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**YOUR PROPERTY UPDATE REPORT**  
*For Hampsted Heath*

If you're thinking of selling your home in the current market, we have several tips to help maximize the final sale price and get your home sold quickly. While many factors come into play with finding the right buyer at the right time, there are several things you can do to help put the odds in your favor.

- **Select Internet-friendly pricing** More than 80% of home buyers begin their real estate searches online. Most real estate sites filter the prices in \$25,000 to \$50,000 increments. While a creative price of \$555,777 may grab attention, buyers who set their search maximum filter at \$550,000 will exclude it. Additionally, prices ending in 000 (such as \$500,000) tend to sell at a larger discount than homes ending in 500 (such as \$499,500).

- **Price it right** Buyers today are looking for a bargain. The only thing that matters is what a buyer is willing to pay. If a home is priced below the competition, you could receive multiple offers that will drive up the price to full market value.

- **Occupy or stage your home** The Raines Group has a professional home stager who will make suggestions so your home appeals to more buyers. If your home is presented in the best possible way, it will attract more positive attention and a higher price. A 2007 HomeGain Survey of 2,000 real estate agents nationwide found that the average return from using a professional home stager is 343%.

Call the #1 Real Estate team in Ohio and the team ranked 75th in the nation by the Wall Street Journal and LORE magazine! Whether you are buying or selling a home, put our team to work for you.

*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 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 2/13/09 and 8/13/09 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 <u>+ H Baths</u>	<u>Year Blt/Est SF</u>	<u>List Price</u>	<u>Sold Price</u>	<u>% Diff</u> List vs. <u>Sold Price</u>	<u>Days</u> On <u>Market</u>
06/23/09	Hampsted Green; 6818 Addenbrook Blvd	4 + 2 + 1	1997 / 2279	\$249,900	\$227,500	-9.0%	426
06/22/09	Hampsted Green; 6757 Upper Brook Way	4 + 2 + 1	1997 / 2852	\$299,900	\$293,000	-2.3%	156
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
08/07/09	7419 Hampsted Sq S	4 + 3 + 1	2000 / 3836	\$357,900	\$345,000	-3.6%	49
07/31/09	Hampsted Village; 4893 Meadway Dr	4 + 2 + 1	1996 / 3110	\$319,000	\$303,000	-5.0%	55
07/31/09	7276 Halcyon Pl	5 + 3 + 1	1995 / 3146	\$395,000	\$375,000	-5.1%	74
07/31/09	Hampsted Village; 5208 Sugar Run Dr	3 + 2 + 1	1997 / 2747	\$305,000	\$286,000	-6.2%	198
07/29/09	Hampsted Village; 4958 Heath Gate Dr	4 + 2 + 1	1995 / 2560	\$269,000	\$255,000	-5.2%	123
07/02/09	Hampsted Village; 5142 Abbotsbury Ct	4 + 2 + 1	1997 / 3300	\$359,000	\$339,500	-5.4%	74
06/30/09	Hampsted Village; 5255 Hanover Close	4 + 3 + 1	2000 / 3546	\$319,900	\$310,000	-3.1%	95
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
<b>Averages:</b>				<b>\$320,029</b>	<b>\$305,457</b>	<b>-4.6%</b>	<b>130</b>

<u>Summary</u>	<u>6 Months of Sold MLS Listings From:</u>		<u>Difference</u> vs. Year Ago	<u>Listings Currently FOR SALE</u>	
	<u>2/13/09 to 8/13/09</u>	<u>2/13/08 to 8/13/08</u>		<u>Actives</u>	<u>Pendings</u>
Hampsted Green	4	9	-5	2	2
Hampsted Heath	0	4	-4	7	1
Hampsted Village	10	16	-6	10	7
<b>Average Property Price:</b>	<b>\$305,457</b>	<b>\$357,576</b>	<b>-14.6%</b>	<b>\$390,305</b>	

## 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>
New Albany Country Club; 7570 N Goodrich Square	Home	3 + 2 + 1	\$399,900	Fantastic Cape Cod home on private wooded lot; open floor plan w/ gourmet granite kitchen; den.
Hampsted Heath; 7375 Tumblebrook Drive	Home	5 + 4 + 1	\$399,900	Radiant home w/ wonderful floor plan; two-story entry; granite & cherry kitchen; fireplace.
New Albany Links; 7230 Talanth Place	Home	4 + 2 + 1	\$449,900	Immaculate M/I home. Upgrades throughout! Open floor plan; large rooms; golf course views. Like new!
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 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.
New Albany Country Club; 7378 N Lambton Green	Lot	N/A	\$569,900	Gorgeous 1.15 acre corner lot facing the park! Plenty of room to build your dream home!
New Albany Country Club; 3562 Willow Grove	Home	4 + 4 + 1	\$599,900	Wonderful home sited on wooded lot w/ open floor plan; chef's kitchen w/ island; study; lower level.
New Albany Country Club; 4561 Neiswander Square	Home	6 + 6 + 1	\$699,900	Gorgeous brick home w/ quality details throughout! Gourmet kitchen; 4 fireplaces; dramatic stairway.
New Albany Country Club; 3570 S Drayton Hall	Home	6 + 5 + 1	\$709,900	Splendid home offers 3-zone HVAC; hrdwd floors; in-law suite; fin LL; fenced yard.
New Albany Country Club; 7747 Sutton Place	Home	6 + 5 + 1	\$899,000	Remarkable luxury home offers amazing granite kitchen; breakfast room; 2-story great room & more.
New Albany Country Club; 4037 Redford Court	Home	5 + 4 + 1	\$919,000	Beautiful home; fabulous lot; master suite offers spa-like bath; chef's kitchen w/ granite; 4 frpls.
3720 Hyatts Road	Home	5 + 4 + 1	\$995,000	Two-story executive estate home on 7 acres! Wonderful pool house; in-ground pool & putting green!
Jefferson Meadows; 1641 Oxbow Drive	Home	6 + 4 + 4	\$1,100,000	French-style home on amazing golf course lot! Chestnut flrs; 12' ceilings; 3 FP's; owner's terrace.
5622 Clark State Road	Home	4 + 3 + 1	\$1,295,000	Amazing one-of-a kind home on private 9.22 acres plus 6.5 acres of pasture easement; 5 stall stable.
New Albany Country Club; 7376 Milton Court	Home	4 + 5 + 2	\$1,298,950	Gorgeous home w/ stunning woodwork throughout! Library w/ frplc & built-ins; finished LL w/ bar.
The Reserve at New Albany; 7871 Calverton Square	Home	6 + 5 + 2	\$1,299,000	Alluring custom-built palace! Chef's kitchen; 2-story great room; plush & private owner's retreat.

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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08/05/09	6915 Margarum Bend	4 + 2 + 1	2004 / 3896	\$399,995	\$385,000	-3.7%	103
08/03/09	7320 Stone Gate Dr	4 + 3 + 1	2005 / 4054	\$469,900	\$459,400	-2.2%	84
07/30/09	6960 Cunningham Dr	4 + 2 + 1	2002 / 3187	\$269,900	\$270,000	0.0%	765
07/24/09	6991 Cunningham Dr	4 + 3 + 1	2002 / 3132	\$449,900	\$412,500	-8.3%	408
07/23/09	7427 New Albany Links	4 + 3 + 1	2008 / 3444	\$579,900	\$535,000	-7.7%	426
07/17/09	6895 Margarum Bend	4 + 2 + 1	2006 / 3093	\$384,900	\$368,000	-4.4%	152
07/14/09	7002 Cunningham Dr	4 + 3 + 0	2002 / 3472	\$309,900	\$283,000	-8.7%	17
07/10/09	8910 Gilg St	4 + 3 + 1	2006 / 3481	\$399,900	\$385,000	-3.7%	204
06/30/09	5652 Jersey Dr	3 + 2 + 1	2004 / 1908	\$239,900	\$220,000	-8.3%	113
06/09/09	8770 Belworth Sq	4 + 2 + 2	2003 / 3341	\$399,900	\$370,000	-7.5%	100
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
<b>Averages:</b>				<b>\$440,302</b>	<b>\$422,299</b>	<b>-4.1%</b>	<b>231</b>

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New Albany Links	18	19	-1	31	4
<b>Average Property Price:</b>	<b>\$422,299</b>	<b>\$352,759</b>	<b>19.7%</b>	<b>\$412,240</b>	