



# The Belt Team News



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

09-05

## Vienna in Top Twenty!



CNNMoney.com recently named Vienna #19 in its Top 20 "Best Places For A Healthy Retirement". Vienna is the only place in Virginia to make the list and this follows a Top 5 ranking for Vienna in 2005 for "Best Places To Live".

WOW! It seems that CNNMoney.com has finally figured out what the rest of us have known for a long time. And as 37 year residents, we more than agree. In fact, we would say Vienna is #1 in all categories! Having sold more homes in Vienna than any other Realtor since 1972, we know that when families arrive here, they fall in love and when they leave here, they are always sad to go.

Six of our eight Belt Team members live in Vienna today (the other two lived here for 34 years) - and many of us have grown up here. We remember the days of one traffic light at Tysons Corner and the days when the Vienna Inn was the "hot" CIA hangout. Back in 1978, Terry Belt was the SGA President at Wolftrap Elementary School and he was playing on Vienna's Little League All-Star Team. Terry & The Belt Team are now the #1 Real Estate Team for Keller Williams Realty in the State of VA and after many years of coaching in VLL, Terry has "graduated" to coaching the Vienna Bombers travel baseball team. The streets may be a little busier, but the "small town" personality we all know & love is still there.

Having lived in Vienna for such a long time comes in handy for many reasons. We know all the shortcuts to get around traffic. We know the best places to shop & where to get the best milkshake. We know lots of interesting stories about Vienna - things like where the "spy" lived, where Grant Hill used to play pick-up basketball, where "Midgetville" was & where the first Sheriff of Fairfax County is buried.

Just like many of you, we love living in Vienna. *Money Magazine* cited many tangible reasons why Vienna is such a great place to live - jobs, schools, education levels, etc....but we feel it's the intangibles that make this such a unique & wonderful place to live. It's the friendly people, the small-town feeling in the midst of a vast Metropolitan area, the diversity of our neighborhoods, the history of our area, the fact that we have a "Mayor" and "town meetings" and a "real" hardware store. But the bottom line is that when you live in Vienna, you know that you are "home". **And as Dorothy said, "There's no place like home."**



## Real Estate Update

VIENNA:	Sept 09	Sept 08
# New Listings	100	90
# Under Contract	83	43
# Sold/Settled	58	57
Average DOM for Sept Solds	77 days	72 days
Highest Price Sale	\$1,900,000	\$1,350,000

OAKTON:	Sept 09	Sept 08
# New Listings	31	35
# Under Contract	27	16
# Sold/Settled	18	15
Average DOM For Sept Solds	83 days	86 days
Highest Price Sale	\$1,340,000	\$1,750,000

(Visit our blog at [www.TheBeltTeam.com](http://www.TheBeltTeam.com) for a complete list of sales in Vienna and Oakton each month!)

### Tip Of The Month:

Spring Forward, Fall Back,  
It's Time for a Change!



It's time to change your clocks for Daylight Savings Time.

(This year we "fall back" on Nov 1st at 2 AM!)

We've also found DST a good time to remember to do a few other things around the house: Replace the batteries in your smoke & carbon monoxide (CO) alarms. Replace any smoke alarms older than 10 years. Replace any CO alarms older than 5 years. Change ALL the batteries in the house - clocks, controls with backup timers (thermostats, irrigation, outdoor lighting, water conditioners), phone accessories, flashlights, and portable electronics. And remember to discard the used batteries properly. And discard expired medications. Some very common over-the-counter medications can cause serious problems due to change through aging.

Our knowledge of & love for Vienna is one reason why we have sold more homes in Vienna than any of the other 11,000+ Realtors in the Northern Virginia Association of Realtors. If you want to buy or sell a home in Vienna (or anywhere in Northern VA), **Call The Belt Team (703) 242-3975.**