



MARKET UPDATE

A Publication of Lenda Goulding Real Estate

Neighborhood Insider

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

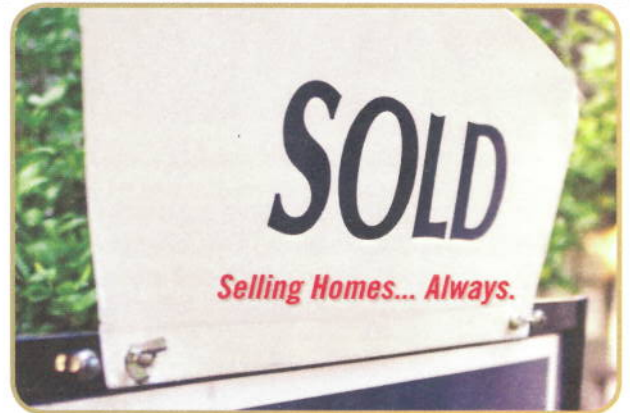
CHOOSE LG REAL ESTATE, YOUR EXPERT IN TOUGH TIMES

Remember the first time you ever hosted your family for Thanksgiving Dinner?

Perhaps you poured over the cookbooks, looking for the perfect recipes. And unless you are a born Rachel Ray, Paula Dean, or Martha Stewart-type, you probably found yourself on the phone with your mother, grandmother, or a favorite aunt, who calmed your fears, mailed you her tried-and-true recipes, and offered to just bring the turkey herself, as well as come an hour

you have an expert like LG Real Estate working with you.

Homes that are priced right, staged correctly, and presented in top condition do sell. Sure, they don't sell as quickly as they did when the market was hot, but they do sell. As a matter of fact, homes that are priced right in this area sell within an average of 55 days*.



strong relationships with the professionals whose involvement is critical to getting homes to the closing table.

As we approach the holiday season, remember that we do have a lot for which to be thankful. While the economy is uncertain, we are blessed to live in an area that is doing much, much better than other parts of the country. Choose the right real-estate team—LG Real Estate—and we promise: you'll be thankful you did.

** See our Market Update for more details on today's market.*

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or so early to make sure everything was ready when the guests arrived.

Many things in life are just plain easier—and better—when you rely on others around you who are experts at what they do. And when it comes to real estate, it's more important than ever to make sure

Homes that don't sell are lacking in one or more of these areas, and buyers pick up on the discrepancy immediately, especially in this worrisome economy. We truly are in uncharted territory. Sellers are facing difficulty with appraising and passing inspections because lenders are cautious, and nervous buyers will use the least excuse to back out.

We are the experts in the area we serve, and our distinctive services give you an advantage in the market place. We also have

Play our Cary Trivia Quiz; Win an Autographed Book!

How well do you know Cary?

Test your knowledge below, and you could win one of 4 copies of “Eat This, Not That for Kids,” autographed by one of the authors, Matt Goulding (my son). Matt, a health and nutrition writer for Men's Health magazine co-authored this book which was recently featured on the Oprah Show. This book is geared toward parents who want to make healthy food choices for their children...

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LG Real Estate Team

Market Update

Forty-five homes in your neighborhoods sold between July 1 and October 27. Despite the down market, our team successfully closed 17 Cary homes in August and September. We were busy, busy, busy!

And now, it is quieter. The media has helped create fear and concern, but that doesn't mean it isn't a good time to buy or sell. For example, a recent N&O article painted a bleak picture, to which Stacey Anfindsen, a local, long-time real-estate appraiser, took issue. His response included these observations.

The Good

- Third quarter closings were the 6th highest in history
- The current eight-month supply is lower than the current national supply of 11 months
- The average house price appreciation is superior to state and national rates
- The average re-sale sales price +6%, average overall sales price +8%, average list price +2%
- Houses priced correctly have sold in an average of 55 days

The Bad

- Overall, inventory grew 7%, making two consecutive months of less than 10% growth
- Withdrawn listings in September increased 2% compared to last year

The Ugly

- Twenty-nine consecutive months of inventory growth, and 20 consecutive months of lower pending sales
- Sixty-three percent of all price points have an oversupply of housing product
- Expired listings as of September were 227% higher than a year ago

We believe that Stacey offers a balanced and accurate view of our market, and while it is not optimal, it is much stronger than other areas of the country. This is why accurate pricing, preparation, and staging at the onset of a potential sale is critical to overcoming the external factors affecting our market. We are the pricing and staging experts. Call us today at 653-2647.

Averages	Brookstone	Charleston Village	Carpenter Village	Westpark	Cary Park
Sq. Footage	2778	2050	2915	2709	3909
Selling Price	\$338,984	\$274,900	\$377,900	\$334,000	\$618,278
Price/Sq Ft	\$122	\$134	\$130	\$123	\$158
Sales Price to List Price	98%	98%	97%	97%	99%
DOM	57	43	85	49	53

Recent Sales

Address	Subdivision	Liv SqFt	YR Built	BR	FB	HB	List Price	Sales Price
105 Brook Fryar Street	Brookstone	2131	1995	4	2	1	\$249,900	\$245,000
105 Spindle Creek Court	Brookstone	2700	1997	4	2	1	\$347,900	\$345,000
103 Downing Forest Place	Brookstone	3207	1998	4	2	1	\$372,500	\$358,888
2025 Catskill Court	Charleston Village	1645	2000	3	2	1	\$244,900	\$240,000
1914 Battlewood Road	Charleston Village	1905	1998	3	2	1	\$259,900	\$249,900
1909 Housatonic Court	Charleston Village	2050	2001	3	2	1	\$275,000	\$275,000
108 White Bloom Lane	Carpenter Village	3085	1999	4	3	1	\$415,000	\$400,000
108 Rozelle Valley Lane	Carpenter Village	3358	2002	4	2	1	\$399,900	\$395,000
132 Hamilton Hedge Place	Carpenter Village	3507	2001	4	4	1	\$469,900	\$457,500
102 Park York Lane	Westpark	2441	1995	4	2	1	\$328,900	\$324,000
101 Parkroyale Lane	Westpark	2748	1998	4	2	1	\$339,900	\$325,000
111 Parkarbor Lane	Westpark	3100	1991	4	2	1	\$364,000	\$362,000
215 Walford Way	Cary Park	3606	2001	4	3	1	\$549,900	\$525,000
204 Walford Way	Cary Park	3856	2007	5	4	1	\$980,900	\$998,827
931 Alden Bridge Drive	Cary Park	3304	2004	4	3	1	\$614,900	\$602,500

Client Commentary

Our experience with Lenda and her team was phenomenal. Lenda and her team made a very stressful experience of moving to a new city actually enjoyable. Lenda initially spent a great deal of time talking with us to learn about our family and our situation to best understand exactly what we were looking for.

Once she understood what we were looking for, she showed us only those houses that met our needs. If I could sum up the experience, I would say Lenda's primary focus was finding us the right home in the right neighborhood that was perfect for us. The sale was completely secondary, which was a pleasant surprise and something we have not experienced frequently in the Real Estate industry. Once we found the right home, Lenda acted on our behalf to make sure every detail from the inspection to the survey to the decoration to the closing was handled flawlessly. That was where Lenda's team assisted and answered every question we had in an extremely timely fashion and handled every detail.

Her team was amazing and helped throughout the entire process. I have already recommended Lenda and her team to two of my friends who are moving to the area.

~John Minicucci

FEATURED LISTING: 103 Douty Court—Southbridge/Cary Park



A fabulous home on an increasingly hard-to-find private lot! This 5-bedroom, 4.5-bath home has a landscaped yard, brick front, soaring two-story entrance way and 3-car, side-entry garage. The large foyer welcomes you with hardwoods into the formal dining and living rooms. The kitchen was designed with a cook's needs in mind. The two-story family room is just off of the kitchen, with a fireplace and beautiful built-ins. A first-floor bedroom and full bath is perfect for guests.

The second floor features three additional bedrooms. The master suite is complete with a private adjoining office, large master bath with his-and-hers' closets, and a private exercise room. The third floor is also finished as a bonus room with wet bar and built-ins.

This home has a four-zone irrigation system and security system.
Offered at \$739,900.

Distinctive Offerings



522 Alden Bridge Drive

- Three bedrooms plus bonus, 2 ½ baths
- First floor hardwoods; open floor plan
- Kitchen w/ cherry cabinets and stainless appliances
- Second floor master suite, two-car garage
- Offered at \$299,900



303 April Bloom Carpenter Village

- Four bedroom, 3.5 bath
- Open family room, formals; bonus
- Large unfinished 3rd floor, side-entry garage
- Offered at \$549,000



215 Walford Cary Park

- 3600 square feet, lake views
- New paint inside/out, new carpet
- Many craftsman details throughout
- Offered at \$545,000

Calendar of Events

NOVEMBER 20 – 23

A Carolina Christmas Show
Raleigh Convention Center, Downtown Raleigh
Beautiful gifts and decorations for your home.
For ticket prices and times, go to
www.carolinachristmas.com.

DECEMBER 4

Off-Leash Dog Park for a Day
North Cary Park, Cary
Calling all dogs (and responsible owners) who like to run wild! Bring your proof of vaccination and \$5 per dog (limit 2 per person age 14 and up) and enjoy a few hours of socialization with other dogs and pet owners. For details, go to www.carydogparkclub.org.

DECEMBER 6

Raleigh Jingle Bell Run/Walk
Saint Mary's School, Raleigh
5K competitive run, 5K recreational run/walk, 1-mile fun run/walk, reindeer dash (10 years and under). www.jinglebellrunraleigh.kintera.org

DECEMBER 6, 13 and 20

Santa's Trolley
Downtown Raleigh
Join Santa on the Raleigh Trolley as he searches for one of his missing elves. Riders will enjoy a tour of Raleigh with Santa as their guide. Tickets are \$10; reservations required.
Call 919-857-4364.

DECEMBER 13

Trilogy's Annual Christmas Extravaganza
at Pittsboro General Store
39 W. Street, Pittsboro
Dine at the newly expanded Pittsboro General Store! 8:30 – 11 p.m. Kid Friendly.
www.thegeneralstorecafe.com

DECEMBER 13

Cary Jaycees Christmas Parade
Downtown Cary
Downtown Cary, between Martin Architectural Products at 511 East Chatham Street and the old Cary Elementary School at the intersection of South Academy Street and Kildaire Farm Road. Begins at 2 p.m. www.caryjaycees.org

DECEMBER 20

Raleigh Ringers
Meymandi Concert Hall
Progress Energy Center for the Performing Arts, Downtown Raleigh
3 p.m. and 7 p.m. concerts. Early bird tickets available through Nov. 28. www.rr.org

SATURDAYS

A Southern Season
University Mall
201 S. Estes Drive, Chapel Hill
Visit on Saturdays for samples galore and neat gifts. Check out their cooking class schedule, wine nights, and in-store events.
www.southernseason.com

Continued from front ►

How well do you know Cary?

Just answer the questions below and email your response to iacrowder@ysuhomes.com by November 30. The winners will be announced on our blog, www.caryareablog.com.

- 1) Cary straddles which two counties?
- 2) Cary was originally called by another name. What is it?
- 3) Cary is named after a) a former Ohio congressman and prohibitionist or b) a prominent area physician.
- 4) True or False: Cary is the largest town in North Carolina.
- 5) Frank Page is credited with founding Cary. Name three other jobs he held in town.
- 6) What was the first planned unit development in Cary?



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