

Latest News  
From...



Fall  
2009

*The Relocation Specialists*

## Triangle Market Update

This has been a challenging year for our Triangle economy, just as it has been across the nation. Even though we are still on most Top Ten lists of best places to live, work, and play, there are challenges on the home selling front unless a home is priced at \$300K or less and in pristine condition. Even in that price range, depending on the neighborhood, there could be challenges still.

Many people are having to rent instead of own when they initially move to RTP because they are unable to sell a home in an area they are moving from. In the past month, we have seen a bit of a pickup in the sales market and we hope it continues. NOW is the time to buy because our interest rates are rock bottom. For those with good credit, there is plenty of mortgage money out there...even some programs still with **zero money down**.

If you would like to know about how your neighborhood is faring this year, contact us and we will update you on activity relative to housing wherever you live.

## \$8000 Tax Credit Expires Nov. 30th

The \$8,000 tax credit for first time homebuyers (defined as anyone who has not owned a home in past 3 years) is set to expire on Nov. 30th. This is a gift that would enable a parent to co-sign for a son or daughter, even if the buyer could not qualify on his own.

If you or someone you know might be a candidate for this type of gift, please call our office and we will be happy to provide further details.

It is anticipated that by mid or late September, there may be a last minute flurry of offers by buyers scrambling to get in on this unbelievable opportunity. Lenders may not be able to handle the extra volume of buyers. It would be wise to begin thinking of a purchase now to avoid overpaying due to multiple offers. Not being able to close on time due to lender or attorney overload could also result in the loss of this credit.

Give us a call today at 919-859-8889 or email [kelly@relo-expert.com](mailto:kelly@relo-expert.com) for more information. Don't let this outstanding opportunity pass you by!

## Team Member Spotlight

**Rose Mary Smith** – Rose Mary joined our team in 2005. Originally from Cottonport, Louisiana, Rose Mary moved to NC in 1976 and considers herself a native. Rose Mary holds a Masters Degree in Health and Physical Education and in our opinion, a "Doctorate" in kindness and compassion. Cool and calm, with always a kind word, Rose Mary excels as our Listing Manager. Mother of son, Jason and daughter, Jenna, Rose Mary is also the proud grandmother of four beautiful grandchildren and highly active in her church and philanthropic service sorority, Epsilon Sigma Alpha.



## Cobb is Guest Speaker at Crystal Coast



Kelly Cobb was the featured speaker at the Crystal Coast Chapter of Women's Council of Realtors June meeting. She spoke on team building and the challenges and benefits of having a real estate team.

Pictured with Cobb at the luncheon meeting are Kathryn Gorham, 2009 WCR Chapter President Elect (left) and Amy Hahn, current president, (right).

## Cobb Interviewed

In late July, Kelly Cobb was interviewed for the WRAL Channel 5 news about the sign issues in Cary, NC. Needless to say, it was a great opportunity for free marketing on prime time news. Our team is passionate about sellers being allowed



proper signage to get potential buyers to neighborhoods and homes. This was an excellent opportunity to plead our case to the local media!

## Passages

Joe Holcombe, brother of team member Scooter Holcombe, passed away March 30, 2009. Joe, a Southern gentleman and inspiration to all who knew him, worked to preserve the tradition and beauty of South Carolina's tangible history. Currently there is an exhibit of early S.C. pottery from his collection dedicated in his memory at the S.C. State Museum in Columbia. We extend our deepest sympathy to Janet and Scooter in their loss of such a treasured family member.

Please email us or call Shelley at 256-2727 if you need a new magnetic back for your calendar!

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## Kelly's Korner:



Wayne and I had a special summer. It seemed like the months flew by and now it is almost Fall! We had an exciting trip out West joined by our nephew John Harris, a rising senior at ECU. We were visiting family friends in Big Sky, Montana over my birthday

and July 4th. It was great celebrating our country's freedom in 70 degree weather! The highlight of this adventure was a trip to Bear Tooth Pass, one of the 50 most scenic drives in the US! What a beautiful world we live in!

Please send us a photo of your favorite adventure of '09 along with a brief description. We will post the 3 winners on our website this Fall.

## Need a Service Provider?

If you need service providers for your home, email us and we'll send you our list. This list ranges from handymen to attorneys to caterers in our area.

## Nancy Swims With the Dolphins

Wow, look at our own Nancy Schirman and Flipper! (Just kidding – we don't really know the dolphin's name.) Nancy just returned from a wonderful vacation to Grand Cayman Island where she snorkeled in the Coral Reef and swam with stingrays, then cruised on to Cozumel to swim and interact with the dolphins in the beautiful turquoise sea. Nancy stated it was an incredible week of wonderful fun and a wish come true. Now we all want to go!



## 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	Kelly Root	256-2731
Anne Akenhead	256-2729	Janet Holcombe	256-2728
Rose Mary Smith	256-2723	Scooter Holcombe	256-2728
Deb Braxton	256-2745	Susan Lassiter	669-9232
Jean Smith	256-2737	Wayne Cobb	210-3645

Visit our website at [www.Relo-Expert.com](http://www.Relo-Expert.com) for a more detailed look at these listings seen below:

<u>Address</u>	<u>Subdivision</u>	<u>Price</u>
3508 Gadwell Court	Greythorne	\$575,000
4804 Edgecliff Court	Sunset Ridge	\$414,000
1324 Queensferry Road	MacGregor Downs	\$825,000
200 Midenhall Way	Wessex	\$700,000
212 Beckingham Loop	Carolina Preserve	\$389,000
115 Barnes Spring Court	Wellsley	\$389,000
3000 Wyntree Ridge Way	Wyntree	\$695,000
109 Bottle Neck Trail	Oaks of Avent Acres	\$225,000
244 Beachers Brook Lane	Woods of Kildaire	\$385,000
108 Bittercress Court	Danbury	\$429,700
104 Swiss Stone Court	Bond Pointe	\$245,000
101 Versailles Drive	MacGregor West	\$550,000
102 Swiftwater Court	Springbrooke	\$275,000
4129 Mittglen Lane	Glenmitt Stone	\$310,000
107 Crosswind Drive	Saratoga Park	\$340,000
109 Shopsgate Court	Arbor Creek	\$225,000
103 Sundew Lane	Lochmere	\$400,000
108 Triple Crown Trail	Trotter Bluff	\$300,000
5607 Highcroft Drive	Highcroft	\$585,000
122 Killingsworth Drive	Cambridge	\$445,000
101 Gentlewoods Dr.	Cambridge	\$575,000
512 Sutter Gate Lane	Breckenridge	\$180,000
2018 Walden Glade Run	Walden Creek	\$375,000
160 Grande Meadow Way	Whittington Park	\$181,000
309 Maplewood Dr., Smithfield, NC	E.J. Wellons	\$285,900
496 Skinner Rd., Four Oaks, NC	None	\$193,500
177 Hales Road, Kenly, NC	None	\$588,000
166 Abundant Ave., Angier, NC	Harvest Ridge	\$205,000
904 Queensferry Road	MacGregor Downs	\$450,000
8625 Harps Mill Rd.	Harps Mill	\$200,000
416 Intern Way, Durham, NC	Chancellors Ridge	\$180,000
102 Charter Court (SOLD in 2 weeks!)	Colonial Townes	\$135,000
217 Ashdale Drive	Park Grove	\$220,000
106 Southbank	Lochmere	\$375,000
136 Spring Cove Dr.	Lake Point Village	\$160,000