleaders.

Our passion for baseball has taught all of us a lot about life over the years... patience, work ethic, integrity, diligence, mentorship & more. All things that we have put to good use in our business. But it's also given us perspective. Family & community are important. Having your priorities straight is important. And for us, the baseball fields of Vienna have been a great place to share time with the people we love...our family & the people of the great community of Vienna.

NOW LET'S PLAY BALL!

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!