

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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