



The Belt Team News



Terry



Christy



Jerry



Gail



Stephanie



John



Pauline

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



#06-07

REAL ESTATE MARKET UPDATE....

You already know who, what, where & how....but when???

Having been licensed since 1968....and having been through extreme Sellers Markets & extreme Buyers Markets (and everything in between!).....what has **The Belt Team** learned about real estate & when is the "right time" to buy or sell a home?

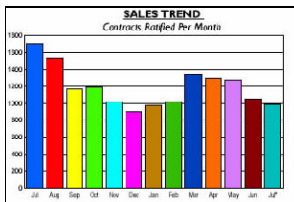
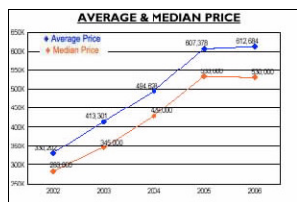
We've learned.... that what was important to people in 1968 is still important to people today.... and that is *quality of life*. Homes might look a little different in the world of 2006 than they did in 1968 - but people today still place premium value on family and "home & hearth". People buy & sell homes for many reasons...but what it really all boils down to is "quality of life". They might be looking to downsize - to simplify things financially. Maybe they want less maintenance on their home so they'll have more time to travel. Or maybe they're getting older & don't want to keep climbing those stairs. Maybe they want to move closer to town - so their commuting time will decrease & their family time will increase. Or farther out in the country for a more peaceful setting when they get home from work. Maybe it's time to sell & look for a bigger home because the triplets are just getting too big to continue sharing one bedroom. Or maybe now that the kids are getting older, it's time for a bigger home with a great finished basement where they can bring their teenage friends to "hang out". Or maybe the gardener in the family needs more dirt! Or maybe Mom took a new job across country so Dad can stay at home with the kids now. Quality of life means different things to different people...but quality of life is the reason people buy & sell homes and it's also the reason why no matter what happens with "fast" markets & "slow" markets - home ownership is still "the American Dream".

Real estate is also an investment. (The best one you make in our opinion!) And because of that, you want to be wise about *when* you buy & sell a home. But the bottom line is "quality of life". With the magnitude of some of the events of the "new millennium"...like September 11th...Hurricane Katrina...and the realities of war... we have noticed our clients becoming more focused than ever before on real, basic values. The joys & satisfactions of home ownership and how it can impact your family in a positive way has become even more important as people have re-assessed their priorities. And because your home is also an investment (probably one of the largest you'll ever make) - it's also important to consult a professional when you're looking to buy or sell a home. **You** are the expert regarding your family's "quality of life" and **we** are the experts regarding real estate in Northern Virginia. When we team up, it's a great match!

So...to answer the question about when it's the "right time" to buy or sell a home....you'll probably need to look inside, talk to your family & then consult **The Belt Team**. History has shown that overall, real estate is usually the best investment you can make. But only you know what's best for your family's quality of life. Once you've made that decision, give us a call & we will help look after your family's best interests. We're good at what we do. We are cracker-jack negotiators, innovative thinkers, experienced marketers...and we know the Northern Virginia real estate market inside & out. But more than that - we take quality of life very seriously. (It's one reason we why work together as a family!) And we take great pride & pleasure when our family teams up with yours to help you achieve your financial goals and make the "quality of life" dream a reality for your family!

Terry, Christy, Pauline, Gail, Jerry, John & Stephanie

Northern Virginia Home Sales Statistics - July 2006



KIND WORDS FROM CLIENTS...



July 24, 2006

Dear Terry, Gail, Jerry, Stephanie & Christy,

*Many thanks to all of you on **The Belt Team** for helping us sell our house in Franconia, VA. We lived in that home for 29 years and it was our first and only house. Hence, when it came time to sell our home and move to our present location, we hadn't a clue regarding how to put our home on the market, price it competitively and do the actual selling. **The Belt Team** came highly recommended by our son, who had previously used your services in both selling and purchasing.*

Our initial visit to your office went very smoothly, at which point we were given the information, aka "tools" needed to put our home on the market. The brochure and DVD were of great value. You scanned the sales market and gave us a reasonable ballpark estimate of how much money could be expected. The photographer came and made a montage of the rooms & exterior. A few days later, you called to tell us we were "live" on several websites and a short time later, Jerry came with a set of brochures for prospective buyers.

*And just when it seemed that our home would NEVER sell, we received an offer that was accepted. It was AMAZING! The average time for homes on the market in our community was 67 days when we listed and had gone up to 80 days at the time we sold - and we sold in under 40 days! We are convinced that the instructions & feedback from **The Belt Team** made our home sellable at nearly the price we hoped to realize. The continued positive feedback from Stephanie & Christy, followed up by calls from Terry and weekly visits from Jerry calmed our apprehensions.*

*Finally, the meeting at **The Belt Team** office at the time of acceptance of the offer and the representation at settlement are greatly appreciated. Terry told us what to expect, made sure all terms were agreed upon and made sure we got our money in very quick time.*

*Again, **THANK YOU** to the Belt Team for representing us in this most important time in our lives.*

Sincerely yours,

Beverly & Norman Cherkis

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!