

# Nathan's Notes

*A quick take on local real estate news that cuts through the jargon and keeps you informed.*



## It's a HOT Seller's Market

Inventory remains very low. Average days on market remains low. List-to-sales price ratios remain high. Multiple offers are common. In short: If you're thinking of selling your home, now is the time to maximize your value and put it on the market.

## Appraisal Delays

Right now, I am seeing some delays with appraisals for government-backed loans (FHA, VA, USDA). Appraisers are backed up, and closings have been delayed by a few days to make sure all underwriting is returned.

## Humidity Woes

One of the most common issues coming up in home inspection reports right now is high crawl space moisture. Get out ahead of the game if you're a seller and mitigate it before listing. If you're a buyer, make sure you get a specialist to evaluate that during your due diligence period.

## Low Rates

Interest rates are at record lows — below three percent in some cases. If you're looking to buy, you could lock in at a great rate. Refinancing now might also be a move to consider.



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## 107 Tayside Street, Clayton, NC

Sold: July 10, 2020  
Days on Market: 8  
Represented: Seller  
Notes: Multiple offers and sold OVER asking price.

## 5328 Goldenglow Way, Raleigh, NC

Sold: June 29, 2020  
Days on Market: 10  
Represented: Buyer  
Notes: Negotiated \$1,200 in seller concessions.

## UNDER CONTRACT

## 4700 Willowtree Lane, Clayton, NC

Days on Market: 35  
Represented: Seller  
List Price: \$259,900.

## 4176 Meadowview Lane, Rocky Mount, NC

Days on Market: 12  
Represented: Buyer



*If you are thinking of buying or selling real estate, please reach out. I would be honored to earn your business and help you win.*

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