

Latest News  
From...



Spring  
2009

*The Relocation Specialists*

## Team Receives Top Honors at Fonville Morisey, a Long and Foster Company

In spite of the economic slowdown, The Kelly Cobb Home Team, Inc. captured top honors at the annual awards Brunch held on February 25th at Embassy Suites. Since winning the top agent award for production in 1995, Kelly and her very seasoned and hardworking team have won the top company production award for 12 out of the past 14 years. There would be no award without the support of our clients throughout the past 25 years. Many thanks to each of you for not only choosing our team for your real estate needs, but also for recommending us to your co-workers, relatives, and friends through these years.

The true reward we cherish is reaching our goals of superior service and exceeding client expectations. While it is nice to be acknowledged by Fonville Morisey for closing 116 homes worth a total of \$35.9 million in 2008, our joy is in serving you, our clients. Thanks for your wonderful support through these years!

### Anne Akenhead Honored

At the Team's annual kickoff in January, 2009, veteran team member Anne Akenhead was surprised and honored with the 2008 Team Spirit Award. No matter what the occasion, Anne is always enthusiastic about supporting and enhancing team projects. Her creativity is evident in everything our team tackles. Anne joined the team and Fonville Morisey in 1998 after a career in retail and customer service.



### Team Enters Cary Christmas Parade

For the first time, the Team entered a local parade. The team moving van was festively decorated. Thousands of local folks cheered along the parade route; lots of peppermint candies were distributed on a cold, bright, sunny December afternoon.



Participating in the parade were Anne Akenhead, team clients Karen Clymer along with daughters Alexa and Demi; Kelly, Wayne, Lily and Daisy Cobb (our Schnauzer elves!)

### Local Realtors Donate 1400 Gifts

The Raleigh Regional Association of Realtors donated 1400 gifts in December to Wake County Human Services for needy children with Project Angel Tree. The Kelly Cobb Home Team, Inc. was a part of that effort. In addition, "Santa Wayne" drove our 14' truck (one of many trucks filled to the brim) along with sidekick Kelly to deliver these colorful and generous gifts.



### Local Market Update

We have an improving and steady market in the Triangle as of mid-March, 2009. Yes, the market is still slower than 2006-08 but we are holding our own fairly well under \$400K. The first time market is pretty brisk as many people want to take advantage of the \$8000 tax credit.

The lower interest rates are critical to the success we are experiencing. Currently, there are 21 people moving into the Triangle daily. The vast majority of these folks want to buy if they can sell the home they left behind.

Foreclosures, thankfully, still comprise a very small percentage (less than 5%) of our Triangle market. As of 12/31/08, we had a 6 month supply of homes for sale compared to 4 months a year ago. A real imbalance in inventory occurs in the upper end homes, where having a 12-22 month supply is not uncommon.

Average appreciation in 2008 Triangle wide was 4.32%. I expect that to be a flat percentage in 2009. We need job creation and consumer confidence to occur if we are to see a robust 2009. At least we will continue to hold our own and be pleased that we live here...where the Carolina lifestyle is still the envy of most Americans.

### Meet The Team

With each newsletter we will introduce to you a team member so you can get to know them better!

**Nancy Schirman** – Nancy joined the team in 1996. She is a native of Oregon but as she says, "got to North Carolina as fast as she could"! Nancy is our senior buyer agent; she is tenacious, a fierce negotiator, and the one you want on your side when buying a home. With a background in accounting, Nancy has an eye for detail. Nancy always gets positive critiques on her performance from happy clients and has many raving fans. Thanks, Nancy, for a job expertly done!



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## Our 2008 Pig Pickin' & Phone Cards

Our October Pig Pickin' was a huge success and enjoyed by all. In keeping with a patriotic theme donations for pre-paid phone cards for our troops were requested. We raised \$566 and were able to provide 31 300-min. phone cards to The Fisher House.



The Fisher House Foundation, Rockville, MD, supports military personnel wounded in action and those seriously ill being treated in military hospitals in the U.S. and overseas. We thank you for your support!

## Team Member's Dad Joins Honor Flight



Mike Hight, father of team member Shelley Hight, is shown at left as he prepares to depart Nashville, TN airport enroute to Washington, DC on 9/24/08. Mike had the privilege of participating in a Honor Flight as one of 100 veterans from the TN area to visit the WWII Memorial.

"This was a fabulous day for my dad – I've never seen him look forward to something so much," said Shelley. "Everything was donated, volunteers gave their time to go with the veterans and take care of any medical needs. There were bands, press coverage, even a water salute (see below) over the planes. Seeing the memorials and sharing that time with other veterans was very emotional and meaningful for him. I know he'll never forget it."

Based on 2008 statistics, we are losing WWII veterans at a rate of about 1000 per day, many without ever seeing the memorial that honors them. The Honor Flight Network is committed to changing that by taking veterans on a free day trip to the nation's capital, made possible by donations. By the end of the 2009 flying season, HFN will have transported more than 42,165 veterans of WWII, Korea and Viet Nam to see the memorials built to honor their suffering and sacrifice to keep this great nation free and a world leader. Please visit [www.honorflight.org](http://www.honorflight.org) to see how you can help.



## "Komments" from Kelly

Since the last newsletter, my family has had both reasons for sadness and celebration. The World's Best Uncle passed away on February 8 in Alabama. He was 84 and we had a wonderful visit in November; never did it occur to me that this would be our last. Uncle Russell taught me a lot about being a good relative. At my 4<sup>th</sup> birthday party in the side yard of my parent's motel in Selma, NC, he led the games for my friends to our great delight. When Wayne and I married in 1971, my dear Uncle Russell was one of the groomsmen which was my way of honoring him for being so special to me. Through the years we always visited and talked; his advice keeps coming back to me as I try to

that he has gone to his heavenly home to join other family members. On March 21 in Smithfield, our family will celebrate Uncle Russell's amazing life and all that he meant to so many.

Dr. Ray Carroll, local orthopaedic surgeon here in Cary, recently received his sports medicine designation. This represented much hard work on Ray's part (named after my dad, Ray Knott) so we are very proud of this achievement. Of course, the part we enjoy most about having Ray's family here is watching their four children grow up in our community!

## Cary is Safest City in the Southeast

In Cary, we're fortunate to live, work and play in one of the safest cities in America. In 2008, Cary was again named the safest city in the Southeast – a designation held for 10 years in a row. Cary was also named the third safest city of our size in the nation and the 15<sup>th</sup> safest place to live in the U.S. overall.

## \$8000 Tax Credit for Home Buyers

Have you owned a home in the last 3 years? If not, you may qualify for the new \$8000 tax credit for home buyers.

In its efforts to stimulate the economy and revive the housing market, Congress has enacted legislation providing a tax credit of up to \$8,000 for first-time home buyers.

But time is of the essence for buyers who want to take advantage of this opportunity. Only homes purchased on or after January 1, 2009 and before December 1, 2009 are eligible. Key points are:

- The tax credit does not have to be repaid.
- The tax credit is equal to 10 percent of the home's purchase price up to a maximum of \$8,000.
- Single taxpayers with incomes up to \$75,000 and married couples with incomes up to \$150,000 qualify for the full tax 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!

## Programs Provide Property Tax Relief for Seniors and Veterans

Three tax-relief programs are aimed at helping senior and veterans keep their homes. These programs are available in Wake County and, in some cases, statewide.

**Elderly or Disabled Exclusion** – the first \$25,000 or 50% (whichever is greater) of the assessed value for the permanent residence is excluded.

**Circuit Breaker Tax Deferment** – taxes for the year are limited to a percentage of the homeowner's income. Taxes above the limit are deferred until a future date.

**Disabled Veteran Exclusion** – is available to honorably discharged disabled veterans or the unmarried surviving spouse. This is no age or income limitation.

Further details are available at [www.wakegov.com/tax/relief](http://www.wakegov.com/tax/relief) or give us a call for more information.