

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 the diversity of our state. We hope you will feel inspired to head out and explore. To look at past blogs go to [Core.Town/Blog](#)

**Stay tuned for our January Adventure:
Medaloni Wine Cellars, Lewisville, NC**

1 hr 50 min from Raleigh

Jenn Jenkins and her husband Randy

Budget: \$150

TWO TRUTHS AND A LIE!

The first 2 people to email the correct answer get a \$10 Amazon gift card (reply with your guess to info@yourcoreadvisor.com)

Congrats to our winners last month: Kathy Humphries and Aimee Dudley

1. We had a buyer and seller agree to have a house cat convey with the property at closing.
2. We saw a record number of offers on a single property that one of our clients wanted to buy - there were 32 other offers!
3. During a buyers' final walk-through it was discovered the neighbors had taken the fire pit pavers after the sellers moved out. How is that for a "welcome to the neighborhood!"?

MARK YOUR CALENDAR

8th

National
Bubble Bath Day

13th

Rubber Duckie
Day

18th

Martin Luther
King Jr Day

20th

Penguin Awareness
Day

24th

Compliment Day

MARKET UPDATE

Core Stats for December 2020

Closed Buyer Purchases: 10

Closed Listings: 6

Avg. Days of Market: 2

Year to Date CORE Closings: 157

Year to Date Volume:

\$48,824,743

Top 3 Agents in Dec (volume)

Judy Hart

Carrie Schlegel

Susan Williams

JAN. HOME OWNER TIPS

1. **PROTECT YOUR PIPES** - If you haven't winterized your outdoor spigots, now is the time. Disconnect hoses, turn off hose bibs for the season. Many homes in colder climates also put on insulated bib covers.
2. **CLEAN GUTTERS** - It's time to get leaves out of the gutters in anticipation of winters storms which can weigh down and clog up the gutters.
3. **TRAVELING** - If you are going on a vacation, and cold temperatures are expected, open cabinets and let a small amount of water drip from your faucet to prevent pipes from freezing.
4. **WASHING** - If the pipes of your utility room are on an exterior wall, do not do your wash on days with below freezing temps. If your pipes are frozen the rinse water will back up and flood your home.

BROKER-IN-CHARGE CORNER

What have we learned.....

You know that old saying, hindsight is 20/20. Well, as we head into a new year what did we learn? That's a loaded question, isn't it? Let's break it down to what we learned during our homes searches with our buyer clients.

- Open Concept can be TOO open: The popularity of separate defined spaces has seen a resurgence with families having to homeschool and work within earshot of each other. It's nice to have an open flow but times change. Older floor plans with separate living, dining and kitchen are coming full circle along with the flare pants and track suits.
- Bigger might be better again: Schooling from home will remain after the pandemic passes. While we've always had options for schooling, more families than ever will continue to seek virtual school options beyond the pandemic ending. Again, this means bonus rooms and lofts are taking on new priority and life in home searches.
- Buyers continue to pay top dollar for a "done" home that is fully updated to contemporary standards. Being home all the time doesn't mean home projects are on everyone's wish list. Living through home improvements while you now work and school from home is more challenging than ever. Despite super low inventory, there are still homes "sitting" on the market because they haven't heard the message.
- Drive time: Commuting to work is and will continue to take a backseat. Many companies will have completely different work models after the pandemic passes. Working from home is not "working out" for everyone, but for many companies, the concept that everyone is in the office for the same work hours will be a thing of the past. Staggered work times, flexible weeks, etc will be an aspect of our return to workplace transition. Commute times to work have been lower and lower on the list of buyer needs.

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!