

CORE REALTY ADVISORS

You're at the CORE of all we do.



CORE OUT AND ABOUT!

Each month we are heading out and about to check out bars and restaurants that our agents love. We'll be writing a review of the food, drinks and atmosphere.

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

This month we went to Good Day Good Night in downtown Raleigh. See what we thought of the vibe, the food and the drinks in our blog post.

TWO TRUTHS AND A LIE!

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

1. **One of our agents was on a call with a new client when suddenly her dog went bananas barking. She was trying to get him to quiet down without yelling and stomped her foot so hard on the bottom stair she broke her foot.**
2. **Renters had literally destroyed a \$500,000 house our buyers were purchasing. The inspector discovered just how bad the subfloor was rotten when he put his foot through the bathroom floor.**
3. **A lender informed us a water test was required to close this specific loan. The first sample showed an issue so a filter was installed. The second sample was lost at the lab. The third sample broke in the car. The poor buyer waited weeks to be able to move in all for what amounted to needing a Brita filter.**

MARK
YOUR
CALENDAR

2nd

Sisters Day

8th

Middle Child's
Day

21st

Senior Citizens
Day

25th

Kiss & Make Up
Day

26th

National Dog
Day

COMPANY UPDATE

Core Stats for July 2021

22 Closings

Closed Listings: 7

Avg. Days on Market: 0

Closed Buyers: 15

2021 Company Goal: 200

112 closings YTD

24 Pending Contracts

5 Coming Soon Listings

----- Top 3 Agents in June Volume

Michelle Zanfardino

Judy Hart

Carrie Schlegel

AUGUST HOME OWNER TIPS

- 1. Deep clean the Carpets-** With the warm weather now is a good time to give your carpets a good cleaning so they'll dry quicker.
- 2. Make sure you have several neighbors' contact info in case of emergencies.** They live the closest should something go wrong.
- 3. Clean and Maintain Bathroom exhaust fans-** It's an important home maintenance & safety task.
- 4. Manage flying pest problems-** Walk the perimeter of your home to check for areas where there are pools of moisture and work to dry out those areas.
- 5. Prune Bushes, Plants and dead limbs-** While it's warm & dry, get outside and trim back any overhanging or dead branches.
- 6. Clean outdoor stone surfaces-** Give your stone surfaces some TLC.
- 7. Give your home an electrical safety check up-** Do an electrical check to see if there are any issues or possible electrical hazards.
- 8. Inspect basement and crawl space for moisture-** Slow drips can be hard to see and water seeping into hidden areas can lead to big problems
- 9. Inspect your roof-** Check for integrity issues, loose shingles, raised nails or damaged flashing before hurricane season!

HOT TOPICS: HOW TO BUY WITH EASE WHEN SELLING BY JENNIFER CRAWFORD

When a Realtor decides to sell their home to buy another, everyone at our company gets involved. When I chose to sell mine, I did what I tell my clients. Get the house ready by having it turnkey and staged, have the home measured and have photographs done. But what does one do when it's harder to find a home than sell one, and once you do find a home you have to deal with a home sale contingency?

We've already mentioned Core's Seller Addendum but have you heard of Ribbon? Ribbon is a company that allows people to make an all-cash offer on a primary residence. Ribbon purchases the home on the buyer's behalf and the buyer then has up to 180 days to secure financing from a lender of their choice to repurchase the home back from Ribbon.

I contacted the Ribbon program after I had gotten pre-approved with my preferred lender, but before I started looking for a new home. Once I found the home I was interested in, I contacted Ribbon and they reviewed the offer I was interested in making on the home. Ribbon allowed a contract at 101% of the listing price. For me, I was willing to pay more than that for the home so they allowed me to pay that difference at the time of closing. I was able to submit a cash offer and get the approval from the sellers for that offer.

Once under contract, I immediately put my home on the market and found a buyer quickly. Luckily for me, I did not have to have Ribbon actually purchase the home (I was able to close on my home prior to purchasing my new home). If I hadn't been able to get my home closed prior to the purchase, Ribbon would have bought it for me and I would have rented it from them (at a predetermined amount that was determined when I wrote the offer) until I could secure financing to buy it from them.

There is a fee to use this program (and it's different from state to state) but it was well worth it to secure the home I wanted and give me the assurance I needed to then put my home on the market. If you have questions about what options could work best for your situation, reach out to us so we can advise you through the process and make purchasing your new home as smooth as possible! Contact your Core Advisor directly or reach out to us at info@yourcoreadvisor.com or (919) 295-3660