



# The Belt Team News



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



#07-06

## Positive and Negative Home Equity

Real estate is a commodity with market fluctuations that are common to other commodities like stocks. After 10 years of annual increases, home prices in many parts of the Mid-Atlantic are experiencing decreases. Yet most homeowners who bought during those years of price appreciation still have significant positive equity in their home. Some homeowners who did not need to sell at the market peak, but need to sell now, are remembering those peak prices and feeling that they are losing money by selling at today's market-influenced prices.

One way to look at this is to compare a similar situation with another commodity. What if someone bought stock in a blue chip company at \$70 per share and then watched it rise to \$130 per share and then fall to \$100 at the time they needed to sell it. Did that person lose \$30 per share or gain \$30? If they focus on the value of the stock at the peak price, they lost an imaginary \$30. However, since they paid only \$70 and sold it at \$100, they actually gained \$30 per share, an excellent return. Today's home sellers need to see their situation in a similar light.

What about those sellers with negative equity – owing more than their property is worth? There are many reasons – refinancing or taking out a home equity loan using property values during the peak, or buying at the peak. If they don't need to sell for a while, they know that commodities that go down will come up as real estate always has. If they do need to sell now, there are multiple ways to get to the settlement table with a buyer depending on the situation. As real estate consultants affiliated with a company that has the resources to assist, we can guide sellers through the process. We can also help buyers who wish to buy those properties.

**BELT...Bringing Expertise, Loyalty & Trust to Real Estate**

**Call The Belt Team (703) 242-3975**

## THANK YOU TO OUR 2007 CLIENTS & CUSTOMERS:

Dave & Kathy Abrams, Mike & Maureen Allen, Taylor & Brita Allgyer, Dennis & Dianne Bergin, Chuck Blevins, Joe Bowman, Richard & Noreen Centracchio, Marlene Cimusz, John Colwell, Jeffrey & Danielle Cook, Kevin & Ilene Crabtree, Millie Cronin, Tom & Pam Edgar, Bill & Donna Felmlee, Ken & Debbie Fugate, Marjorie Goad, Bill & Dotty Gorman, Bryan & Theresa Guidry, Alex Gutenson, Mary Gutenson, Niels Hagen & Emma Walch-Hagen, Chris & Sarah Halligan, Dan & Kelly Harris, David & Susan Hart, Irv & Anna Jacobs, Brian & Chris Keady, Dick & Darlene Kent, Bill & Dawn Kerr, Fred Krumbhaar & Krista Rogers, Marissa Kunko, Bob & Cathy Lacy, Mark Lawter, Rich & Kim Lawter, Jimmy Lawter, Gregor & Carolyn MacDonald, John & Brenda McEvelly, Sean McWeeney, Charlene Meidlinger, John & Joan Miller, Brian & Marlyn Morabito, Gloria Murray, Rich & Allison Neville, Susan Okula, Kevin & Ellen O'Leary, Jim & Pat Pagenkopf, Art & Cynthia Pearsall, Steve & Amber Porter, Stu & Jackie Porter, Russ & Annie Ryan, Chris & Audrey Shebby, Alyson Sherman, Milt & Bea Smithman, Mark & Shane Stahl, Sharon Stapleton & Richard Kugler, Tom & Lindy Stevens, Dean Turner, Roger Wagner & Anne Gray, Neil & Cathy Wright, Joe & Gina Yang, Jeffrey Zures



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## KIND WORDS FROM CLIENTS...



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*"I wanted to write and say thanks for all your work in selling Ellen's and my house. You and your team helped us get above the price we wanted in a less than optimal seller's market. The fact that you brought two full price offers to us with less than a month of our house being on the market speaks to your teams' skills and efforts, and yours in particular, for negotiating the offers up prior to even bringing them to us. Then, after going to contract, you helped us through a settlement process much different than what we were used to. Thanks for your hard work!"*

**Kevin (and Ellen) O'Leary**  
November 2007



**Our Coldwell Banker Vienna office is once again an official drop-off site for the Toys for Tots program sponsored by the U.S. Marines. Look for the big truck in our parking lot & drop off a new, unwrapped toy for a needy child for Christmas. Toys for Teens are especially needed! Our office is located at 465 Maple Ave W (on the corner of Nutley & Rt 123). Please bring your toys by December 21st. (Thanks in advance to all our "regulars"!)** And Happy Holidays!

**The Belt Team - #1 Team State of VA [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!**