

# 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. Did you see last month's blog on the **Durham Life and Science Museum**? To look at past blogs go to **Core.Town/Blog**

**Stay tuned for our March Family Friendly Adventure:  
Occoneechee Speedway Trail  
Hillsborough, NC**

Amber Johnson and her family  
Budget: \$150 - Will they spend it all?

## TWO TRUTHS AND A LIE!

The **first two people** to reply to this email with the correct answer get an Amazon gift card!

**Congrats to our winners last month: Alex Buda and Kristi White**

1. In one weekend, we had 120 parties through a home, including a buyer who pulled a faux drawer front under the kitchen sink right off the frame! No, this home doesn't come with a sponge drawer...
2. An Aunt, who suddenly came into the picture a week prior to closing, began to consult on "the way it should be" and was successful in derailing a closing. In a market where it's hard to get a home, let alone a positive appraisal and clean inspection, the Aunt knew best (that was sarcastic, can you tell?)
3. We had a neighbor so upset their best friends were moving, they got a tad tipsy and removed the sign the night before showings started

**MARK  
YOUR  
CALENDAR**

**10th**

Int'l Find a  
Phone Booth Day

**14th**

National Pi Day

**17th**

St. Patricks Day

**27th**

Passover  
Begins

**28th**

Palm Sunday

# COMPANY UPDATE

## Core Stats for February 2021

**Closed Listings: 4**

**Avg. Days of Market: 2**

**Closed Buyer Purchases: 12**

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**2021 Company Goal: 200**

**16 closings YTD**

**18 Pending Contracts**

**10 Coming Soon Listings**

To date Core Realty Advisors has negotiated 99% of list price for our buyers  
and 107% for our sellers

## Top 3 Agents in Feb Volume

**Judy Hart**

**Betsy Lockett**

**Amber Johnson**

# MARCH HOME OWNER TIPS

Underground storage tanks (UST's) isn't a sexy topic for homeowners. It is, however, critical to understand what to look for and the risks and the implications of these former fuel containers. Last month, we had a specialist from Cedar Rock share the following:

1. Age of home - Homes built before the mid 1960's likely have or have had an underground storage tank on the property used to contain fuel for the home.
2. How to identify - You can identify them by looking for a pair of thin copper pipes in the crawl or foundation or an old random pipe coming up from the ground that was once used to fill the tank.
3. How to deal with UST - If you have a UST on your property, the three options to deal with it are filing a Notice of Residual Petroleum to convey property, do an in-place abandonment (and properly fill) or complete removal.
4. Why it's important - If the UST has leaked oil into the soil on the property, well and/or into the foundation, it can have significant health implications.

## BROKER-IN-CHARGE CORNER

### History making low inventory

We have a tool to help you take advantage of this market. Here in the Triangle, it has been a seller's market for some time. This year, however, we are seeing a whole new level of seller's market. Think toilet paper shortage levels from April 2020. The demand doesn't seem to be slowing down as people continue to move here from northern cities and homeowners of every price bracket want to take advantage of the low interest rates. If you currently live in a home that isn't meeting your needs, you may be thinking about selling to take advantage of this market. If you aren't, you should! Seriously! If you are scared that means you'll need to buy a home in this market as well, we have ways we can help.

You can start your home search before selling IF a lender tells you that you qualify to purchase a home and close before you sell your current home. However, most homeowners will need to sell their home or arrange for back-to-back closings to close on a new home. We know that sellers are nervous. With low inventory, you're nervous about finding a home once you get your home under contract. You don't want to take a loss and sell it to one of those "no showings" cash programs and miss out on this great seller's market. Lastly, if you start the home search first and make an offer without your home being under contract, it's unlikely a seller will accept your offer knowing you have to sell.

This isn't as hard to answer as "what came first, the chicken or the egg?" It's more clear than that - your current home has to go under contract first. Typically sellers have no option to back out of a sales contract on their home once they are under contract. That's what has you scared. As a seller in this market, you will want to carefully negotiate your contract to allow you some level of assurance to find a home while still maximizing your net profit from the sale of your home. Basically, you want a win-win! That's where we come in!

Here are a few typical options:

1. List your home and sell for top dollar. Find temporary housing until you are able to secure a new home.
2. List your home and negotiate an extended closing, or possession after closing, to allow you time to shop for a new home.

### With Core you have a third option

3. We have a unique attorney drafted document that allows you to sell your home for top dollar and we negotiate a period of time where you as the seller can confidently go shop for a home. Should you not be able to get a new home under contract, you'll have the option to back out of selling your current home during that period of time. You don't have to, but you'll have that option. This is an addendum that is proprietary to us and it could be the answer you are looking for!

**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](mailto:info@yourcoreadvisor.com) or call (919) 295-3660 so we can help!**