



The Belt Team News



Terry



Christy



Jerry



Gail



Frank



Stephanie



John



Dautine



#06-06

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

REAL ESTATE MARKET UPDATE....

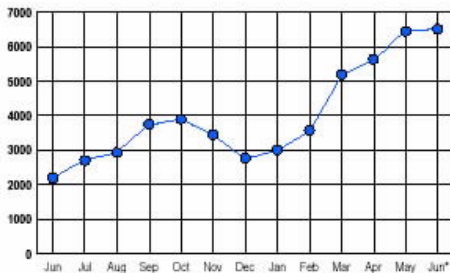
Home Sales Statistics - June 2006

(Most recent numbers available from NVAR)

Inventory Climbs Further

The signs are there that the real estate market is shifting. And as inventory continues to skyrocket, the average number of days a listing stays on the market rises. Home sales slowed in Northern Virginia in June, with 2,252 units sold, a decrease of nearly 37 percent compared to June 2005, when 3,561 homes sold. Active listings at the end of the month were up 198 percent over the same time last year. Prices, however, continued to rise with an average sales price of \$578,689 in June, a 4 percent increase over June 2005's average of \$556,606.

INVENTORY TREND
Listings Active at End of Month



Sales prices in Greater Northern Virginia (NVAR counties as well as including Prince William, Loudoun and the Greater Piedmont counties) followed the same trend as the closer-in region. Units sold was 41 percent below June 2005 levels of 6,400. This month, 3,794 units sold. The average sales price was \$533,236, which is 4 percent higher than in June 2005, when the average sales price was \$514,306. Inventory was up 192 percent. (Reprinted from NVAR.com)

If you're interested in buying or selling a home - you can **Expect the Best with the Belt Team.** Call us at (703) 242-3975!

Tips for Holding a Yard Sale

Is it time to reduce clutter? Or maybe you're moving? Summer is a great time for both. Here are some tips for the next time you hold a yard sale:

1. Check with your city or town government to see if you need a permit or license or if they have special sign requirements.
2. See if neighbors want to join in & have a "block" sale to attract more visitors.
3. Put up signs & balloons at major intersections & in stores near your home.
4. Price items ahead of time and attach prices with removable stickers. Remember, yard sales are supposed to be bargains, so don't try to sell anything of significant value this way.
5. Display everything neatly and individually so customers don't have to dig through boxes.
6. Have an electrical outlet so buyers can test appliances.
7. Have plenty of bags and newspapers for wrapping fragile items.
8. Get enough change, and keep a close eye on your cash.

KIND WORDS



FROM CLIENTS...

Remember the old game show "Family Feud"? Well - there's no family feud here...but we do send out surveys to every client we help. Here's what the survey says:

Q. What was the most important service **The Belt Team** provided?

A. (Steve & Carolyn Bannister): *Perspective*

A. (George & Karen Sebolt): *Working around our schedules and their knowledge of the Vienna /McLean /Great Falls area. Gail worked non-stop for us.*

A. (Christian & Kasey Hill): *Keeping us informed about the entire process.*

Q. How well did **The Belt Team** meet your needs? (On a scale of 1 to 10 with 1 being "did not meet my needs at all" to a 10 being "met my needs 100%")?

Steve & Carolyn Bannister: 10
George & Karen Sebolt: 10
Christian & Kasey Hill: 10

Q. What made you decide to ask **The Belt Team** to assist you?

A. (Steve & Carolyn Bannister): *Reputation & interview.*

A. (George & Karen Sebolt): *They are a family business. The Coldwell Banker name. Years of experience & knowledge of the whole area.*

A. (Christian & Kasey Hill): *Knowledge, expertise, warm personality & referred by a friend.*

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!