



The Belt Team News



Terry



Christy



Gail



Jerry



Kevin



Pauline



Tara

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

08-04

Northern VA Real Estate Update...Post-Election Change?

Q. The election has passed and the new administration and all their new people are headed to the DC area. Doesn't this bode well for the Northern VA housing market?

A. The Belt Team is often asked this question at Presidential Election time. The answer is that the truth belies the conventional wisdom. The fact is that our region is so large that the influx of politicians with a new administration does not have a meaningful statistical impact on the

overall market in Northern Virginia. However, remember that real estate is local. This means certain local micro-markets will see a positive benefit. The neighborhoods with good access to Capitol Hill in areas like Arlington, close-in Alexandria & close-in Mclean will most likely see increased activity.

Read this short, interesting article about just this question: <http://www.washingtonpost.com/wp-dyn/content/article/2008/11/07/AR2008110701635.html>

What we can tell you anecdotally from our experience over the years is that elections have a psychological impact and activity often slows down before an election as the market seems to be on the fence and holding its breath. . . . and that after an election, this deep breath is slowly released as people get on with their lives and pursue their dreams & goals. We have experienced that slow-down again this year and are already seeing activity increase since the election because prices

have corrected significantly and interest rates are low. First-time and move-up buyers have opportunities available to them not seen since the early 1990's. And the savvy buyers are looking now!



IT'S TIME!

- To replace your smoke detector batteries
- To winterize outdoor hose bibs, pipes & lawn sprinkler system
- To have your chimney professionally cleaned
- To have your furnace serviced and/or put a new filter in
- To clean your gutters
- To cover patio furniture
- To drain the gas from your lawnmower

PLEASE WELCOME KEVIN KLEIFGES



Once in a while, a golden opportunity comes along that you just can't let go by. And getting together with Kevin Kleifges is just one of those occasions. Those of you who have worked with **The Belt Team** know that we have been a family team for a long time. We take it very seriously when we consider adding a new member to our team. It's almost like adopting a new member into the family. We believe it imperative that this person share our values of honesty, integrity, excellence and a priority on customer service. And this isn't always easy to find. Three years ago, Pauline Knipe fit that bill and joined our team. And we are very pleased to announce that, effective this month, we welcome Kevin Kleifges, our newest Real Estate Consultant!

Though new to **The Belt Team**, Kevin is an experienced licensed Realtor and he & his family have been Vienna residents for over 30 years. Kevin graduated from James Madison High School and went on to Virginia Tech where he earned a degree in marketing. Since being in real estate, he has won a number of awards including Top Producer and Top Award for First Time Home Buyers. Kevin & his family are very active in the community and he & his wife Cathy especially enjoy watching their sons participate in baseball, basketball and football.

Kevin says, "I am excited about my alliance with **The Belt Team**. Our partnership will allow us to service all of our clients at an even higher level. And in the volatile market of 2009, this will be a significant advantage for our Buyers and Sellers."

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PS. We love referrals...especially yours...please let us know if we can help your family, friends or associates with their real estate needs!