



March 25, 2016

Jason Sullivan, Planning Director
Planning Department
Chatham County
12 East Street
P.O. Box 1809
Pittsboro, NC 27312



RE: 30 Tody Goodwin Road Apex, NC 27502

Darin and Elizabeth Fridley are my clients and I listed their home for sale in October 2015. Based on all of the comparable sales in the market at the time, this home should have sold for around \$450,000. They were fortunate at the time that there was very little competition actively for sale, and we expected a quick sale.

What we did not expect was that the storage facility, being directly across the street, would have such a large, negative, impact on the opinion of value for almost all of the potential buyers who viewed their home.

We had consistently complimentary remarks about the design, curb appeal and condition of the home itself from those who came to view the home. The buyers were complimentary about the quality and the presentation of the home, however, when it came to actually receiving an offer to purchase the home – no one would. We had 41 showings of this home. That is way above the average. The house should have sold the first day it was on the market and had multiple offers.

Repeatedly throughout the many months this home was on the market, in verbal conversations I had with real estate agents who showed the property, and with the many people who attended our Open Houses, the issue of the storage facility across the street was brought up repeatedly and it became the sole reason buyers decided they were not interested in living in this home.

This is very unfortunate for Darin and Elizabeth Fridley because the presence of the storage facility has greatly devalued their property by \$50,000 - \$100,000. When you realize that a person's home is usually their largest investment, this is a major blow to their financial situation.

It would be an even greater financial detriment for the Fridley's for you to allow another storage facility to be built anywhere nearby. Please take this under advisement and do not allow another storage facility to be built on Beaver Creek Road.

Please feel free to contact me for any questions you might have.

Sincerely,

Donna Kleinert, NC Licensed Real Estate Broker