

CORE REALTY ADVISORS

You're at the CORE of all we do.



DAY TRIPPING!

Each month we are giving you daytrip ideas, on a budget, to take full advantage of our great state. Last month the trip was to Graham to the Children's Museum.

To look at past blogs go to
Core.Town/Blog

**Stay tuned for our May Family-Friendly Adventure:
Eno River and Lavendar Oaks Farm**

Niki Hawkins and her family
Budget: \$150 - Will they spend it all?

TWO TRUTHS AND A LIE!

The **first two people** to reply with the correct answer get a Starbucks card!

Congrats to our winners last month: Bobbie van Dornnewaard and Wendy Stacy

1. While at the closing table and holding the closing statement, a buyer who was upset with their agent (not us!) decided to back out. The agent had not disclosed everything we had relayed and the buyer decided to walk.
2. A buyer submitted an offer on a house sight unseen and when touring found a dead Gekko in the pantry. They flipped out and backed out of the contract immediately. The check had not been handed to sellers so the commission ruled it should be returned to the buyers.
3. A moving van driver, with ramp DOWN, hit reverse instead of forward and backed the truck and ramp into a home leaving a huge gaping hole in the house under the front door.

MARK
YOUR
CALENDAR

5th

Cinco De Mayo

8th

Daycare Provider
Day

9th

Mothers Day
(aka Clean your
room day)

21st

Day of Appreciation
for Waiter/Waitress

31st

Memorial Day

COMPANY UPDATE

Core Stats for April 2021

14 Closings

Closed Listings: 5

Avg. Days on Market: 2

Closed Buyers: 9

2021 Company Goal: 200

41 closings YTD

32 Pending Contracts

9 Coming Soon Listings

Top 3 Agents in April Volume

Carrie Schlegel

Jennifer Crawford

Judy Hart

MAY HOME OWNER TIPS

Ah, who doesn't love those glorious Termites? Said NO ONE EVER! With Spring comes a rise in activity amongst termites in North Carolina. The amount of damage they can do to a home in a very short period can run into the ten of thousands of dollars and could take years to be discovered (just ask our coworker). Learning what you can do to discourage those pesky critters from your property is essential to protect your homes value:

- Get rid of old tree stumps or rotten fences
- Remove any cardboard or loose wood pieces around the home (did you know that cockroaches love the glue of cardboard)
- Move woodpiles as far as possible from your home
- Repair any leaky water faucets or pipes in your home (perfect breeding ground for termites)
- Eliminate wood to soil contact
- Seal all cracks on the exterior of your home, no matter how small. Termites can get in a crack the thickness of paper.
- Schedule yearly inspections and have proper monitoring in place. *Ask us about bait systems versus spray prevention.*

HOT TOPICS

Why we stage even in a sellers market!

Can you sell a house without staging it in this current market? Sure. Should you is the real question. Just because it is easy to sell a house right now, doesn't mean we take short cuts. Even in this market, we know that staged homes sell for more. It's simple math, if you can sell high with the current market, could you sell even higher if a home was staged? Remember that the majority of people are looking online for homes so presenting each room in a way that shows off the space to its best advantage is worth a lot of value that translates into more money for you at the closing table.

Why it works:

Staged homes have a stronger online appeal

Staged homes shows a room's purpose rather than someone simply seeing blank walls and carpet

Staged homes have more showings than un-staged homes

Staged homes distract the buyers from noting every scuff on the wall

Because of all of this staged homes have more and stronger offers

We recently helped buyers purchase a home with a non-traditional floor plan. They spent most of the showing trying to wrap their heads around how to arrange the rooms. They likely weren't alone and with short showing windows now, many buyers probably walked away with a sense of confusion rather than confidence. With some light staging that home would have had more offers and sold for more than what it finally did, simply because of staging!

Share this newsletter and connect us with anyone you know who is thinking of moving. They deserve a trusted real estate advisor who keeps them at the CORE of all we do!

Reach out to us at info@yourcoreadvisor.com or call (919) 295-3660 so we can help!

CORE REALTY ADVISORS PAST CLIENT BEFORE AND AFTER CONTEST

**Head to Instagram to vote for your favorite
before and after transformations submit by our
past clients.**

**CATEGORIES:
KITCHENS OR BATHROOMS
EXTERIOR
LIVING SPACES**

**If you submit a space, be sure to share on social
media so your friends and family can vote as
well.**

**Each category will have a winner who will
receive a \$100 gift card to a home improvement
store of their choosing for future projects!**

**VOTING WILL RUN
FROM MAY 1-15TH**