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N AMY Shair's TRIANGLE NEWSLETTER

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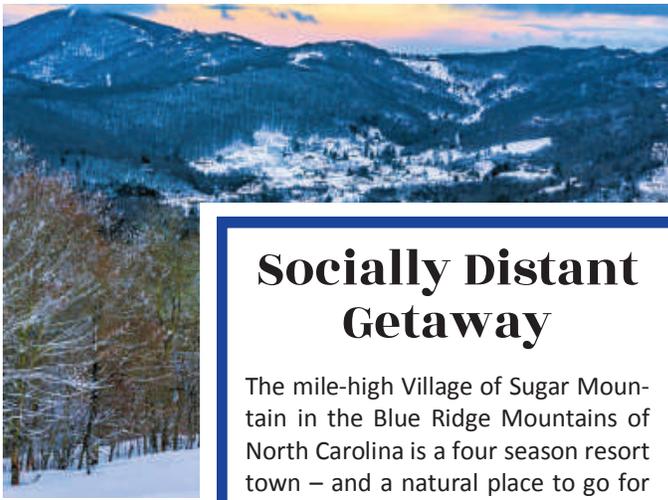
Amy's 25th Anniversary

"In December I celebrated my 25th anniversary with RE/MAX. I've actually been in the business longer than that (I started when I was just out of diapers) but this was my official anniversary. It's been inspiring to be reminded I still love what I do - helping people buy and sell homes. Part of that is negotiating and marketing, and then there is the most important part, listening. Listening to changes in the local real estate market, listening to what each client needs and listening to the new and ever-evolving business that is residential real estate.

Some of you have known me for most of my career and it's great to see how well you've aged. C'mon, we all know you look good for your age! And I've had the privilege of representing some of your family members in the purchase of a home in the last few years. (Thanks for only referring me to your nice, normal relatives) Some of you have moved away but happily have come back to NC, and others have been able to buy vacation homes along the coast, in the mountains, or at the lake. I also have loved helping you move within the area to lower your commute, buy a new home, get a bigger lot, or get a fresh start after a divorce.

I'm as excited as ever to "do my thing". It's not time for me to be complacent and to think I know it all, as happens too often when people get to a 25th anniversary. I will still treat every client the same, and I recognize that I'll learn something new every day. The elders in my personal and professional life who I respect continue to evolve and be open-minded, so I will follow their lead.

So, if you need anything real estate related - whether it's buying or selling a house or land, purchasing or building new construction, considering real estate investment or buying a vacation home, discussing a possible refinance, needing a real estate agent in another area of the US or just to figure out how you can get to retirement and stay in your current home, please reach out to me any time." — Amy



Socially Distant Getaway

The mile-high Village of Sugar Mountain in the Blue Ridge Mountains of North Carolina is a four season resort town – and a natural place to go for social distancing. During the autumn and winter months, visitors enjoy the brilliant fall foliage color show, winter snow sports, fresh mountain air, and plenty of space to explore outdoors. So we are a natural for a “safecation” with family and friends during the social distancing times of the Covid-19 pandemic.

Since they are surrounded by Pisgah National Forest, find some of the best trails and falls in the North Carolina mountains. Find three wineries in the area – Banner Elk, Grandfather and Linville Falls. Each has beautiful outdoor settings with local vintages to sample, often paired with live music. Since all the overnight accommodations on Sugar Mountain are rental homes and condos, you won’t find crowded resorts or chain hotels. Pick the style and size perfect for your dream getaway – from a cozy cabin for 2 to a big house for family gatherings. Many have balconies or porches with breathtaking views, so you may want to stay there the entire time. Explore the largest ski area and the largest vertical drop (1,200 feet) in the North Carolina Blue Ridge Mountains. Responsible winter fun for the entire family!

Pandemic-Related Housing and Design Trends

Home trends come and go, but social distancing and staying at home have ushered in a new way of life—and some of those changes have spurred home trends that are likely to stick around well past the COVID-19 era:

The Zoom room: A dedicated room or corner of your home that features an aesthetically pleasing background for your videoconference calls. Regular videoconferencing from home is a new reality, and it’s become increasingly common to see agents and sellers including Zoom rooms in listings as part of a home’s features.

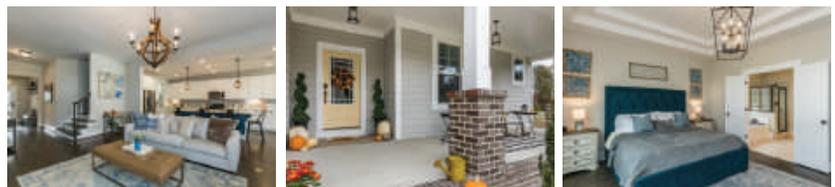
Clean and cozy design: During the pandemic, homeowners have been doing everything they can to create a cozy, simple, and comfortable vibe inside their homes. There is a focus on an open floorplan, lighter colors, and no clutter.

The backyard premium: It's no surprise that homebound owners are focusing more on backyard spaces. Some buyers are even willing to settle on a smaller house or a house in a less desirable area in order to have a large backyard where they can spend more time in the open air.



MARKET WATCH

The real estate market continues to move forward at a breakneck speed. We have continued to see low inventory for most of 2020 and new construction sales are continuing in all Triangle area cities and towns. Prices are increasing both in the urban areas and rural areas as multiple offers are common on resale properties and new home builders are not as negotiable as they were in the past. Low interest rates have been helping buyers increase their purchase price by giving them extra buying power. Needing representation is more important than ever to make sure your best interests are protected.



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7 Everyday Items You Shouldn't Throw Away

Before you head towards that garbage can, read about these household items that could be repurposed for a new use and save you some money down the road!

1. **Coffee Creamer Containers:** Before you spend money on fancy food containers to organize your pantry, cut the label off of your empty cream, wash, and use it to store dry goods with an easy-pour lid!
2. **Candle Jars:** Fill the jar with boiling water, pop the remaining wax out, and use the jar to hold Q-tips, hair ties, loose change, etc. You could even decorate them to hold gifts, potpourri, or small plants.
3. **Pickle Jars:** After soaking the label off, swish & shake some vinegar, baking soda, and water around in your jar to absorb the odor. Paint the lid and you have perfect canisters for dry goods, cotton balls, or for decoration!
4. **Toilet Paper Rolls:** Gift boxes can be so expensive. Instead of purchasing pillow boxes, fold in the ends of your cardboard rolls and wrap those!
5. **Wine Corks:** After your wine-down session at the end of a long day, don't toss that cork! Use wine corks to make fun coasters and trivets. All you need to do is cut the corks in half lengthwise and superglue them together side-by-side until they form a square!
6. **Broken Jewelry:** There might still be a use for your broken brooch, pendants, etc. Use pieces of old jewelry you love as knobs for drawers, decoration for keys, or use them like mosaic tiles to create unique artwork. This can be especially fun if the jewelry is a memory from a family member.
7. **Dish Soap Bottles:** This one requires the least amount of work, and can be useful for anyone who loves pancakes! Use the same technique as you did for the pickle jars to wash out your bottle, fill with batter, and you have a no-mess pancake dispenser. Create fun pancake shapes for the kiddos!



What is NC's most common nickname?

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

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Price List



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The "Best" Winter Sales Season In Years!

Selling a home in winter is often a slow process. Since many home buyers traditionally hunker down as the temperature drops, particularly during the holidays, home sellers with real estate on the market typically see fewer buyers and lower offers. That's your typical winter, but *this* winter is shaping up to be a whole different reality, even a hot seller's market. The coronavirus has changed real estate in a multitude of ways, and perhaps one of the biggest is the sea of buyers who put off buying during the first wave of the pandemic and are now slated to flood the market this winter. "Sellers will have the ball in their court so to speak, as there are more buyers than sellers," says Danielle Hale, chief economist at realtor.com®. COVID-19 has created a shaky economy, so you may think pricing your home on the low end is the way to go. But that's not the case. According to a realtor.com report, the national median home listing price jumped 11.1% in September compared with last year, reaching \$350,000, and price per square foot rose 13.9%. Today, buyers are keen to find a home that won't need a lot of work after they move in. As such, it behooves sellers more than ever to make small repairs and upgrades that will increase a home's value and justify a high offer. The pandemic has made many buyers leery of checking out homes in person unless they see one they truly love. The upshot for sellers? Your listing will really need to shine online—and one of the best ways to do this is by offering a virtual tour.