



LESLIE TUPPER, REALTOR®

# HOME CONNECTION

WWW.LTREALTOR.COM

APRIL 2008

## A Note from Leslie

Preparing your home for sale has never been more important than it is now. Curb appeal, an attractive and neutral interior, and up-to-date features give your home an edge in a difficult market. In the past, I've addressed numerous ways to make a home more attractive to potential buyers. But getting a home ready for sale isn't all about appearances.

Hidden defects can come as a surprise to homeowners, and sometimes they can even cause a contract to fall apart. What are hidden defects? Any issues with a home that are not visible to the casual observer. A few examples includes structural issues, high radon levels, problems with the roof, fireplace, plumbing, electricity, heating & cooling systems, and sewage and water systems.

One of the best ways to avoid losing a contract over a hidden defect is to have these systems reviewed prior to putting the house on the market. You may discover problems that can be easily corrected before you even put the home on the market, or if you choose not to correct them, simply disclosing the issue to prospective buyers can prevent trouble later on.

I maintain a database of contractors and inspectors, and would be happy to provide a list to you if you're thinking about placing your home on the market. Pre-sale inspections are certainly not a requirement and not even necessarily a standard in today's market, but it's an excellent way help eliminate disappointments after the sale.

P.S. I'd also like to introduce a new feature that will appear regularly in the Home Connection, "Your Quarterly Market Update." See page 2 for current market trends.

## NEW LISTINGS



UNDER CONTRACT FAST!

140 OAK PARK VILLAGE DRIVE  
Wildwood • \$219,750



531 ORCHARD LANE  
Commercial/Residential • \$344,000



1033 STONE SPRING COURT  
Wildwood • \$499,900

Click to View  
**ALL LISTINGS**

## CALENDAR

- May 1, 5-9 pm Niki Nights begin at Missouri Botanical Garden
- May 4, 1-3 pm Open House at 1033 Stone Spring Court
- May 8, 1-4 pm Native Plant School at Shaw Nature Reserve
- May 11 Mother's Day
- May 23, 5-8 pm Jungle Boogie Friday Night Concert Series at the St. Louis Zoo

\* Please call or visit the website to confirm open house dates as they are subject to change



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*Thinking of buying a new home?  
Remember, you can search for area  
St. Louis homes via my website!  
Then call me to schedule an  
appointment to take a look.*



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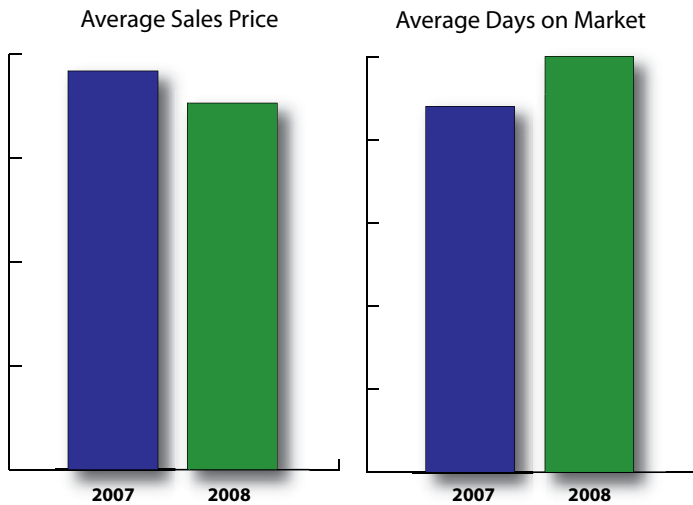
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## YOUR QUARTERLY MARKET UPDATE

FIRST QUARTER COMPARISON BETWEEN 2007 & 2008



In the chart to the left, you'll see that the St. Louis housing market is off to a rough start this year compared to last year. In the first quarter of 2007, average sale prices were at \$191,792, compared to \$176,340 this year. The average days on market increased in the first quarter of this year to 100 compared to 88 last year. Interestingly, sales prices were not reflecting a decline even four months ago, when the fourth quarter showed an average sales price of \$192,703 with only 92 days on market. I've calculated these figures based on the St. Louis Metropolitan area that includes Franklin, Jefferson, St. Charles, St. Louis, and St. Louis City counties. It is important to note that while this gives a good overview, these figures vary greatly between particular locations. For example, both Parkway and Rockwood School Districts saw an increase in average sales price last quarter. If you would like a value assessment for your home, I would be happy to schedule an appointment with you.

### MY RECENT SALES

- 697 Grandview Ridge Court
- 4628 Meramec Boulevard
- 2100 Babler Ridge Court
- 809 Spring Cove Court
- 112 Hunters Green Court
- 5 Deerpath Drive
- 18551 Bridlespur Estates Drive
- 6 Morning Hill Drive
- 151 Hunters Lake Court
- 1631 Clayton Spur Court
- 2220 DeHart Farm Road

949 OLD EATHERTON ROAD



LISTED AT \$299,900

A wonderful investment opportunity in Wildwood! 3.5 parklike acres available with adjoining property for only \$499,900!

773 SOUTHERN HILLS DRIVE



LISTED AT \$543,000

Elegant craftsmanship abounds in this new 1.5 story on a .63 acre lot backing to trees in the Legends Golf Course Community.

SPOTLIGHT SHOWCASE



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\*Statistics cited above were taken from the Multiple Listings Service