



MARKET UPDATE

A Publication of Lenda Goulding Real Estate

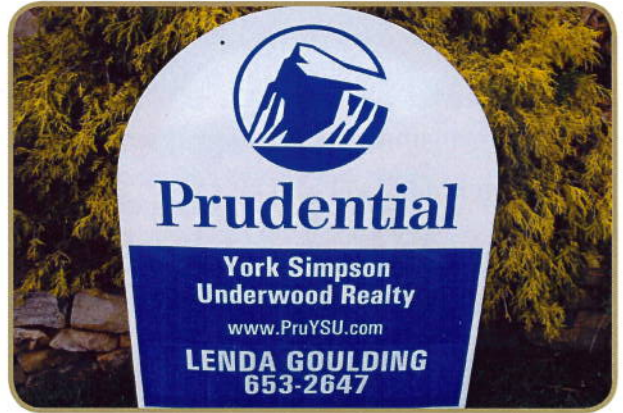
Neighborhood Insider

PRESTON

CHOOSING US AS YOUR REALTOR JUST GOT BETTER

LG Real Estate—where we deliver distinctive service and exceptional results always—just got better. In December 2008, Homeservices of America, Inc., a Berkshire Hathaway affiliate, acquired York Simpson Underwood and merged it with Prudential Carolinas Realty's Triangle operations. The new company is called Prudential York Simpson Underwood Realty, or PruYsu Realty.

Real Estate and PruYsu, you will receive greater visibility and market clout when buying or selling a home. In addition, with more than 87 percent of buyers starting their search online, the new company offers the region's easiest property search engine. You can begin your search and find homes at either LG-RealEstate.com or PruYsu.com.



The strength of our combined company makes us better by offering industry-leading technology tools for homebuyers and sellers, comprehensive marketing and advertising, and one of the nation's leading corporate relocation networks to benefit both buyers and sellers.

“Our local, hands-on, distinctive service approach is still very much the same.”

WE ARE STILL THE SAME, ONLY BETTER

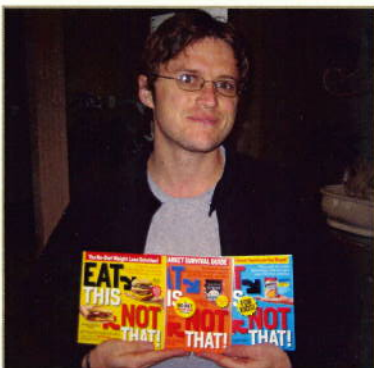
LG Real Estate is a company within a company.

HOW OUR NEW AFFILIATION BENEFITS YOU, OUR CLIENT

The combined company, Prudential York Simpson Underwood, doubles our market share in the Triangle. PruYsu is #1 in active listings in the Triangle, with more than 1300 current listings. As a client of LG

We still have our same convenient location at Preston Walk shopping center across from Panera Bread and next to My Gym. We have our same strong team to support you when you are buying or selling a home. Our local, hands-on, distinctive service approach is still very much the same.

To find out what's really happening in today's Real Estate Market, Call Lenda today at the same number as always: 653-2647.



Matt Goulding

“Eat This, Not That”

I am proud of each of my four adult sons, but I'm particularly excited about my son Matt Goulding's latest accomplishment: co-authoring his third book—“Eat This, Not That! Supermarket Survival Guide”—with David Zinczenko. David is the editor-in-chief at Men's Health magazine, and my son is the food and nutrition editor.

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Market Update

☞ With only 11 closed listings in Preston between December 1 and March 3, we are feeling the effects of a national recession combined with an added element: over development.

I predict that it will take at least three years to strike a healthy inventory again, and while the market will remain in a relatively depressed state, resale properties are gaining renewed interest, especially if they are in well-established neighborhoods like Preston. While new houses are nice, buyers tend to be leery of neighborhoods that have a lot of vacant lots or half-built homes. Re-sales may not appreciate in value again for at least two years, but the allure of established neighborhood settings and really low interest rates create a favorable environment in which to sell. Re-sales won't see any real appreciation, but if priced, decorated and staged properly, they will sell.

If you're thinking about putting your home on the market, there is really no reason to wait, because the longer you do, the more expensive it will be to get an older home ready for market for basically the same selling price. Plus, you can take advantage of the great selection of homes and favorable interest rates, too!

We consistently sell more homes in the area than any other realtor. Give me a call and we can discuss your real estate needs over a cup of coffee at Panera's. My number is 653-2647.

Preston Averages

Square Footage: 3031
Selling Price: \$481,218
Sales Price to List Price: 95%
Days on Market: 87
Price Per Sq Ft: \$168

Recent Sales

Address	Subdivision	Liv SqFt	YR Built	BR	FB	HB	List Price	Sales Price
100 Crystlewood Court	Preston	3678	1999	4	3	0	\$600,000	\$570,000
204 Preston Pines Drive	Preston	1747	1994	3	2	1	\$300,000	\$300,000
107 Halpen Drive	Preston	2564	1993	4	2	1	\$300,000	\$298,500
301 Lippershey Court	Preston	2650	1994	4	2	1	\$312,000	\$304,000
101 Parmalee Court	Preston	3810	2001	4	4	1	\$550,000	\$537,500
602 Preston Village Way	Preston	4194	2000	4	3	1	\$649,000	\$620,000
901 Crabtree Crossing Parkway	Preston	2664	1998	3	3	1	\$610,000	\$565,000
105 Chariot Court	Preston	3059	1997	4	2	1	\$519,900	\$492,500
923 Crabtree Crossing Parkway	Preston	2560	1999	3	3	1	\$625,000	\$580,000
123 Goldenthal Court	Preston	3551	1997	4	3	1	\$569,900	\$536,000
111 Frehold Court	Preston	2865	1999	4	2	1	\$514,900	\$489,900

Client Commentary

"In this market, you need experience, knowledge, a great attitude, and business savvy - LG Real Estate is all that and a bag of chips! The sale of my house took less than a month, thanks to Lenda and team. A great experience from start to finish. I highly recommend them to anyone and everyone who asks".

- K. Weems, Cary

FEATURED LISTING:

102 Centerville



A Preston gem awaits you with a nicely landscaped yard and beautiful leaded glass front door. The formal dining room features hardwood floors, a vaulted ceiling, chair rail, and Palladian window. The first-floor hardwood floors continue through the first floor of the house. The kitchen has been updated to include granite countertops, warm tile backsplash with tile accents, Bosch dishwasher, new premium grade cabinetry and pantry. The breakfast nook opens to the family room, both sharing a cathedral ceiling. French doors take you to a screened in porch, a large deck and wooded buffer.

The first-floor master awaits you with warm hardwoods, cathedral ceiling and two walk-in closets. The remodeled master bath includes tile floor, walk-in, oversized tile shower enclosure, double sink, granite counters, and premium grade cabinetry.

The second floor includes two secondary bedrooms with large closet space, a hall-full bath with tile floor, and a step-down bonus with Palladian window, closet storage and separate access to the hall bath. The first-floor laundry room takes you to the two-car garage, which includes cabinet storage. Now offered at \$284,900.

Distinctive Offerings



119 Trellingwood Drive

- 6-bedroom, 6.5 bath custom home
- Gourmet kitchen, open family room, formals
- Basement with rec room, 2nd kitchen, fitness
- 6413 square feet
- Offered at \$1,575,000



104 Kazmann Court

- 4-bedroom, 4.5 bath lovely landscaped home
- Master on 1st floor, sec bedrooms & loft on 2nd
- Basement with full bath, lots of storage
- 3915 square feet, buyer's warranty included
- Offered at \$699,900



927 Crabtree Crossing

- 2-bedroom town home in desirable Petra
- Stunning golf course views from both levels
- Open floor plan, fireplace & large patio
- 2400 square feet
- Now offered at \$500,000

Calendar of Events

MARCH–SEPTEMBER

**Umstead State Park
Raleigh/Cary**

Boating, bridle trails, tent/trailer camping, and cycling. Park hours are 8 a.m.–8 p.m.

APRIL 4

**Cary Road Race
Koka Booth Amphitheatre at Regency Park,
Cary**

Five- and ten-K races, plus a one-mile fun run. For details, go to townofcary.org.

APRIL 4

**18TH Annual Easter Egg Hunt
Bond Park, Cary**

The Egg Hunt features three hunt areas for age groups <3, 4-6, and 7-10, with two sessions starting at 10 a.m. and 1:30 p.m. For details, go to townofcary.org.

APRIL 9—SUMMER

**Durham Bulls Baseball
Downtown Durham**

Opening night is April 9. Go to durhambulls.com for the home-game schedule and tickets.

APRIL 14–19

**Legally Blonde: The Musical
The New Durham Arts Center, Downtown
Durham**

After turning Broadway and MTV hot pink, this Feel-Good Song and Dance Juggernaut (New York Magazine) is The Best New Musical Around! For tickets, call 919-680-ARTS.

APRIL 25

**Spring Daze Arts & Crafts Festival
Bond Park, Cary**

Vendors and activities in a wonderful outdoor setting. 9 a.m.–5 p.m. For information, go to townofcary.org.

MAY 1—SUMMER

**First Fridays
Downtown Raleigh**

A fun-filled introduction to Raleigh's exciting art, music and dining scene. Enjoy a free self-guided tour of local art galleries, art studios, museums, retail, restaurants and alternative art venues. Look for the First Friday Flags to easily locate participating venues. A detailed map/guide will be available at each location. Pick up your very own copy for FREE for easy event navigation. For details, go to godowntownraleigh.com <<http://www.godowntownraleigh.com>>.

SPRING

**Juniper Level Botanical Garden at Plants
Delight Nursery
Raleigh**

Display gardens filled with treasures that you won't find anywhere else, plus an array of perennials to satisfy even the most jaded gardener. For visitation hours, go to plantdelights.com.

YEAR ROUND

**North Carolina State Flea Market
N.C. State Fairgrounds, Raleigh**

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

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“Eat This, Not That”

The book is their third in the “Eat This, Not That!” series. According to the back cover, it's a simple, illustrated guide to thousands of foods coupled with nutrition secrets that can help you lose weight. Some interesting items that are highlighted are:

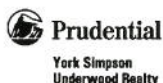
- A cup of Quaker 100% Natural Granola Oats, Honey and Raisins contains more calories than eight chicken wings
- Choosing regular bacon is better for you than turkey bacon
- Choosing Rice Krispies Treats over Nutri-Grain Cereal bars will cut your sugar and calories in half

If you get a chance, pick up a copy of the book or check it out at the library. It's a real treat!



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