

Core Realty Advisors

You're at the CORE of all we do



Agent Spotlight:
Judy Hart

Judy, while relatively new to real estate, has come out of the gate full speed. One closing this month, clients ran into lending issues. The day after the original closing, the lender they had chosen declared that they couldn't close. After finding a new lender to save the day, they had to work hard to close within the 14-day allotment given by the original contract. Judy is a hard working agent and will do what it takes to help her clients.



Agent Spotlight:
Amber Johnson

Amber has been busy in the community this past month! She just graduated from the 2018 Triangle Realtors Leadership Academy. She is a founding member of the local chapter of Moms In Action and 2019 board member of the RAR Women's Council. Amber is passionate about giving back in a positive way to her community and tribe of realtors. She loves to be a part of positive change.

Monthly Tidbit: Who is Cupid, anyway?

Who is Cupid? In Latin, Cupid goes by two names that have different origins, but whose meanings are both associated with love. One of Cupid's Roman names is Cupido. This form means "desire." If we stop to think about it, regardless of our age, the people we love deeply are the ones we enjoy and desire to be with as much as possible. Cupid's other Latin name is "Amor." In Greek Mythology, Cupid was known as "Eros" who was portrayed as a slender young boy with wings; however, following the Hellenistic Age that ended in about 31BC when Rome conquered Greece, how was portrayed as the chubby little boy were are most familiar with, especially at Valentine's Day. In both Greek and Roman Mythology, Cupid always had a bowed arrow which he used to shoot the power of love wherever he wanted it to go. -adapted from greekgodsandgoddesses.net

Wacky February Holidays

9

READ IN THE
BATHTUB DAY

13

GALENTINE'S
DAY

24

NATIONAL
DANCE DAY

Market Update

As we mentioned last month, we have begun to see a bit of a shift to our market. While 2018 was a strong and steady year in home sales with an increase of an average of 5%, the readjustment as we move towards our Spring market has begun. Homes priced above \$350,000 are seeing longer days on market and the inventory has begun rising as people waited until after the holidays to put their homes on the market. Want to get an idea of what your homes value is? Just let us know.

Now, more than ever, properly preparing your home for sale is vital to gaining the attention of buyers and capturing the maximum amount of equity possible for your home. In order to help assist with this, Core Realty Advisors is offering a Seller Promotion during the month of February. Sellers will have the chance at a \$3,000 credit to help with home preparations for their sale. Check out CoreMakesItEasy.com for more details.



7 Most Important Repairs to Make Before Selling a House

1. Fix damaged flooring.
 2. Fix water stains.
 3. Repair torn window screens.
 4. Update grout.
 5. Resuscitate a dying lawn.
 6. Erase pet damage.
 7. Revive an outdated kitchen.
- adapted from houselogic.com*

BROKER-IN-CHARGE BRIEF

Last month we told you we would let you in on the secret why we chose the name Core Realty Advisors. Let's start with the word Core. At the initial brainstorm, it was clear that we wanted to develop a tight family styled brokerage that would be attractive to serious, experienced agents with a client focus. The founding agents were mostly made up of two teams merging together - The Care Team and The Core Team. We realized we had the same central belief, that the clients are the the core of our business and the reason we get up everyday to do what we do. We intentionally chose the word Advisors because it reflects the role we play in the process. Rather than just be an agent who opens a door, who sells something, we advise and protect someone. This central client focus is reflected in even the smallest details of our closing checklist. Since our inception, we've already grown and added brokers who share these same core beliefs. We advocate for our clients. We serve. You're at the core of all we do!

