



# The Belt Team News



Terry



Christy



Gail



Jerry



Pauline



Tara

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

08-03

## Northern VA Real Estate Update

### VIENNA:

83 homes went under contract in Vienna in July 2008. List prices of these homes ranged from \$208,900 for a condo at Mosbys Landing to \$1,575,000 for a new home to be built in close-in Vienna.

Days on market for homes in Vienna in July ranged from zero to 344 and averaged 69 days.

### OAKTON:

20 homes went under contract in Oakton in July 2008. List prices of these homes ranged from \$299,900 for a condo at The Oakton to \$1,599,000 for a home in Hannah Hills.

Days on market for homes in Oakton in July ranged from zero to 423 and averaged 94 days.

### OTHER:

Of special note is that **The Belt Team** represented clients in the two highest priced home sales in Vienna in July!

Contact The Belt Team at (703) 242-3975 if you would like additional market info on homes in Vienna, Oakton, Great Falls, McLean or any other Northern Virginia area.

### KIND WORDS FROM CLIENTS

\*\*\*\*\*

Dear Terry,

I sincerely appreciate the professional services you provided which resulted in the very timely sale of my residence in Oakton, Virginia. As you know, I interviewed several other listing agents before selecting The Belt Team, and believe your focus in reaching targeted and qualified buyers is a major reason for your success. In a challenging home sales environment, you were able to secure a near full price contract on my house in less than two weeks. As impressive as that was, the follow through guidance we received from The Belt Team to direct inspections and pre-closing events was invaluable. Thanks very much for making this transaction so easy. The sale of my residence was driven by my need to relocate to Florida for a new job. I can tell you that having the sale of my house taken care of so quickly and professionally made my relocation a lot less stressful.

Sincerely,

*Mark Langer*

## The Belt Team's Favorite Farmers' Markets

Vienna Farmers' Market—131 Church St NE (Caboose parking lot) - SAT 8 AM to Noon—May thru November 1

Oakton Farmers' Market—3200 Jermantown Rd (Oak Mar Rec Center) - WED - 8 AM to Noon—May thru November 19

McLean Farmers' Market—1659 Chain Bridge Rd (Lewinsville Park) FRI - 8:30 AM to 12:30 PM—May thru November 14

Falls Church Farmers' Market  
300 Park Ave (City Hall Parking Lot)  
WED - 8 AM to Noon—May thru November

Community Farmers' Market  
corner of Main & West Streets in Fairfax  
SAT—8 AM to 1 PM—May thru early Nov

Reston Farmers' Market  
Lake Anne Plaza  
SAT—8 AM to Noon—May thru Nov 1



Late Summer/Early Fall is our favorite time to shop for local produce!

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



# Specializing in Success Stories

www.TheBeltTeam.com

The Belt Team - #1 Team Vienna/Oakton since 1972

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!