

**Latest News
From...**



**Fall
2011**

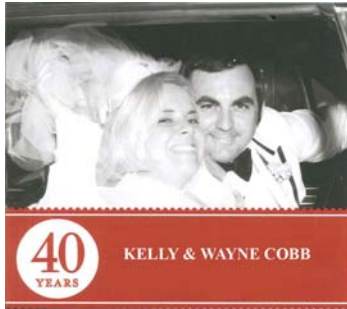
The Relocation Specialists

Client Appreciation Event Planned for Oct. 23rd

We are excited about our upcoming pig pickin'/client appreciation event at Ritter Park on October 23rd, 3-5 pm (rain or shine). Join us at the park and experience our heartfelt appreciation in person. It promises to be a great day if you, our valued clients and friends, are there to celebrate with us! Your invitation is included, so come one, come all!

We will be accepting tax-deductible donations this year to the Leukemia & Lymphoma Society, the world's largest voluntary health agency dedicated to blood cancer. LLS funds lifesaving blood cancer research around the world and provides free information and support services.

Kelly and Wayne Celebrate 40th Anniversary



On September 4, 1971, Kelly (a native of Smithfield, NC) and Wayne (a native of Flushing, Michigan) married and a wonderful union was formed. They honeymooned in Blowing Rock and still enjoy their getaways to that wonderful mountain village. Kelly and Wayne celebrated this special remembrance

with family and close friends. Many thanks to all who have been a part of their wonderful support through these 40 years!

2012 Calendars

Included in this mailing is your new 2012 calendar refill. If you are a new client of our team and didn't receive a magnetized calendar holder, or if you just need a new one, we would be happy to have you stop by and pick up one. If you're not local, give Shelley a call at 919-256-2727 and we will mail one to you.

Email Addresses Wanted!

Please remember to send us your current email address so that we may keep you informed about updated market conditions. We promise not to abuse your email, and it is kept confidential! Just send Kelly an email to kelly@relo-expert.com.

Please visit our websites for 24/7 information!

**www.Relo-Expert.com
www.BestRaleighNewHomes.com**

Client Appreciation Event Sponsors

We are very grateful to our 2011 Client Appreciation Sponsors. Please support them with your business when possible!

Stacey Anfindsen - The Birch Appraisal Group
Beth Bowen - Bowen Law Firm
Brad Bowen - Bowen Insurance Agency
Jim & Sally Cameron - Cameron Property Management
Dr. Ray Carroll - Shoulder/Elbow/Sports Medicine Specialist
at Cary Orthopedic
Greg Dalton - Dalton's Carpets
Anthony Pellegrino & Steve Fitzpatrick - FM Lending Services
Dick Pontello - North Eastern Carolina Home Services, Inc.
Troy Richardson - Delta Residential Inspections
Cyndy Sanders - RBC Centura Bank
Rich Santino - High Mark Painting & Remodeling
Andy Thomson - Thomson Maintenance
Geoff Wiggins - Romeo Wiggins & Co., LLP
Danny & Hilda Wilson - Movin' On Movers & Stor Pak
Dan & Marge Young - Best Kept Carpets
Guaranty Title Company
Mitch Lancaster - The Mosquito Authority
Jan Windsor - HSA Home Warranty

Cary Rotary Club Gives \$9000 to Charity

Kelly Cobb, a member of the Cary Rotary Club, also serves on the Community Service Committee along with team member Jean Smith and others. To benefit multiple charities in the community including "Read and Feed", the YMCA, and The Caring Place, Rotary has agreed to provide \$9,000 toward these wonderful causes and help others in need.

We Appreciate Your Referrals!

Please remember we can connect you or anyone you know with professional Realtors® all over the state, country and world! Just call us first and we will do the rest!

**523 Keisler Drive, Suite 103
Cary, NC 27518
Fonville Morisey Realty,
A Long & Foster Company**

**(919) 859-8889 (office)
(919) 859-3339 (Fax)**

**Email: kelly@relo-expert.com
www.Relo-Expert.com
www.BestRaleighNewHomes.com**



Luxury Homes Update

Luxury homes are considered those priced at \$500K and above. Right now our market has a 13 month supply of luxury homes. Year to date luxury homes closings were down 17% from 2010. Average days on market is 182 days, down from 187 last year. The good news is that the inventory of resale luxury homes decreased by 12%; new home luxury listings decreased by 41% for obvious reasons...tight underwriting guidelines are producing fewer new construction alternatives. Good news for luxury resale sellers is in the cards...less competition for them. If we can just see job growth that is essential to bring more buyers to the table we all will have a brighter future. Announcements of layoffs by state government, Cisco, Merck, and Duke Power need to be offset by hiring in other industries, as well.

State of the Market

Contrary to what many think, the news is not all bad in residential real estate in Wake County. In fact, closed sales were up 10% in July 2011 compared to July 2010.

Days on market are now 130 on average in Wake County which is a 37% increase from July 2010. We are FAR better off than most of the nation.

Most experts agree that housing prices have fallen to 2004 levels nationally. This is true in some areas of the Triangle also but not in others...for instance, new construction in zip code 27519 is a segment where housing is booming. This zip code is in northwest Cary and benefits from its proximity to RTP, the airport, and close by two highly rated school districts.

Overall supply of housing in all price ranges currently is 8 months. Compared to the 2nd quarter 2010, median sales price of all existing and new homes has increased in 2011. More good news, distressed property sales account for +/- 10% of all activity within our market. Around the country it can be as high as 50%!

To date, The Kelly Cobb Home Team has closed 55 homes in 2011. We have worked or are working currently with clients who relocated from Florida, Pennsylvania, Indiana, Virginia and Maryland. The biggest issue is getting many homes sold around the country so that clients can move from rentals in the Triangle to their own homes. Landlords are very happy right now with good reason - we are working hard to bring cheer to sellers in our area soon!

We love referrals and promise to give them the "five star treatment" they deserve. Please let us know how we can help your friends, colleagues, and family members with their relocation needs!

Please refer to reports at www.smapublications.com for more detail or call Kelly with any follow-up questions at 919-818-3450.

Our Direct Phone Numbers

Please feel free to use these direct line #'s when you need to talk with a team member.

Kelly Cobb	256-2720	Nancy Schirman	256-2721
Shelley Hight	256-2727	Pam Weeks	256-2726
Rose Mary Smith	256-2723	Janet Holcombe	256-2728
Anne Akenhead	256-2729	Scooter Holcombe	256-2728
Jean Smith	256-2737	Susan Lassiter	669-9232
Wayne Cobb	210-3645	Autumne Bennett	256-2725

Call for Discounts on Appliances & Furniture

Call our office at 919-859-8889 for details on how to save big dollars at Lowe's Home Improvement Stores, Sears, and Furnitureland South. We have the realtor partner info that you need to stretch your buying dollars - and the team moving van to make the pickup easier as well! Call today!

Current Homes Listed by The Kelly Cobb Home Team

Visit our website at www.Relo-Expert.com for a more detailed look at the listings seen below:

<u>Address</u>	<u>Subdivision</u>	<u>List Price</u>
105 Angler's Cove	Preston	\$970,000
208 Ave. of the Estates	Regency	\$1,750,000
3324 Bentwillow Dr.	West Oaks	\$338,900
116 Brannigan Pl.	Kildaire Farms	\$225,000
917 Brookwood Dr.	Ridgewood	\$250,000
101 Dunedin Ct.	MacGregor Downs	\$550,000
829 Graham St.	Cameron Village	\$350,000
125 Hassellwood Dr.	Cambridge	\$386,500
104 Hedwig Ct.	Wyndfall	\$899,800
101 Kiernan Choice	Kildaire Farms	\$350,000
102 Morninghills Ct.	Cambridge	\$325,000
109 Royce Dr.	Franklin Chase	\$325,000
6109 Sweden Dr.	Westborough	\$182,500
Lake Wheeler Rd.	None (Land)	\$400,000
8812 Riegate Ln.	Woods of Ashbury	\$145,000
1131 Schaub Dr.	Driftwood	\$ 62,000
614 S. Fourth St.	Smithfield, NC	\$134,000
804 S. Crescent Dr.	Smithfield, NC	\$215,000
1202 Chestnut Dr.	Smithfield, NC	\$239,900
829 S. Second St.	Smithfield, NC	\$218,000
208 Woodcrest Ave.	Smithfield, NC	\$145,900
104 Heritage Dr.	Smithfield, NC	\$164,900
1 Kentwood Dr.	Smithfield, NC	\$253,000
2039 Brogden Rd.	Smithfield, NC	\$119,000
<u>Contingent:</u>		
7945 Mill Trace Run	Harps Mill	\$225,000
5104 Laurie Dr.	Penn Shaw Pines	\$200,000

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