



MARKET UPDATE

A Publication of Lenda Goulding Real Estate

Neighborhood Insider

BROOKSTONE • CHARLESTON VILLAGE • CARPENTER VILLAGE • WESTPARK • CARY PARK • SOUTHBRIDGE

IS YOUR HOME READY FOR THE BIG DANCE?

Today's real estate market reminds me a bit of a middle school dance... boys and girls lining the gym, waiting to be asked to dance. It's a little stressful, to say the least!

Homes on the market are just like those nervous kids, wanting to be chosen (to be purchased, not to dance, of course, but you get my point.) The question is: how does a home go from wallflower to bell of the ball?

If your "house" shows up in a bad tuxedo with spinach in its teeth, it's going to take a while. Same goes for the house that looks great, but is bashful and stands behind its friends, letting them get all the

cleared out the clutter, spruced up the yard, and made necessary repairs up front) and done everything to stand out in the crowd (great marketing and exposure).

Price is the third critical component. Even if the house looks great, the best marketing will not sell an overpriced home. As a matter of fact, it can shut a home out of the running during the first three weeks — the most critical opportunity to sell your home at the best



real expert to list and get to the closing table in this market, and our track record speaks volumes. Our homes consistently sell for the best price and in the least amount of time. Why? Because we specialize in a handful of neighborhoods that we know very well.

We bring 14 years of knowhow and a great team working behind the scene to make this the most rewarding and profitable real estate experience you'll ever have. Call Lenda today at 653-2647.

Not only can we help you stage and market your home, but we can price it right so you can sell it quickly. It takes a real expert to list and get to the closing table in this market, and our track record speaks volumes.

attention. Your home has to stand out in the crowd if it's going to be noticed.

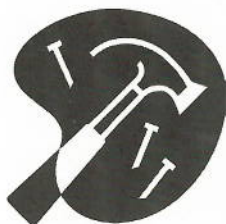
The best homes get chosen quickly because their sellers have dressed them appropriately (ie. updated the interior,

price. This is where the last component comes in: a great real estate team. That's us.

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Renovation Tip: Do You Need a Permit?

Major additions are rarely completed without a permit, but other projects—like adding a deck, irrigation system or finishing an attic or basement—can sometimes be completed without one.



Permitting is important because we cannot market any unpermitted space, and buyers will require permits to ensure improvements were done correctly. The Towns of Cary and Morrisville offer a process to secure retro permitting, which can be fairly painless, but more complicated projects may require them to punch holes in walls to inspect wiring, plumbing etc. It's even worse if structural improvements, such as stairs, were not designed and built according to code.

If you are planning a project and are unsure if it requires a permit, call 469-4043 (Cary) and 463-6180 (Morrisville).

Lenda

Market Update

☞ Twenty-two homes sold in your neighborhoods between January 1 and March 31: a typical sales volume for the first quarter of the year. Currently, 81 homes are on the market in your neighborhoods. The averages for this time frame are:

Averages	Brookstone	Charleston Village	Carpenter Village	Westpark/Parkcrest	Cary Park/Southbridge
Sq. Footage	2660	2032	3412	2833	3735
Selling Price	\$314,100	\$264,833	\$553,320	\$336,500	\$575,326
Price/Sq Ft	\$118	\$130	\$162	\$119	\$154
Sales price	98%	97%	98%	98%	100%
Days on Market	108	12	25	96	38

While you continue to read so many stories about the U.S. housing market slump, we are still selling. As we say, "Tough market? Not for us!"

Homes must, however, be in top shape. Once you list with us, two of our team members visit your home to offer suggestions that will enable you to sell your home quickly for top dollar. We may advise improvements such as new paint, new kitchen counters, re-positioning furniture,

and removing extra personal items to storage or a pod. Sellers who follow our advice are always pleased with the results.

Continue to check out our blog at www.caryareablog.com to get more information on real estate and living in our neighborhood. Call Lenda at LG Real Estate today at 653-2647 to learn more about selling your home.

Recent Sales

Address	Subdivision	Liv SqFt	YR Built	BR	FB	HB	List Price	Sales Price
403 Fryar Creek	Brookstone	2260	1999	3	2	1	\$299,900	\$299,900
205 Castlebury Creek	Brookstone	2650	1997	4	2	1	\$335,900	\$331,500
105 Park York	Brookstone	3389	1997	4	2	1	\$363,900	\$355,000
404 April Bloom	Carpenter Village	2706	2004	3	2	1	\$425,000	\$409,000
132 Barclay Valley	Carpenter Village	3428	2005	4	3	0	\$474,900	\$465,000
807 Dominion Hill	Carpenter Village	4712	2008	5	4	2	\$976,280	\$976,280
102 Brookbank Hill	Cary Park	3129	2005	5	2	1	\$434,900	\$431,500
319 Greenfield Knoll	Cary Park	3975	2005	4	4	1	\$525,025	\$512,500
120 Level Ridge	Cary Park	3986	2007	5	4	0	\$647,316	\$647,316
119 Level Plains	Cary Park	3850	2007	4	3	1	\$652,455	\$709,990
1915 Battlewood	Charleston Village	1495	1997	3	2	0	\$200,000	\$192,000
1901 Castleburg	Charleston Village	2088	1997	3	2	1	\$274,900	\$268,500
2443 Castleburg	Charleston Village	2514	2000	4	2	1	\$348,000	\$334,000
103 Parkbow	Westpark	2954	1994	4	2	1	\$337,900	\$333,000
202 Parkmeadow	Westpark	2713	1991	4	2	1	\$345,000	\$340,000

The above list is a sampling of recent neighborhood real estate activity. For a complete listing, visit www.LG-RealEstate.com.

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Client Commentary

When I first met Lenda, my impression was that she was a very professional, seasoned real estate pro. My wife and I engaged her to sell our Cary area home, and she definitely lived up to my expectations. Not only does she have a great "supporting cast" that handled the marketing and quickly arranged for some repairs, she also came through as a poised negotiator and ally when it came to writing a contract and getting us all to the closing table.

This was the fourth home we've sold, and in the past, I've worked with brokers who really tried to get me to bend one way or the other. Not Lenda. She gave me good advice, and then she respected my decisions. It was a positive experience working with Lenda, probably more so than any other realtor with which I've worked. She was every bit the professional she presented herself to be, and I would use her again without hesitation.

Allan Budlong

215 Walford Way, Cary Park



A beautiful, craftsman style home with Cary Park lake view! The entire home was professionally prepared, with new paint inside & out, refinished hardwoods, new carpet, a new granite-top island, new fixtures, and a refinished screen porch.

The wrap-around porch welcomes you to the glass front door and tile foyer. The study has a wall of bookshelves, and the formal dining room has beautiful paneling.

The kitchen has lots of counter space, a double-wall oven, an electric cook top, and a bar sink. The new granite-top island complements the solid surface counters. The family room, with its built-ins and fireplace, is an inviting place to relax. The master and three secondary bedrooms are on the second floor. Double doors open to the master suite, which has a lake view, his-and-her closets, and a large master bath. The large, second-floor bonus room is bright and cheery. An unfinished third floor and side-entry garage complete the home. Now reduced to \$625,000.

Distinctive Offerings



304 Bridgegate Drive Cary Park

Three-bedroom, 3.5-bath townhome
Gourmet kitchen, large family room, sunroom
Lower-level bonus with full bath
3186 square feet
Offered at \$339,900



303 April Bloom Carpenter Village

Four-bedroom, 3.5-bath Charleston-style home
Formals; upgraded kitchen cabinets and granite
Grand staircase, open family room
Bonus and unfinished third floor; 3725 sq. ft.
Offered at \$569,900



1103 Alden Bridge Cary Park

Four-bedrooms, 2.5 baths & bonus
First-floor hardwoods and two-story family room
Kitchen with oversized granite island
Master suite with sitting room
New sod and irrigation system
Offered at \$494,900

Calendar of Events

MAY 2-4, 9-11

Plant Delights Spring Open House **9241 Sauls Road, Raleigh**

Visit Tony Avant's garden, and see what bizarre plants can be grown in our area. It's a fun place to take the kids, and plants are available for purchase. For details, go to plantdelights.com

MAY 3-4

Art on The Haw River Wine Trail **Alamance and Guilford Counties**

Take this leisurely afternoon adventure with unequalled rewards! Visit four artisan wineries and tour artist studios at each location. Includes wine tasting, music, art/craft demonstrations, as well as art for sale. Saturday, 10 a.m.-6 p.m., Sunday, 12 p.m.-6 p.m. For details, call 336-570-1444.

MAY 3

Peak Fest **Downtown Apex**

Celebrate the "Peak of Good Living" in downtown Apex. This annual event features a KidsZone, artists and crafters, festival food, international fare, local talent, and family entertainment. The week of activities includes a golf tournament, athletic contests, barbecues, and shopping specials. Festival day begins with a pancake breakfast in the historic Salem Street Fire Station. For more info, call 249-3402 or visit apexnc.org.

MAY 17-18

Artsposure **Moore Square, Downtown Raleigh**

One of North Carolina's most acclaimed outdoor arts festivals, Artsposure features more than 250 visual and performing artists, plus a kids' section. Free admission. For details, go to artsposure.org.

APRIL-LATE NOVEMBER

Cary Downtown Farmers Market **Amtrak Station Parking Lot, Downtown Cary**

Open-air market featuring locally grown fresh fruits and in-season produce. Tuesdays, 3 p.m.-6 p.m. and Saturdays, 8 a.m.-12:30 p.m.

YEAR ROUND

Town of Cary Dog Park **Godbold Park, Cary**

Located on N.W. Maynard near its intersection with Chapel Hill Rd., Cary's one-acre dog park provides a place for dogs to run free, safely, and legally without a leash. Annual or day passes are available at any Cary community center. Proof of vaccinations and a Cary Pet ID tag required. Open from 7 a.m.-10 p.m. daily. For more info, call 469-4064.

SPRING/SUMMER

Duke Lemur Center **Duke Forest, Durham**

Spring is a great time to visit the Duke Lemur Center! The collection encompasses 15 species, along with lorises from India and Southeast Asia and bushbabies from Africa. To arrange a visit, call 489-3364. Tours are often booked two weeks in advance, so call early.

NEW! ONGOING

"Explore the Wild" Exhibit **Museum of Life & Science, Durham**

A lush, six-acre woodland habitat and thriving wetland site where you can walk in the steps of a wildlife biologist, using field cameras and remote sensing devices to study native black bears, endangered red wolves, and exotic lemurs. For hours, directions, and ticket info, go to ncmls.org.

ONGOING

Carolina Railhawks **WakeMed Soccer Park, Cary**

World-class soccer is right here at home with the Carolina Railhawks. Men's and women's games run now through September. Go to carolinarailhawks.com for match and ticket information.



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