



# The Belt Team News



Terry



Christy



Gail



Jerry



Kevin



Pauline



Tara

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

09-01

## THE HYPE REPORT

A colleague of ours over in Baltimore made an entry on his blog this year that we think makes a lot of sense. The numbers he gives as examples are not the same as they would be in Northern Virginia, but the idea is the same. Here's what he said:

*"One day this week in the Post an article ran that said home prices have dropped. The day before that the Sun ran a headline implying they are rising again. Confused? You shouldn't be. With these and other articles you must always read the entire article and read it twice. The Sun's article spoke of prices in Baltimore City rising this prior quarter. Just because house prices rose in the city doesn't mean your value is any higher. It could mean a number of things.....one is that the upper end sold more than the lower end and that brought the average price that sold up. Maybe the upper end has more new homes in it. Maybe the new homes are selling and the resales are sitting. And since you can't buy a new home for under 400k in the city, it appears prices are rising. Maybe the old average price included a bunch of*

(continued in Column 2)

*shells sold to investors for 10k each and since investors are not buying shells anymore.....the average price soars. If you really want to know if prices are rising or falling, ask a decent realtor. They should tell you the truth. Ask someone who is on the ground, working with multiple sellers on a daily basis. They will know the pulse of the market better than a flawed statistic."*

(posted by Pat Hiban at <http://www.hibantellsthetruth.com/>)

**In this crazy sea of media frenzy around the real estate market, we want to remind you that the most important real estate market is the street where you live.**

If you are curious about what is happening in your neighborhood, please give us a call so we can give you the numbers that are specific to you. Generalizations about national and even local real estate trends are difficult to translate to your home. We are happy to help you make sense of it all and forget the hype.

**You also might want to bookmark The Belt Team blog and "tune in" to stay on top of local market trends & information. Here's the link to our blog:**

<http://www.thebeltteam.com/northern-virginia-real-estate/blog/>

**Give The Belt Team a call at (703) 242-3975.** Having been through the markets of the 70's, 80's, 90's and today – we have the experience & expertise needed to guide you through today's market.

BELT... Bringing Expertise, Loyalty & Trust to Real Estate  
Call The Belt Team  
(703) 242-3975

### 2008 YEAR IN REVIEW

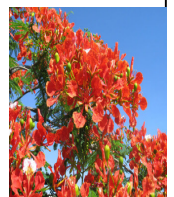
The Belt Team was blessed to serve 64 more families in buying and/or selling their homes this past year. **We sold more homes in Vienna / Oakton than any other Realtor!**

It was a challenging year, but still one with many successes. Sellers who were not willing to stand helplessly on the sidelines watching prices fall were rewarded with a Sold sign in their yard and a successful settlement for their efforts. For buyers, it was the opportunity of a decade, perhaps of a lifetime, as perhaps this year will be as well.

Pricing did not continue to climb, but began to move the other way. With no sign of a rapid return to double digit appreciation, our sellers wisely did not hold out for that unrealistic expectation. We applaud them for moving forward. We also congratulate the buyers who were not frozen on the sidelines, and seized the opportunity to become homeowners or to find that "perfect" home at the perfect configuration of timing, pricing and favorable financing and interest rates.

Give us a call if you want specific information on what's going on now in your neighborhood or one you are thinking of moving to. We'll be happy to help!

**SPRING IS COMING....**Don't wait to make that call to find out what you need to do to get your home on the market! Call us at  
**(703) 242-3975**



The Belt Team  
Keller Williams Realty

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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!