



MARKET UPDATE

A Publication of Lenda Goulding Real Estate

Neighborhood Insider

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

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

➤ The following chart highlights the sales activity for your neighborhoods between October 1st and January 25th, 2010. The key piece of data is that we had more sales in the last 3 months of 2009 in the majority of your neighborhoods than in the previous 9 months of 2009.

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.

If you are considering buying or selling your home, please give Lenda a call at 919-653-2647.

Averages	Brookstone	Charleston Village	Carpenter Village	Westpark	Cary Park
Sq Footage	2914	2490	2632	2767	4217
Selling Price	\$325,500	\$265,000	\$306,000	\$313,600	\$526,013
Sales Price/Sq Foot	\$112	\$106	\$116	\$114	\$125
DOM	41	207	85	42	145
# of Resales on Market	5	3	17	2	12
Pending	1	1	1	0	3
# Sales since 10/1/09	5	1	5	5	19

Recent Sales

Address	Subdivision	Liv SqFt	YR Built	BR	FB	HB	List Price	Sales Price
101 Janey Brook Court	Brookstone	2710	1998	4	2	1	\$299,900↓	\$270,000
104 Forest Brook Drive	Brookstone	3280	1995	5	3	1	\$400,000	\$393,500
211 Joseph Pond Lane	Brookstone	3677	1998	4	3	1	\$415,000	\$410,000
503 Potomac Grove Place	Carpenter Village	2639	2000	3	2	1	\$334,900	\$310,000
507 Carpenter Town Lane	Carpenter Village	2577	1999	3	2	1	\$319,500	\$315,000
411 April Bloom Lane	Carpenter Village	2808	2004	4	3	0	\$384,500	\$370,000
128 Barclay Valley Drive	Carpenter Village	3808	2003	4	3	1	\$399,900↓	\$390,000
2017 Catskill Court	Charleston Village	2490	2001	4	2	1	\$279,900↓	\$265,000
310 Birdwood Court	Cary Park	4240	2000	4	3	1	\$499,900	\$460,000
1009 Alden Bridge Drive	Cary Park	4288	2005	5	3	1	\$514,900	\$499,000
504 Frontgate Drive	Cary Park	4474	2003	5	4	1	\$525,000↓	\$503,000
401 Troycott Place	Cary Park	4465	2003	4	4	2	\$639,900	\$610,000
101 Parkwhisper Court	Westpark	3253	1993	5	3	1	\$320,000↓	\$306,000
102 Parkspring Court	Westpark	2656	1991	4	2	1	\$317,000	\$311,000
104 ParkRise Court	Westpark	2700	1993	4	2	1	\$350,000	\$330,000

↓: Arrows indicate change in list price before sale. The above is a sampling of recent real estate activity in your neighborhoods. ** Information deemed RELIABLE but not GUARANTEED **
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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: 408 April Bloom - Carpenter Village



NEW ON THE MARKET! Lovely 2 story custom home with wrap around porch that just welcomes you. Inside the front door, the living room/dining room combination features plantation shutters, coffered ceilings and hardwoods. The kitchen boasts lots of honey stained cabinets, granite with an island and pendant lighting. The adjoining family room is spacious and has lots of windows that overlook the private backyard with extra large deck. The Master bedroom and three secondary bedrooms are all located on the second floor. The third floor highlights long window seats, a full bath and plenty of space for entertainment or a home office.

Offered at \$469,900.

Distinctive Offerings



235 Waterford Lake Drive- Cary Park

- 3-bedroom, 2.5-bath all brick condo
- Open floor plan, 3rd floor with views
- Gourmet kitchen w/ stainless and granite
- Relaxing neutrals, hardwoods & carpet
- **Offered at \$209,900**



306 April Bloom- Carpenter Village

- 4-bedroom, 3.5-bath with amazing decor
- Kitchen with granite & warm woods
- 2nd floor bonus and loft perfect for office
- Peaceful screened porch & pergola covered patio
- **Offered at \$449,900**



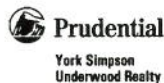
Nearby... 125 Old Savannah- Savannah

- 4-bedroom, 3.5-bath home, 3197 sq. feet
- Warm decor, open floor plan, granite in kitchen
- Hardwoods & carpet, 3rd floor bonus
- Flat lot, detached two-car garage with storage
- **Offered at \$349,900**



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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!