

# CORE REALTY ADVISORS

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



## CORE OUT AND ABOUT!

Each month, we head 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.

**This month we went to Bar Taco in North Hills. See what we thought of the vibe, the food and the drinks in our newest blog post.**

To look at past blogs go to  
[Core.Town/Blog](https://www.coretown.com/blog)

## TWO TRUTHS AND A LIE!

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

1. **We had buyers back out of a deal and lose almost \$20K, despite the sellers agreeing to needed repairs. Essentially their grandparents who came to tour it were convinced the dust from it being a rental was from a fire. It wasn't.**
2. **A stubborn seller refused to even entertain speaking to his own realtor about an encroachment issue. His fence went onto the neighbors' property in two spots and our buyers requested an encroachment agreement. Essentially it was the chainsaw or nothing.**
3. **An agent was particularly disappointed with a specific builder's quality recently. It came as no surprise when they found out there was a rule that no agents could meet with closer for final walk. Our Core Agent ended up pretending to be the wife who was out of town just so she could make sure everything was okay!**

MARK  
YOUR  
CALENDAR

**4th**

National Taco  
Day

**5th**

World Teachers  
Day

**15th**

National  
Mammogram Day

**28th**

National Chocolate  
Day

**31st**

Halloween

# COMPANY UPDATE

## Core Stats for October 2021

14 Closings

Closed Listings: 9

Avg. Days on Market: 2

Closed Buyers: 5

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2021 Company Goal: 200

133 closings YTD

31 Pending Contracts

2 Coming Soon Listings

## Top 3 Agents in September Volume

Carrie Schlegel

Judy Hart

Chip Barker

# OCT AROUND TOWN TIPS

The crisp air is proving that fall is here and we all know what that means. Tis the season of pumpkin patches and haunted house tours! Who is ready to race through a corn maze or get their fright-on touring a haunted house? There's something for all ages to do around town so check out our list of favorite places to enjoy Fall activities and start getting excited about the arrival of Halloween.

- Phillips Farm, Cary, NC
- Page Farms, Raleigh, NC
- Tractors Corn Maze, Wake Forest, NC
- Vollmer Farm "Back 40" Country Playground, Bunn, NC
- Lazy Hound Farms, Zebulon NC
- Haunted Forest at Panic Point, Youngsville NC
- Clayton Fear Farm, Clayton NC
- Granville Haunt Farm, Oxford, NC

Let your advisor know if we've missed one of your favorite places!

## HOT TOPICS: ARE WE IN A BUBBLE?

Will the bubble burst? We hear this question a lot. We also hear buyers deciding to wait it out with some notion that prices will go down. Let's get one thing straight.... prices aren't going to go down. The intensity and rapid increases in prices may slow a bit but we haven't heard from a single economic analyst or professional in our industry predicting prices will go down. First and foremost, low supply and high demand has largely driven the current state of things in the market in our area. It will take several years to even come close to inventory being able to match the current demand at the rate new homes are being built. Nationally, new construction was slow for the past decade putting us at a severe shortage. The current low mortgage interest rates also make buying a home more affordable than ever, even if you have to bid high. It's worth stating again but demand will remain high here in the Triangle for years to come. We continue to rank as a top place to live, it remains relatively affordable compared to other cities and we will likely have an influx of new business and jobs with the Apple effect. If we look at Austin as an example, after Apple announced their move there, prices within a 1 hour drive of the new campus have steadily increased 30%. Furthermore, Apple putting a campus here will bring other large corporations into the area driving even more people to relocate and increasing demand for housing. Our advice, buckle up! We don't see the brakes hitting any time soon so you might as well get in the market while it's on the way up!

**Contact your Core Advisor directly or reach out to us at [info@yourcoreadvisor.com](mailto:info@yourcoreadvisor.com) or (919) 295-3660 for more information about the market or help listing or finding your next home!**