



MARKET UPDATE

A Publication of Lenda Goulding Real Estate

Neighborhood Insider

PRESTON

YOU'RE UNDER CONTRACT - WHAT'S NEXT?

2009 is over! And, like many of you, we are hopeful for a strong real estate decade beginning in 2010.

Here at LG Real Estate, we have noticed a significant upswing in our activity level starting in December. Our showings have increased, our phones are ringing, and we placed 3 homes under contract in the last 2 weeks of January. Let's say one of the homes we placed under contract was yours... what's next?

“the money to complete the repairs identified by an inspector needs to be part of your budget from day 1”

First, typically within 7 days of signing the contract, inspections will be set up. These inspections are most often for the home, for radon, and for pests. If the NC licensed inspector has reason to question what he observes with the HVAC units, the structural integrity, or the rest of the house, other professionals

can be scheduled by the buyers to give an opinion.

Next, you as the seller normally wait 7 to 10 days for the inspections to be completed. Then, together we review the inspection report and a list of requested repairs. In today's market, you need to be prepared to do the majority, if not all, of the listed items. In many cases, the buyers request that the repair work be done by a NC licensed general contractor. Our team has great relationships with many contractors / vendors in the area and we can always make suggestions of people who have a proven track record with us.

Once the agreed repairs are complete, we substantiate the work by sharing the receipts with the buyer's agent. Then, the buyer's agent will normally schedule a time for the buyers to "walkthru" the home and visually look at the repaired areas. The buyer's walkthru can include a reinspection of the agreed upon repairs by the hired inspector. This walkthru helps the buyers feel confident



about their purchase. That is why, at this stage, you as a seller can feel a great sense of relief knowing that all the repair work was completed by a quality vendor.

If I can share one tidbit of advice, it is that the money to complete the repairs identified by an inspector needs to be part of your budget from day 1. A pre-inspection prior to marketing your home is an excellent idea. My team and I will work diligently with you through this part of the process. It's our job to sell your home and to guide and support you through the inspections and repairs so that your "under contract" home is now a "sold" home.



Cooking with Matt Goulding

My son Matt Goulding, just coauthored his latest book in the "Eat This, Not That" series. On December 29, "Cook This, Not That! Kitchen Survival Guide" was released in stores. We are excited that Matt will be holding a book signing at the Barnes & Noble Maynard Road location on April 18 at 4pm. All the recipes are short, use simple, readily available ingredients and have photos. Each recipe is a healthy home version of something you may eat at a restaurant chain that is surprisingly full of calories or fat. My team has been busy making many of the recipes at home for their families. A few favorites are Grilled Fish Tacos, Grilled Caesar Salad and Scrambled Eggs with Salmon.

Market Update

➤ Fifteen Preston homes sold between October 1st and February 1st, 2010. Sales have continued to remain slow as most of the media continues to report. However, with the extended tax credit and the reduced list prices of homes, we are seeing the most traffic in the marketplace since September. We are excited about the increased activity and confident that the year 2010 will bring new hope and opportunity for all.

Currently, six Preston homes are under contract, and 49 homes are actively on the market for sale.

We are ready for your call. You may be interested in selling your home or looking to buy a larger home, a smaller home or an investment. If you want to know more

about a specific property, call Lenda today at 653-2647.

Preston Averages

Square Footage: 3238

Selling Price: \$447,625

Sales Price to List Price: 93%

Days on Market: 114

Price Per Sq Ft: \$136

Recent Sales

Address	Subdivision	Liv SqFt	YR Built	BR	FB	HB	List Price	Sales Price
105 Cumberland Green Drive	Preston Point	2253	1988	3	2	1	\$279,900↓	\$268,000
132 Prestonian Place	Preston Grande Villas	2600	2000	3	2	1	\$282,000	\$270,000
106 Grey Horse Drive	Preston Highlands	3177	1992	4	3	1	\$369,900↓	\$330,000
202 Firetree Lane	Preston Crossing	2500	1993	4	2	1	\$359,900	\$348,000
215 New Londondale Drive	Preston Ponds	3194	1991	4	2	1	\$429,900	\$405,000
111 Draymore Way	Preston Village	3011	1994	4	2	1	\$479,500↓	\$445,000
612 Preston Village Way	Preston Village	3857	1997	4	3	1	\$535,000↓	\$478,500
801 Preston Village Way	Preston Village	3237	2003	4	3	1	\$550,000↓	\$525,000
107 Vista Rose Court	Preston Vistas	3606	2001	5	2	1	\$579,000↓	\$540,000
100 Reinhold Lane	Preston Arbor	3585	1994	4	3	1	\$625,000	\$555,000
274 Hogans Valley Way	Preston Links	3985	1999	4	4	1	\$599,000↓	\$560,000
101 Preston Grande Way	Preston Grande Villas	3851	2001	4	3	1	\$694,900	\$647,000
1189 Crabtree Crossing Parkway	Preston Crabtree Crsg	7429	2005	5	6	2	\$2,800,000	\$2,620,000

Client Commentary

The two operative words that describe Lenda and her team are “professional” and “caring”. The sale of our house was complicated by the fact that the closing involved several simultaneous transactions on the selling and buying side. There were multiple inspections and closings, all happening on the same day. Lenda and her team did a terrific job coordinating all the moving pieces in a calm and professional manner. They led us through the transaction and really knew what they were doing. It is very apparent that Lenda and her team care very much for their clients and always have your best interest at heart. Lenda was recommended to us by friends who had been extremely happy with their experience and we were not disappointed. I would highly recommend Lenda to anyone looking for a realtor in this area.

- C. Broms

FEATURED LISTING: 1173 Crabtree Crossing Parkway



Set back from the road, this stately executive Prestonwood Country Club home sits on 1.2 acres on the 4th green of the Highlands course. Distinguished pillars highlight the all brick exterior of this estate home, with 5 car garage, finished basement, and room to expand. Curb appeal and location are just the beginning.

- Formals with heaving molding, curved main staircase, soaring ceilings
- Gourmet kitchen with granite, stainless appliances, breakfast bar seating & warm American cherry hardwoods
- Large second floor master including private sitting room with fireplace and balcony
- Full basement boasts media room, bar kitchen, bright playroom, patio & hot tub, exercise room, full bath including dry sauna, and unfinished storage
- Extensive audio system with individual room control
- Home Offered at \$1,850,000.

Distinctive Offerings



309 Ridge Creek Drive

- 5-bedroom, 3.5-bath home, 3616 sq. feet
- Fresh paint, open floor plan
- Hardwoods 1st floor, full basement
- Flat golf course lot, two-car garage
- Offered at \$549,900



903 Crabtree Crossing Parkway

- Warm & neutral, 3-bedroom, 3.5-bath villa
- Kitchen w/ granite & cherry, baths remodeled in '08
- Private courtyard, golf course views
- 2 car garage, 2494 sq ft
- Offered at \$625,000



148 Grande Drive

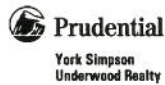
- 3-bedroom, 2.5-bath
- All brick townhome, end location
- 1st floor Master, hardwoods, new carpet
- 2 car garage, 2272 sq ft, screen porch
- Offered at \$299,900



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Visit us on the Web – www.LG-RealEstate.com

Calendar of Events

ONGOING

Wachovia IMAX Theatre at the Marbles Kids Museum Downtown Raleigh

Check out Avatar, Van Gogh: Brush with Genius and Alice in Wonderland: An IMAX 3D experience coming soon. For more info call 919.882.IMAX or www.imaxraleigh.org. Get your tickets ahead of time as many shows sell out.

Triangle Rock Club Indoor Rock Climbing + Fitness - Morrisville

The area's premiere indoor rock climbing center and gym. The new, state-of-the-art facility offers both lead and top rope climbing, bouldering and a comprehensive fitness center. See www.trianglerockclub.com.

Monday-Friday: 12 p.m. – 10 p.m.
Saturday: 10 a.m. – 10 p.m.
Sunday: 12 p.m. – 7 p.m.

North Carolina State Flea Market NC State Fairgrounds, Raleigh

Dealers and craftsmen offering great bargains every weekend, indoors and out. For info, call 821-7400.

DPAC, the new Durham Performing Arts Center, will host An Evening with Celebrity Chef Series, featuring Paula Deen and Family, Tyler Florence and The Neely's. This will be the first ever Triangle appearance of the Celebrity Chefs Tour. An exciting 2010 season for a variety of events and concerts is already scheduled. See www.dpacnc.com for more info.

Juniper Level Botanical Garden Open Houses at Plants Delight Nursery, Raleigh

Come find out why keen gardeners from around the world plan their vacations to include a visit to Plant Delights Nursery. See for yourself why Plant Delights has been featured in 19 different magazines and numerous television shows. www.plantsdelight.com.

Winter 2010

Friday, February 26 8am-5pm
Saturday, February 27 8am-5pm
Friday, March 5 8am-5pm
Saturday, March 6 8am-5pm

Spring 2010

Friday, April 30 8am-5pm

Cary Dog Park

2050 Northwest Maynard Road - Cary
The Town of Cary's first dog park provides a place for dog owners to let their pets run free safely and legally without a leash. The park is approximately one acre and located adjacent to Godbold Park. Annual memberships & day passes available. For info, www.townofcary.org.

FEBRUARY 24-28

RBC Center, Raleigh

Enjoy the Ringling Bros. Barnum & Bailey Circus – fun for the entire family. More info at www.rbccenter.com.

MARCH 27 (raindate MARCH 28)

19th Annual Easter Egg Hunt Bond Park, Cary

10 a.m. and 1:30 p.m. Children ages 10 and younger are invited to participate in the Town of Cary's 19th annual Easter Egg Hunt. The Egg Hunt features 3 hunt areas, each for a different age group. In order to better accommodate the large crowds - and for those who would rather "sleep in" - an afternoon hunt is scheduled. Bring your own basket and come early for good parking!