



spring
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N AMY Shair's TRIANGLE NEWSLETTER

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The State of the Market Amid COVID-19

The Triangle area real estate market hit its spring stride starting in February. With the COVID-19 outbreak in March 2020, the market has hit a speed bump but is far from being at a standstill. Here are the facts as of March 24th:

- 1) Homes are still going on the market** – some sellers are temporarily stopping showings while they are forced to work from home, especially with young children, but many homeowners are still accommodating showings.
- 2) Homes are still getting multiple offers, especially if priced \$300,000 or less** – this is in all areas of the Triangle. We still have a shortage of inventory but plenty of buyers.
- 3) Most buyers and sellers are not canceling contracts** – the only exceptions are if buyers have temporarily lost their jobs or if buyers were planning on borrowing against their retirement accounts for their down payment
- 4) Inspections are taking place** - Although most inspectors are not allowing buyers to be present to comply with social distancing
- 5) New Home Construction has not stopped** – Sales offices are open but design centers are closed or operating with restrictions

NC has drafted an addendum that can be used to accommodate potential delays that may arise out of government mandated shutdowns, efforts at social distancing, and possible delays from banks, mortgage lenders, and real estate attorneys.

If you are thinking about buying or selling between now and June, call me to discuss your specific situation to be sure you are getting **local, timely information** and facts related to the 2020 real estate market. — Amy



Plan a Spring “Staycation”

Travel options may be limited this spring, but you don’t have to go anywhere to enjoy a fun and relaxing “staycation” with your partner or family. Pack up a nice lunch and grab a big blanket for a picnic in your favorite local park. Explore the street art scene of your local downtown area and pose for photos with statues or in front of murals. Pick a nearby trail or greenway that you haven’t explored before and check it out on foot or by bike. Go camping in your own backyard: pitch a tent and “rough it” for the night. Don’t let spring showers get in the way of your staycation—there is still plenty to do inside! Order some indulgent bath bombs and facemasks online and have a relaxing spa day. Take a culinary tour of the world by preparing a new dish from a different country each night. Perhaps the most indulgent staycation idea: unplug. No news, no devices, just good old fashioned quality time.

It’s time for your spring heating & air checkup!



919-500-0087

Spend Less Time Cooking

After the end of a long day, one of the last things many of us want to do is spend an hour or more in the kitchen making dinner. Use these tips to cut your cooking time so you can spend your evenings on other things:

Recipe plan. Spending an hour once a week to plan recipes for the next seven days can actually reduce your cooking time overall. Plan recipes that make use of similar ingredients, which brings us to the next step...

Meal prep. On the weekend, prep for upcoming meals by chopping, dicing and measuring ingredients to keep in your fridge for easy access. This is where utilizing the same ingredients can help. If you choose three recipes using broccoli or carrots, then you can prep everything in one go and stash them in the fridge until needed.

Enlist the family. On your meal prep day, enlist your whole family to help. This speeds things up and makes everyone feel involved in your home-cooked meals.

Double portions. If you and your family enjoy leftovers, double your recipe portions to enjoy the meal two nights later, or pack for lunch for the remainder of the week.

Crank up the crock pot. The crock pot is hugely popular for good reason. You can power it up before you head out for the day and return home to a hot meal. If you don't already own one, it may be worth the investment.



MARKET WATCH

Amid the concerns surrounding COVID-19, mortgage interest rates have been fluctuating along with the stock market. In the past few weeks, these fluctuations have resulted in some large drops in percentage rates that are worth noting. If you currently have a high percentage rate on your mortgage, or if you have an adjustable rate (ARM), now might be a good time to reach out to your lender regarding refinancing at a lower rate. Your mortgage professional can advise you on locking in your rate while percentages are low.



Tips for Patio Gardening

Container gardening in small-space patios can be fun and rewarding, producing healthy plants, flowers and veggies. Get started with these top 10 tips from Better Homes and Gardens:

Pick the pots. Most plants aren't fussy about the type of pot they grow in. All they want is enough space to spread their roots and a few good drainage holes to allow for drainage. Choose pots and containers in a variety of materials, such as terra-cotta, ceramic, wood, and plastic.

Choose the right soil. Fill containers with a good commercial potting soil, which should include some of the following: peat moss, compost, perlite, vermiculite and/or rotted manure.

Match light conditions. When selecting plants, read the tags before you make a purchase so that you know whether they grow best in sun or shade. Top annuals for sun include petunias, geraniums and verbena. Begonias and impatiens do well in shade. All vegetables and herbs need full sun.

Create a layered look. Create a varied landscape by planting "thrillers, fillers, and spillers": tall, showy plants, bushy medium-sized plants, and trailing, blooming plants.

Water often. Container plants need more frequent watering than those in a garden. Water whenever the soil surface feels dry to the touch. During hot, sunny periods, you may have to irrigate every day, especially hanging baskets.

Fertilize regularly. Some potting soils have slow-release fertilizer mixed in, but it's still a good idea to add a few drops of liquid fertilizer every time you water. Flowers and veggies, especially, will thrive with an extra dose of plant food.

Remove faded blooms. Annual and perennial flowers look better when old, faded blooms are removed. The process also encourages new growth.

Renew and replace. Even with excellent care, some annuals and perennials look tired by late summer. Remove them from the pot and pop in one or two replacements.



QUIZ QUESTION

Which NC city is known as the Furniture Capital of the World?

Be the first person to call in and provide the correct answer and you'll win a prize!

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Retro Colors are Making a Comeback

With Everything old is new again, and that goes for decorating with color. While the last decade in home décor has largely been defined by white and varying shades of beige and gray, today's designers are harking back to yesteryear with paint colors, furniture and even kitchen appliances.

Part art deco, part '50s suburban and part '60s mod, these awesome retro colors are fresh and refreshed to fit today's tastes, say the color mavens at Sherwin Williams, whose wall color faves this year include shades of pink, aqua and pale or mustard yellows with accents of slate or peppery coral—great ways to set off the stark white of baseboards, crown moldings and door frames. Big Chill, a retro appliance company launched just three years ago, is finding huge success with its growing line of refrigerators, stoves and dishwashers in pink, aqua, yellow and more that bring a spirit of nostalgia to today's kitchens, along with their high-tech efficiency. Small kitchen appliances from crockpots to mixers and toasters are now available in a wide range of bold and retro colors.

A roomful of these vintage colors can make you feel a little nostalgic, a little happier and a little more optimistic. What more could anyone ask for?