

# Core Realty Advisors

You're at the CORE of all we do



**Agent Spotlight:  
Michelle  
Zanfardino**

We are recognizing Michelle this month for exhibiting high ethical standards in a challenging situation. She was working with sellers to sell their home. The homes in that community also matched the criteria of a buyer Michelle was working with. After showing her client all the listings matching her client's needs and wants, Michelle's listing wasn't the one her buyer client chose. That same weekend, her listing went under contract! In a matter of two days, she had two homes under contract right across the street from each other! Thank you Michelle for always having high ethical standards!

## April Monthly Tidbits

- April 1, 1976 - Apple Computer Company was formed
- April 4, 1841 - US President Harrison dies of pneumonia after one month in office
- April 7, 1940 - Booker T. Washington becomes the first African American to be depicted on a US postage stamp.
- April 11, 1970 - Apollo 13 was successfully launched from Cape Canaveral, FL. The difficult trip back home was the topic of movie, *Apollo 13*
- April 14th, 1818 - Noah Webster published his American Dictionary
- April 30, 1992 - The finale for *The Cosby Show* aired on NBC

## Wacky April Holidays

7

NATIONAL BEER DAY

9

BEN & JERRY'S  
FREE CONE DAY

29

INTERNATIONAL  
DANCE DAY



## Market Update

The Spring market is here and the Real Estate market heating up! It's becoming apparent that this heat isn't being evenly distributed among price points and areas. Active listings were down overall by 6% from last month and days on market is creeping up to an average of 66 days. It's worth noting our Days on Market at CORE is 16! Homes aren't flying off the shelves like they once had been. Some homeowners are using the "quick out" services of Open Door,

Guaranteed Offers, Zillow and Knock. The convenience of this service comes at a large loss in the equity in your home. After all, they are running a business. If you know of someone debating this route, please have them call us for a **SECOND OPINION**. In addition to a slightly lower market value, the convenience fee of this service hovers between 7-10%. When you read the fine print you'll notice that you are subject to further reductions when they do their inspections. Is this massive loss in equity worth the convenience? Call us to make an informed decision. 919-295-3660



### 6 Things Everyone Should Do When Moving into a New House

1. Change the locks!
2. Check for plumbing leaks - it doesn't hurt to double check even after your inspection!
3. Steam clean carpets before you move your furniture in!
4. Wipe out your cabinets.
5. Give critters a heave-ho!
6. Introduce yourself to your circuit breaker box and main water valve. *Source: [houselogic.com](http://houselogic.com)*

### BROKER-IN-CHARGE BRIEF

Our company set some great sights on 2019. Similar to our approach to selling houses, we wanted to start with a bang and not a sizzle! We set out to close 219 properties this year. That's huge, scary and exciting all at the same time. We need your help! We will be asking for reviews in the coming weeks, as well as your referrals. Keep your ears open, your fingers fast, and our business cards handy for when you hear someone is thinking about moving. We want to be your go-to-referral for all things housing! The end of a quarter means we assess where we are. We are 1/4 of the way into the year and we have closed 25 properties and have another 20+ under contract. We've been able to donate more than \$3,000 towards charities that mean something to our advisors. We've worked 20 hours in the food pantry and spent 48 hours together laughing, growing and learning from each other. Success isn't just in the result, it's in the effort to get there!

