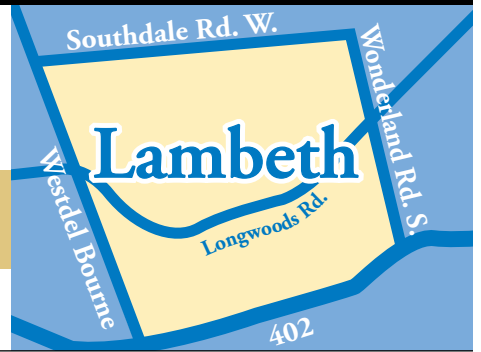


Lambeth market report

JUNE 2009



Matt Santagapita
Sales Representative

April Home Sales Improve

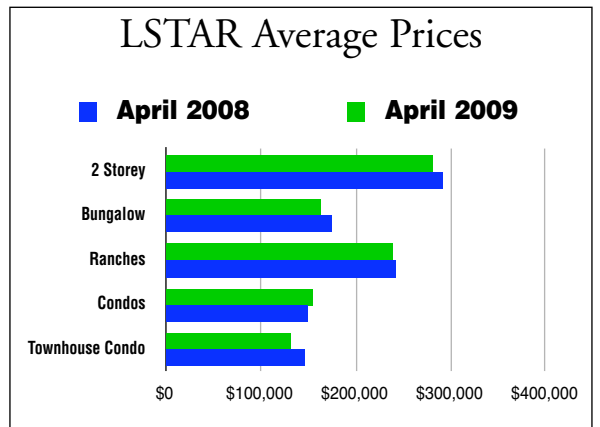
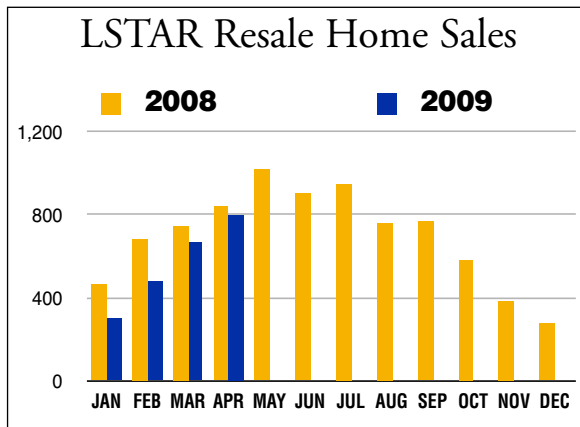
There were, 804 homes sold in April 2009 in the jurisdiction of the London and St. Thomas Association of REALTORS®, including 666 detached homes and 138 condos. Year to date, 1,840 detached homes and 414 condos have been sold.

April sales have increased by 20% over March, which is great news, especially in a tougher economy. We have now seen detached home sales move from being down 35% in January, down 30% in February, down 7.2% in March, and now they are up by 1.8% in

April. The federal government incentives announced in the last budget, including the increase in the maximum withdrawal allowed under the Home Buyers' Plan to \$25,000, and the First Time Buyer Tax Credit, have

certainly influenced April's sales.

The average residential price is also improving. "Year-to-date for April 2009, the total residential average price was \$207,591. (Source: London St. Thomas Association of REALTORS®)



Don't Over Improve Your House Before You Sell

If you're considering selling your house, you might be tempted to sink some money into home improvements. After all, gleaming new hardwood floors or a stunning wrap-around deck will make your property sell a lot faster, and for more money. And you'll more than recover your

investment with the higher selling price. Right? Maybe not. While those types of upgrades will certainly make your house more attractive to potential buyers – and may nudge the selling price up a little – you may not recoup all of your costs.

That's why major home improvements should be done for your own personal enjoyment, not as a tactic for preparing your property for sale.

So what types of upgrades do make sense?

The good news is that the home improvement projects that are most likely to help sell your house are also the cheapest to implement. If you're planning on selling your house, consider doing the following:

- Paint
- Remove stains
- De-clutter
- Improve lighting
- Make repairs
- Trim hedges
- Plant flowers

Want more ideas for preparing your house for sale? Call today.

To sell your house for the
BEST MARKET PRICE in
the shortest time
Call...



Matt Santagapita

Sales Representative

Office: 519.672.9880

Direct: 519.318.7543

www.buyinlondon.ca

Words of Wisdom

"Goodwill is the one and only asset that competition cannot undersell or destroy."

Marshall Field

"Everyone has an invisible sign hanging from their neck saying 'Make me feel important.' Never forget this message when working with people."

Mary Kay



Lambeth Community Corner

Summer is here and it's the ideal time to explore houses currently on the market. Even if you're not considering making a move this year, you might still want to do some "window shopping". After all, you never know when the perfect home, in a great neighbourhood, at just the right price, will become available.

If you have any questions, while you're looking around, don't hesitate to give me a call. You won't be pressured to list or buy. That's not my style! I'll just do my best to provide you with the answers you need.

All the best,
Matt Santagapita

FOR SALE

813 Silversmith St.

Don't miss this 1639 sq. ft. attached bungalow located in Oakridge Crossing. 2 + 1 Bed, 3 Full Baths, open concept main floor with cathedral ceiling, backing onto green space.




FOR SALE

6588 Beattie St.

This bright and spacious 2 story home features 3 bedrooms, 3.5 baths, ensuite and walk-in closet. Finished lower level with wet bar, great for entertaining. Beautifully landscaped corner lot. \$289,900.





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Corp. Office: 6505 A. Mississauga Rd., Mississauga, ON L5N 1A6

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