



The Belt Team News



Terry

Christy

Gail

Jerry

Pauline

Kevin

Tara

Mary Jane

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

Real Estate Update

VIENNA:

	May 09	May 08
# New Listings	127	96
# Under Contract	101	84
# Sold/Settled	69	69
Average DOM for May Solds	94 days	79 days
Highest Price Sale	\$1,315,000	\$1,400,000

OAKTON:

	May 09	May 08
# New Listings	38	31
# Under Contract	37	26
# Sold/Settled	20	17
Average DOM For May Solds	51 days	124 days
Highest Price Sale	\$1,600,000	\$1,705,000

Tip Of The Month

Have a certified chimney sweep inspect and clean chimneys. Taking care of this task in the summer—rather than in the peak autumn season—allows plenty of time for repairs before the next heating season. It's also easier to schedule a sweep than during the fall cleaning season, and sometimes, rates can be lower as a result of off-season discounts.

First A Client, Now Part of The Team!



Mary Jane Perry is a Real Estate Specialist and the newest member of The Belt Team. A licensed Realtor, she prides herself on superior customer service. Being part of a Military Family, (Mary Jane recently retired after 20 years of service in the United States Navy, while her husband remains on active duty in the Navy), she understands the importance of finding the perfect home for your family and the concerns of selling your existing home. She enjoys spending time with her family, whether watching her boys at their baseball games, or joining her youngest daughter in her baby ballet class. As a former customer of The Belt Team, Mary Jane is proud to be a part of The Team that helped her find her Virginia dream home, and is committed to sharing that same experience with her clients.



After each settlement, we send a survey out to our clients; to see how we performed and what we could do better. Customer service is paramount to us. Here's what Meg Sullivan recently had to say:



Q. What could the Belt Team have done to better aid in the process?

A. "No one has ever accused me of being shy, but I really can't come up with anything even after much thought. I was amazed at the attention Gail gave to me as well as the sale of my house and purchase of the condo. My experience was unequivocally that it meant almost as much to Gail as it did to me that this happen. I was moved to tears on several occasions by her generosity, kindness, and concern."

Q. Is there any member of the team that deserves particular accolades?



A. "Gail, of course. For all the reasons mentioned above and more. As a therapist I was particularly struck by how Gail intuited the condo seller's personality and by doing so probably saved me a couple thousand dollars."



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