

# NEUSE CROSSING CIRCULAR

Your Monthly Pulse on the Market

February 2016

If the first month of the new year is any indication of how the real estate market will be in 2016, I am very optimistic. You would think that with the ice/snow storm and interest rate increase, the real estate activity might be at a standstill. That is anything but the case pushing forward into 2016. As indicated on page 4, the market has been quite active with homes selling for at, or very near, list price. This is a direct result of the supply of homes being very low in our area still. With the supply being low and the demand to move into well-established neighborhoods, such as Neuse Crossing, being high, home prices and quick sales have remained consistent. As we prepare for the spring rush, I do not anticipate the interest rate hike or more competition (supply) will affect home prices at all. If anything, I see it being much like last year when we saw most homes sell quick and for asking price.



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## Access to the Neuse River Trail Update

I reached out to Mr. Bradley and received the following information from Raleigh Parks and Recreation. If you remember, there was a "legal issue" with a property owner on the west side of Louisburg Rd. I am still holding out hope that this might be a realistic goal to see it completed this summer!

*"we have some movement on addressing the legal issues with the property west of Louisburg. We have a meeting scheduled later this month and hope to have a resolution.... Sorry again for the delay but we are working very hard on resolving this and getting the connection to Neuse Crossing as promised. I can update you the beginning of February on a schedule. "*

*-Raleigh Parks and Recreation POT*

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## Upcoming Local Events

### Wake Forest Mardi Gras

Date: Saturday, February 06, 2016

Start Time: 11:00 AM (GMT-05:00) Eastern Time (US & Canada)

End Time: 4:00 PM

Location Downtown Wake Forest, South White Street, Wake Forest, NC

Plans are underway for a fun-filled day in downtown Wake Forest for both children and adults during the Wake Forest Mardi Gras Street Festival on Saturday, Feb. 6. The event will invite area residents to visit the heart of Wake Forest and experience all our downtown has to offer.

This family-friendly celebration is scheduled from 11 a.m. to 4 p.m. and admission is free.

For more information, visit [www.wakeforestnc.gov](http://www.wakeforestnc.gov)

### State of the Town Address & Dinner

Start Time: 6:00 PM End Time: 8:00 PM

Date: Monday, February 15, 2016

Location Wake Forest Renaissance Centre, 405 S. Brooks Street, Wake Forest, NC

The 2016 Wake Forest State of the Town Address & Dinner is scheduled for Monday, Feb. 15, at 6 p.m. at the Wake Forest Renaissance Centre, 405 S. Brooks St.



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Being in the Real Estate business, I have the opportunity to work with many different

contractors throughout the sales or buying process. We also have the opportunity to share feedback on vendors and one has come up a number of times. Roof Refresh has not only been overwhelmingly endorsed within our company, but the owner is actually a resident within our neighborhood. We are lucky to live in a well-established neighborhood with mature trees and plenty of shade. However, those beautiful trees prevent sunshine from getting through, therefore allowing mold and mildew to grow on our roofs and siding. You may have noticed the black streaks on your roof or maybe the green film on the side of your home? There is a solution to that eye sore and the solution is Roof Refresh. Visit the website to see the transformation Dave can make in the appearance of your home. Curb appeal is a huge factor when it comes to selling your home, but it is also a very big deal when it comes to "pride of ownership" as well. I have tried many times to get out and do it myself, but my results have never been anything more than mediocre. Between the time and cost of materials, I would have been way better off to just call Dave.



## Spring Homeowner Tips



**Gutters and downspouts:** Pull leaves and debris from gutters and downspouts. Reattach gutters that have pulled away from the house. Run a hose on the roof and check for proper drainage. If leaks exist, dry the area and use caulking or epoxy to seal the leak.

**Siding:** Clean siding with a pressure washer to keep mold from growing. Check all wood surfaces for weathering and paint failure. If wood is showing through, sand the immediate area and apply a primer coat before painting. If paint is peeling, scrape loose paint and sand smooth before painting.

**Exterior caulking:** Inspect caulking and replace if deteriorating. Scrape out all of the eroding caulk and recaulk needed area.

**Window sills, door sills, and thresholds:** Fill cracks, caulk edges, repaint or replace if necessary.

**Hot water heater:** Lubricate circulating pump and motor.

**Evaporative air conditioner:** Clean unit, check belt tension and adjust if needed. Replace cracked or worn belt.

**Roof:** Inspect roof surface flashing, eaves, and soffits. Check flashings around all surface projections and sidewalls

**Deck and porches:** Check all decks, patios, porches, stairs, and railings for loose members and deterioration. Open decks and wood fences need to be treated every 4-6 years, depending on how much exposure they get to sun and rain.

# The Benefits of Professional Real Estate Photography

You never get a second chance to make a first impression. That first visual impression of a home for sale is essential to driving and maintaining interest in a property. In today's market, buyers have very high visual expectations, short attention spans, and they require clear information instantly. Prospective buyers have an abundance of resources and before they are willing to schedule an appointment to see a property, they prefer to view the property online. The only way to entice them into looking further at a property is with professional photography.

Before you can sell a property, you have to get potential buyers visiting the property. According to Digital House Hunt, a joint report between the National Association of Realtors Research and Google, the future of the real estate market is marketing to home shoppers online. The report states that 90% of homebuyers searched online during their home-buying process. Additionally, it states that 28% of new-home shoppers used their mobile devices. These statistics enforce our belief that in order to represent the property the best way possible is with professional photography.

Professional photography isn't simply using an expensive camera; you have to know how to use that camera and have skill in capturing the property at its best. A real estate photographer also doubles as a "visual stager" – they take the time to look at the space and take an image that showcases each room in the ideal way, even if the rooms are empty.

Shopping for a home online is stressful; the buyer is making snap judgments from the brief impression they had from looking through photos at hyper speed. How are you going to capture their attention, let alone actually get them to look past that first exterior photo of the home? Quality real estate photography helps to determine the next step in selling a home: getting the buyer to see the house in person.

## Brussel Sprout Salad



12oz Brussel sprouts, tough outer leaves pulled away (10oz weight post trim)

1/4 cup dried cranberries

1/4 cup chopped pecans

1/4 cup gorgonzola cheese crumbles

1 pear, chopped

2 jumbo shallots, thinly sliced

3 Tablespoons extra virgin olive oil

### **For the Maple-Balsamic Vinaigrette:**

2 Tablespoons extra virgin olive oil

2 Tablespoons balsamic vinegar

1 Tablespoon maple syrup (not pancake syrup)

1 teaspoon Dijon mustard

salt and pepper

### **Directions**

Using a very sharp knife, thinly shred Brussel sprouts while holding onto the core end then discard cores and add shredded sprouts to a large bowl with dried cranberries, pecans, gorgonzola cheese, and chopped pears. Set aside.

Heat extra virgin olive oil in a skillet over medium-high heat. Add half the shallots then fry until light golden brown, 1-2 minutes. Scoop onto a paper towel-lined plate to drain then repeat with remaining shallots. Sprinkle with salt then let cool slightly.

Add ingredients for Maple Balsamic Vinaigrette together in a jar then shake to combine. Pour over salad then toss to coat. Add fried shallots then toss to combine, and then serve.

# Recent Neighborhood Real Estate Activity

Status	Address	Subdivision	LvngAreaSF	Beds	FBths	HBths	List Price	Sold Price
PENDING	3560 Dechart Lane	Neuse Crossing	1,668	3	2	0	\$132,000	
CLOSED	4202 Govan Ferry Drive	Shearon Farms	1,500	3	2	1	\$149,535	\$149,535
ACTIVE	9938 Sweet Basil Drive	Shearon Farms	1,500	3	2	1	\$152,990	
PENDING	9939 Sweet Basil Drive	Shearon Farms	1,500	3	2	1	\$161,558	
ACTIVE	9934 Sweet Basil Drive	Shearon Farms	1,800	3	2	1	\$172,990	
CLOSED	3809 Hopper Street	McKinley Mill	1,565	3	2	1	\$174,900	\$174,000
CONTINGENT	3812 Satinleaf Drive	Mitchell Mill	1,555	3	2	0	\$174,500	
CONTINGENT	3612 Hamilton Mill Drive	McKinley Mill	1,415	3	2	1	\$175,000	
CONTINGENT	3541 Limber Lane	Neuse Crossing	1,668	3	2	1	\$178,500	
ACTIVE	3613 Hopper Street	Neuse Crossing	1,600	3	2	1	\$185,000	
CONTINGENT	3201 Forest Mill Circle	River Bluffs	1,879	3	2	1	\$199,900	
ACTIVE	7908 Old Mill Ridge Court	Neuse Crossing	1,989	4	2	1	\$202,500	
CLOSED	6637 Speight Circle	Evian at Neuse Crossing	2,168	4	2	1	\$205,000	\$203,000
CONTINGENT	3921 Hopper Street	Mitchell Mill	1,859	3	2	1	\$204,000	
CONTINGENT	3424 Ribcowski Court	Evian Heights	1,901	4	2	1	\$205,000	
ACTIVE	3609 Bretton Mill Drive	Mitchell Mill	2,139	3	2	1	\$209,900	
CLOSED	3702 Nicolyn Drive	Carlton Park	2,074	4	2	1	\$220,000	\$219,500
CLOSED	3408 Suncrest Village Lane	Suncrest Village	1,999	4	2	1	\$224,900	\$222,000
CONTINGENT	4101 Mangrove Drive	Forestville Farms	1,854	3	2	1	\$224,900	
ACTIVE	3548 Dewing Drive	Neuse Crossing	2,158	3	2	1	\$233,000	
CONTINGENT	3212 Duveneck Drive	Suncrest Village	2,000	3	2	1	\$234,900	
ACTIVE	3129 Suncrest Village Lane	Suncrest Village	2,215	4	2	1	\$257,000	

**All Information is from January 1, 2016—February 1, 2016**