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YOUR PROPERTY UPDATE REPORT
For Hampsted Heath

Selling in the present environment requires accurate pricing. If you start out with a price too high, you may have just added a significant level of difficulty to the process.

During the first couple of weeks listed, you should see a flurry of activity with buyers' agents coming to preview your home so they can sell it to their clients. Fewer agents will preview your home when it is overpriced. If your home is dramatically above market, agents will ignore your home thinking you're not a serious seller. Their time might be better spent previewing homes that are priced realistically.

If you start out with a high sales price, then drop it later -- your home is "old news." You will never be able to recapture that flurry of initial activity you would have had with a more accurate price.

Even if you successfully sell at an above market price, your buyer will need a mortgage and the mortgage lender will require an appraisal. If comparable sales for the last six months and current market conditions do not support your sales price, the house won't appraise. Your deal falls apart. Of course, you can always attempt to renegotiate the price, but only if the buyer is willing to listen. Your house could go "back on the market."

Knowing your local market is key in pricing your home right. As your local real estate experts, we are familiar with the market and what is taking place in your neighborhood. Our team approach has been proven so successful that The Raines Group was recently included on *The Wall Street Journal's* annual list of the **Top 100 Teams by Sales Volume** (out of 1.2 million Realtors)! We are the the only real estate team in Ohio with this distinction. You can count on The Raines Group to get real results!

Sandy Ron

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P.S. The current selection of Featured Best Buys is included. If you see anything of interest or know someone looking to buy -- please call or share this information with them.

A Network of Leading Real Estate Companies Built on Family, Innovation and Results
 If your property is currently listed with another real estate broker, this is not a solicitation of that listing.



Property Update Report by Sandy Raines and Ron Cadieux

For more information, please call (614) 418-7417

The report summarizes listings sold, as well as active/pending listings for Hampsted Heath and/or other properties considered to represent good pricing comparables. Listings summarized in the following table are based on information from the Columbus Board of Realtors and/or other MLS services.

Properties sold were not all listed by Real Living HER and were listed by various MLS participating offices. Please note that For Sale By Owner properties are excluded because they often do not represent the full value of what they could sell for when properly priced and exposed to a greater number of qualified buyers through a professional real estate agent.

Listings SOLD between 12/9/08 and 6/9/09 are shown in more detail below as they represent the best indication of change in property values. Please note that if the same sold property appears more than once, it is because it is listed in more than one MLS service.

<u>Sold Date</u>		Bedrms + F Baths + H Baths	Year Blt/Est SF	List Price	Sold Price	% Diff List vs. Sold Price	Days On Market
03/31/09	Hampsted Green; 5194 Marks Ct	4 + 2 + 1	1997 / 2583	\$239,900	\$247,400	3.1%	243
03/06/09	Hampsted Green; 5146 Marks Ct	4 + 4 + 1	1997 / 3109	\$399,000	\$370,000	-7.3%	144
12/18/08	Hampsted Heath; 4940 Brooksvie Cir	5 + 4 + 1	2002 / 4744	\$592,500	\$555,000	-6.3%	797
05/29/09	Hampsted Village; 5158 Settlement Dr	4 + 2 + 1	1999 / 3361	\$364,900	\$332,000	-9.0%	119
05/14/09	Hampsted Village; 7159 Brooks Close	4 + 2 + 1	1997 / 2803	\$335,000	\$335,000	0.0%	28
03/18/09	Hampsted Village; 4913 Heath Gate Dr	4 + 3 + 1	1996 / 2329	\$266,999	\$258,000	-3.4%	32
01/14/09	Hampsted Village; 7361 Tottenham Pl	3 + 2 + 1	1995 / 2364	\$289,900	\$272,000	-6.2%	436
12/24/08	Hampsted Village; 5068 Turner Close	3 + 2 + 1	1996 / 2270	\$289,900	\$281,250	-3.0%	243
12/23/08	Hampsted Village; 5279 Hanover Close	3 + 2 + 1	2002 / 2566	\$269,000	\$240,000	-10.8%	161
12/19/08	Hampsted Village; 6855 Bishops Wood Dr	3 + 2 + 1	1999 / 2689	\$279,900	\$272,250	-2.7%	225
12/11/08	Hampsted Village; 4877 Sloane Pl	3 + 2 + 2	1994 / 3600	\$317,700	\$307,000	-3.4%	8
Averages:				\$331,336	\$315,445	-4.8%	221

<u>Summary</u>	6 Months of Sold MLS Listings From:		Difference vs. Year Ago	<u>Listings Currently FOR SALE</u>	
	12/9/08 to 6/9/09	12/9/07 to 6/9/08		<u>Actives</u>	<u>Pendings</u>
Hampsted Green	2	8	-6	4	2
Hampsted Heath	1	6	-5	8	-
Hampsted Village	8	12	-4	16	3
Average Property Price:	\$315,445	\$359,912	-12.4%	\$373,929	

Featured Best Buys

The following featured Real Estate listings represent a variety of properties available through Real Living HER across a range of pricing and locations to meet a variety of Real Estate needs.

If you would like to see your property featured here or you know someone who is looking to buy, please call Sandy Raines and Ron Cadieux at (614) 418-7417.

<u>Property Address</u>	<u>Type</u>	<u>Bedrms + F Baths + H Baths</u>	<u>List Price</u>	<u>Reasons These Listings are Considered a Best Buy</u>
The Preserve; 4453 Cohagen Crossing Drive	Home	4 + 2 + 1	\$279,900	Lovely home with 2-story foyer; 9-ft ceilings; 1st floor den; huge bonus rm over garage; corner lot.
Hampsted Green; 6791 Headwater Trail	Home	3 + 2 + 1	\$279,900	Gorgeous Showcase "Chiswell" home! 2-story great room w/ fireplace; huge bonus room. Move-in ready!
Jefferson Meadows; 848 Poppy Hills Drive	Condo	2 + 3 + 1	\$299,900	Stunning condo is move-in ready! 1st floor owner's suite; loft; wooded views; screened porch; more!
Kitsmillers Crossing; 7164 Northmont Court	Home	4 + 3 + 1	\$388,000	Beautiful home on corner lot w/stamped concrete patio. 9' ceilings; granite kitchen; finished LL!
New Albany Country Club; 3763 Prestwould Close	Home	4 + 2 + 2	\$399,000	A rare find! Wonderfully maintained brick home on quiet cul-de-sac w/more than \$60K in upgrades!
New Albany Links; 6915 Margarum Bend	Home	4 + 2 + 1	\$399,995	Wonderful 5-level split close to club house & pool! Gourmet kitchen; media room in lower level.
Hampsted Village; 7362 Hampsted Square N	Home	4 + 2 + 2	\$404,900	Lovely all brick home backs to woods! New carpet, roof, deck w/Pergola; finished lower level; more!
Kitsmillers Crossing; 2466 Keltonhurst Drive	Home	3 + 2 + 1	\$412,900	Exceptional ranch by Duffy Homes offers first floor den; private owner's suite; private lot; more!
New Albany Country Club; 7570 N Goodrich Square	Home	3 + 2 + 1	\$429,900	Fantastic NACC Cape Cod on private wooded lot! 1st flr owner's suite; gourmet kitchen; den; fin LL.
New Albany Links; 6873 New Albany Links Drive	Home	5 + 3 + 1	\$454,900	Terrific home w/2-story entry; great room; inviting den w/custom built-ins; screened porch.
New Albany Links; 7230 Talanth Place	Home	4 + 2 + 1	\$479,900	Immaculate M/I Home. Upgrades throughout! Open floor plan; large rooms; golf course views. Like new!
River Forest; 5178 River Forest Road	Home	3 + 3 + 2	\$479,900	What a find! Granite & marble counters; finished LL; outdoor retreat w/in-ground pool & cabana!
Hampsted Heath; 7375 Tumblebrook Drive	Home	5 + 4 + 1	\$479,900	Radiant home w/wonderful floor plan; two-story entry; granite & cherry kitchen; fireplace.
Hampsted Heath; 7202 Tumblebrook Drive	Home	4 + 2 + 1	\$523,000	Immaculate Showcase home! Private, wooded yard w/stream. Open floor plan; bonus room; 3-car garage!
New Albany Country Club; 4536 Ashton Green Drive	Home	3 + 3 + 2	\$569,000	Exceptional location w/amazing views of the NACC golf course! 1st floor owner's suite; fin LL; more!
New Albany Country Club; 7378 N Lambton Green	Lot	N/A	\$569,900	Gorgeous 1.15 acre corner lot across from Lambton Park. Plenty of room to build your dream home!
New Albany Country Club; 7325 Southfield Road	Home	4 + 5 + 1	\$668,900	Great location overlooking golf course; open floor plan; 1st floor owner's retreat; stunning entry!
New Albany Country Club; 4123 E Sudbrook Square	Home	4 + 4 + 2	\$719,000	Stunning home! 1st floor den w/French doors, grand kitchen; fin lower level w/fireplace & full bath!
New Albany Country Club; 3570 S Drayton Hall	Home	6 + 5 + 1	\$725,000	Beautiful NACC home w/HardiePlank siding; 3-zone heating & A/C; tankless water heater; fin LL.
New Albany Country Club; 4561 Neiswander Square	Home	6 + 6 + 1	\$749,900	Gorgeous brick home w/quality details throughout! Gourmet kitchen; 4 fireplaces; dramatic stairway.

The accuracy of information in this report is dependent on aforementioned MLS system(s) for time periods specified, and cannot be guaranteed. Some listings may have been marketed previously under a different listing agreement (these are not reflected in Days on Market). This report is a useful source for estimating property values, particularly when taking into account items such as location, property/lot size, architectural style and property condition. Report is protected by U.S. Patent #7,076,448 by RSP-USA, Inc. For a professional market analysis, please call Sandy Raines and Ron Cadieux.

Property Update Report by Sandy Raines and Ron Cadieux

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The report summarizes listings sold, as well as active/pending listings for New Albany Links. Listings summarized in the following table are based on information from the Columbus Board of Realtors and/or other MLS services.

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05/30/09	7437 New Albany Links Dr	4 + 3 + 1	2008 / 3829	\$599,900	\$575,000	-4.2%	302
05/13/09	7229 Talanth Pl	4 + 3 + 2	2008 / 4000	\$534,900	\$555,666	3.9%	197
04/30/09	7445 Skarlocken Green	4 + 3 + 1	2008 / 3837	\$449,900	\$446,265	-0.8%	258
04/16/09	7259 Talanth Pl	4 + 3 + 1	2008 / 3850	\$498,940	\$477,878	-4.2%	443
03/31/09	7375 Stone Gate Dr	4 + 4 + 1	2008 / 4000	\$500,000	\$500,119	0.0%	91
03/20/09	7360 Britts Bend	4 + 3 + 1	2008 / 3900	\$579,900	\$558,653	-3.7%	80
03/09/09	7209 Talanth Pl	4 + 3 + 1	2008 / 3678	\$439,900	\$439,900	0.0%	245
02/27/09	8770 Belworth Sq	4 + 2 + 2	2003 / 3341	\$417,900	\$360,000	-13.9%	163
12/19/08	7190 Sumption Dr	4 + 3 + 2	2003 / 3398	\$399,900	\$382,500	-4.4%	15
12/15/08	7052 Cunningham Dr	4 + 3 + 1	2003 / 3538	\$449,000	\$435,000	-3.1%	70
12/15/08	6905 Margarum Bend	5 + 4 + 1	2006 / 4399	\$459,900	\$435,500	-5.3%	121
Averages:				\$484,558	\$469,680	-3.1%	180

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	12/9/08 to 6/9/09	12/9/07 to 6/9/08		<u>Actives</u>	<u>Pendings</u>
New Albany Links	11	13	-2	43	4
Average Property Price:	\$469,680	\$382,254	22.9%	\$406,952	