



MARKET UPDATE

A Publication of Lenda Goulding Real Estate

Neighborhood Insider

• PRESTON •

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

Fourteen Preston homes sold between January 1 and March 31.

This is a typical sales volume for the first quarter of the year. The averages for this time frame are:

Averages: Preston Home Sales	
Square Footage	3234
Sales Price	\$541,850
Sales Price to List Price	97%
Days on Market	43
Price per Square Foot	\$167

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 be in top shape, however, to sell in today's market. 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.

Check out our blog at www.caryareablog.com to get weekly updates 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
100 Kirkeenan Cir.	Kelton	2884	2001	3	2	2	\$299,900	\$292,000
115 High Country Dr.	Preston Highlands	2083	1988	3	2	1	\$315,000	\$308,000
114 Halpen Dr.	Preston Crossing	2400	1993	3	2	1	\$344,900	\$344,900
105 Grey Horse Run	Preston Highlands	2530	1989	3	2	1	\$364,900	\$354,000
111 Preston Pines Dr.	Preston Pines	2784	1991	4	2	1	\$399,900	\$395,000
747 Crabtree Crossing	Preston Falls Villas	1850	1990	2	2	1	\$419,900	\$403,000
100 Turquoise Creek	Preston Trace	3635	1993	4	2	1	\$429,900	\$425,000
203 Firetree Ln.	Preston Crossing	3348	1993	4	2	1	\$499,900	\$474,000
105 Benwell Ct.	Preston Village	3213	1998	4	2	1	\$495,000	\$480,000
306 Clearport Dr.	Preston Village	3234	1999	4	3	1	\$495,000	\$490,000
103 Rosaler Ct.	Preston Village	3322	1999	4	3	1	\$599,900	\$592,000
109 Truehart Way	Preston Grande	4279	1998	4	3	1	\$760,000	\$740,000
303 Hogan's Valley Way	Preston Links	3950	1998	4	3	0	\$849,900	\$795,000
309 Hogan's Valley Way	Preston Links	4093	2000	5	4	0	\$799,900	\$785,000
110 Balsamwood Ct.	Preston Fairways	4561	1989	5	3	1	\$1,050,000	\$1,000,000

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 New Londondale Drive



This Preston home's curb appeal will immediately spark your interest with its appealing color scheme and landscaped yard. Just wait until you see the stunning backyard, with multi-level deck and stocked koi pond!

This four-bedroom, 2.5-bath home has a warm, open floor plan with neutral paint colors. A two-story foyer welcomes you with hardwoods. The large formal living room is bright, relaxing, and leads to a private office.

The formal dining room opens into the two-story family room, which features a gas-log fireplace with a unique mantle. The kitchen was recently updated with granite and new stainless Electrolux Icon appliances. The extras continue on the first floor with two butler's pantries. A first-floor laundry room with a chute serves double-duty as a mud room.

The second floor master suite with sitting room has a cathedral ceiling and large bath with a walk-in closet. Three additional bedrooms have plenty of space and storage. One bedroom accesses a spacious third floor loft. Offered at \$484,900.

Distinctive Offerings



104 Burlingame Way

Four-bedroom, brick-front w/ side-entry garage
First-floor hardwoods; warm, neutral colors
Second-floor bonus; third-floor finished
multi-purpose room
Offered at \$474,900



105 Balsamwood Court

Lovely, two-story executive home
Great investment opportunity
Call us to discuss professional design ideas to make
this home perfect for you!
Offered at \$749,900, plus \$25K decorator allowance



206 Firetree Lane

Open family room, high ceilings
Neutral paint colors
Coming on the market very soon
Watch for our sign!

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 unequaled 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 artsplosure.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 Lemurs 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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