

Core Realty Advisors

You're at the **CORE** of all we do



March Monthly Tidbits

March is named after Mars, the Roman god of war as it was the month when military campaigning season got under way after winter. March was the first month of the year until the Gregorian calendar began to be used in 1752. March is the only month with three consecutive consonants in its name in English. An old proverb says, “March comes in like a lion and goes out like a lamb,” refers to winter ending and spring beginning.

Wacky March Holidays

6

NATIONAL OREO
COOKIE DAY

14

PI DAY

21

NATIONAL
TWITTER DAY



Agent Spotlight: Nicole Condon

Sometimes your world just explodes and everyone wants to buy or sell at once. You want everyone to have the same time and attention as if they were your only client but juggling so many at one time is challenging. That's what happened to Nicole in the month of February. This sudden demand on time and energy can be difficult for even the best agents to manage, but not for Nicole! She has handled the influx of business and demand on her time with such professionalism. At Core Realty Advisors, we aim to have productive agents but it certainly isn't the primary reasoning for the agents we spotlight. It's how she handled the business that came her way. This is the image of what it's like to juggle that kind of workload: Imagine an agent sitting on a unicycle, riding around in circles, a phone wedged between her ear and shoulder, entering a contract on a laptop and juggling 5 delicate balls in the her hand, all while keeping her eyes straight ahead so nothing potentially disrupts the balance. That's what Nicole successfully accomplished with a smile on both her clients and her own face this past month.

Market Update

The spring home buyers have already begun popping their heads out of this dreary weather to look at houses! With rates remaining low (the lowest in the past 12 months) and the job market continuing it's strength, we're showing plenty of signs that we'll have a strong and solid spring market. The hottest priced homes are still those priced below \$300,000 and those homes inside the Beltline. In Wake County, most areas (but excluding Cary) are seeing a large supply of homes for sale between \$400-\$600,000. New home construction is also on the rise with Wake Forest, Apex, Fuquay Varina & Holly Springs having the most new homes for sale. It's easy then to see why now, more than ever before, proper preparation, staging and marketing is crucial in capturing a potential buyers attention. Check out our [Listings page](#) to learn more on what you can do to start the process.



7 Winter Home Improvements to do now!

Just because it's winter doesn't mean you have to hang up your tool belt. You can keep the DIY going with winter home improvement projects. Do these without propping open doors or freezing your fingers off setting up shop in the garage. *Source: houselogic.com*

1. Update your Laundry Room.
2. Add crown molding.
3. Change out cabinet hardware.
4. Get a new faucet.
5. Put in a new bathroom vanity.
6. Max out your Kitchen storage.
7. Add wainscoting.

BROKER-IN-CHARGE BRIEF

Have you seen us on social media with the hashtag #Corespotting and wondered what that is all about? When we started the company, we had to make the decision about an office space. We had to think about how we want the company to function and connect with each other. Does that require a shared space? We weighed if we wanted that overhead and likewise turn around and have more traditional cut of the commissions that come in. The answer came when I was writing an offer in a parking lot while chatting through a problem with one of my teammates. We work from everywhere. We stay connected not because of a shared space, but a shared purpose and value system. A physical office didn't seem critical to starting the firm at the onset, as we knew that it wasn't the only way to create the culture we were going for. Technology helps us stay connected from different parts of the Triangle. That brings us to #Corespotting. Sometimes working from your home in your PJ's just doesn't cut it. You want to be around people and activity. We decided to encourage our advisors to work out in the community, be surrounded by the people we aim to serve. What a bonus it would be if we spotted someone we knew while out working? The idea for having people tag us while we are working was born! If you see us...don't hesitate to snap a picture and tag us for your opportunity to win a monthly drawing. We love our friends and appreciate their support as we grow our business!

