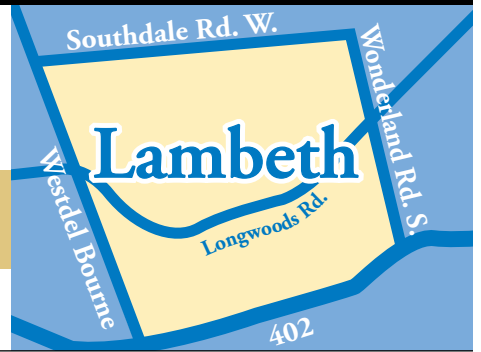


# Lambeth market report

MAY 2009



**Matt Santagapita**  
Sales Representative

## Home Sales Have Stabilized

There were 669 homes sold in March 2009, in the jurisdiction of the London and St. Thomas Association of REALTORS®, including 551 detached homes and 118 condos. Sales in March were up 39% compared to February sales of 480 homes. Year to date, 1,174 detached homes and 276 condos have been sold.

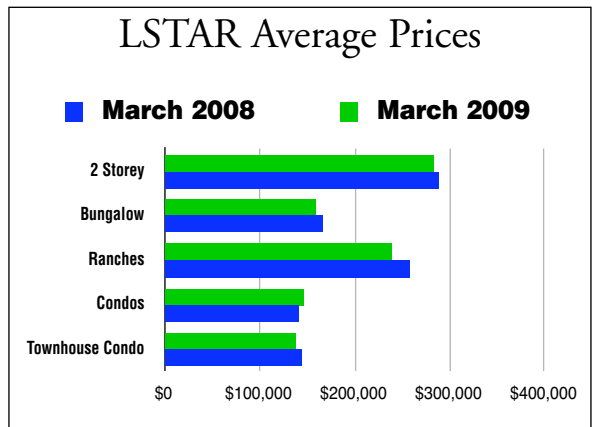
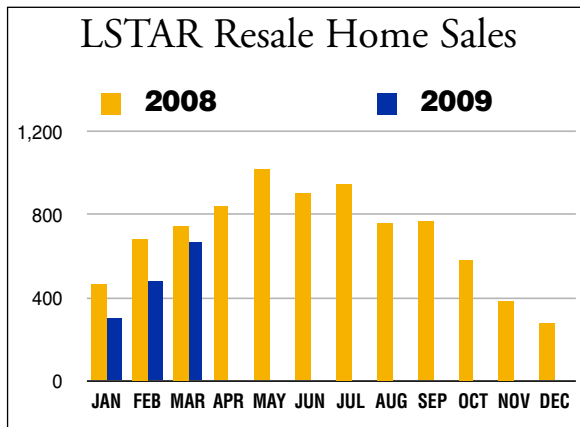
Compared to January and February of this year, we are certainly seeing stabilization in home sales in LSTAR's jurisdiction. When compared to 2008, January sales for detached homes were down 35% and February sales for

detached homes were down 30%, so to see March home sales for detached homes down just 7.2% is very encouraging.

The average residential price is also holding steady. Year-to-date for March 2009, the total

residential average price is down 2.7% to \$206,944, compared with a decline of 2.4% in February and 2.8% in January, so we are seeing some stabilization there as well.

(Source: London St. Thomas Association of REALTORS®)



## Getting your Professional Team Together

When preparing to sell a house, you may need to hire several professionals in addition to your REALTOR®. You may consider a plumber to fix a dripping bathroom shower, a home inspector to make sure there are no "issues", and an attorney to handle all the legal matters.

By hiring the right professionals, you will improve your chances of having everything go smoothly. You're more likely to have your home sell quickly, and at the best possible price. Hiring the wrong professionals will have, well, the opposite effect!

How do you hire the right professionals?  
**Qualifications.** Ask what specific degree, certification or training they've received. Many professionals in the home industry are licensed or certified by their respective professional or

trade associations.  
**Experience.** A lawyer with ten years experience may have spent only three months handling real estate transactions. Since you'll be relying on the skills, advice and insights of each professional you hire, you should make sure they have experience in the fields you need.  
**Reputation.** Ask for client testimonials or references.  
Need help putting your professional team together? Call today.

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**Matt Santagapita**

Sales Representative

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*Words of Wisdom*

*"Life is change. Growth is optional. Choose wisely."*  
**Karen Kaiser Clark**

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*"I haven't failed, I've found 10,000 ways that don't work."*  
**Thomas Edison**



# Lambeth Community Corner

It's been a long winter. I hope you're looking forward to an equally long spring and summer. Let's hope!

The winter may have been cold, but the news media has been even colder. Every day, it seems, the news is filled with grim reports and dire warnings. This has created a lot of confusion about the current state of the economy, especially for anyone thinking of buying or selling a home. Perhaps you feel you need a few answers.

If you have any questions about the real estate market in your area – such as how much properties like yours are currently selling for – give me a call. As the REALTOR® who specializes in your neighbourhood, I'm here to help.

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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