

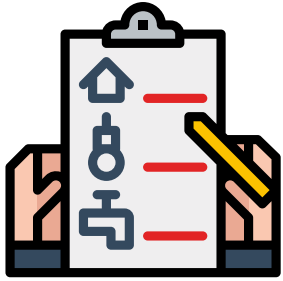
# NORTH SHORE LIVING



from AJS Real Estate

## PRE-OFFER INSPECTIONS

If you follow the real estate market at all you know it's one of the craziest markets we've ever seen.



In a recent blog I wrote about how a lot of buyers are being excluded from offers because of inspection contingencies. Pre-offer inspections are becoming more and more popular as this hot seller's market continues. Swampscott's Wallace Home Inspections features a pre-offer inspection designed to give buyers peace of mind while remaining competitive.



## CASH BACK REBATES

Last month I launched AJS Real Estate's Massachusetts North Shore Cash Back Buyer Rebate Program.

The program is simple. When you buy with me you get cash back. I set this up to help clients offset some of the costs associated with buying a home. I am able to offer this program because my broker Stuart St James operates a 100% Commission Brokerage Model.



I'm a proud member of Discover Marblehead. Learn more about our beautiful seaside town.



  
**AJS Real Estate**  
A Consultative Approach



**STUART ST JAMES**  
RESIDENTIAL REAL ESTATE BROKERAGE

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# NORTH SHORE BUSINESS SPOTLIGHT



Sports Stop in Wenham is the place to go on the North Shore for all your ski, snowboard and tennis needs. Sports Stop is a classic hometown shop will full service equipment sales and repairs, seasonal rentals, and the best local, genuine advice and service around. So many of our friends get their seasonal rentals from Sports Stop. It's a great way to save on the cost and hassle of buying new equipment year after year that kids will out grow. Don't forget, if you rented this season returns are due by end of May!

If Tennis is your game, they also offer a wide selection of racquets, gear and clothing along with service and stringing of racquets.

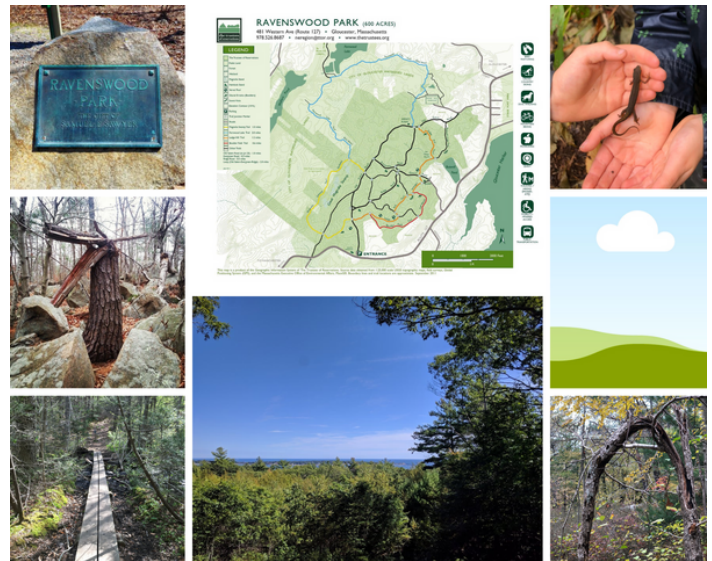


Located on Main St in Wenham there are lots of other places to shop, dine and explore in the area. Make sure you check out everything else Wenham has to offer when you head to Sports Stop!

## GET OUTDOORS!

### Ravenswood Park - Gloucester

Ravenswood Park is part of The Trustees, a Massachusetts preservation and conservation non-profit. The park has over 600 acres and ten miles of trails to explore. Like other parks in the area you'll find a wide variety of plant and animal life as you meander the trails. All of the trails are relatively easy for people of all ages. You'll find vernal pools (be on the lookout for salamanders), glacial boulders, wetlands and ponds throughout the property. You can also get some good views of Gloucester Harbor from the Ledge Hill Trail (orange markers). Get Outdoors and enjoy the North Shore at Ravenswood Park!



## MARKET UPDATE

We continue to see a very strong seller's market across the North Shore (and the country). However, from March to April the number of listing has increased in the single family and multifamily markets. In just the past week alone there has been a noticeable uptick in listings across the North Shore. With Easter early on the calendar in 2021 this allows for a longer spring market. Demand is still high but supply is creeping up so things should move more in the buyer's favor.



### Essex County Single Family Listings

March 3 2021		April 3, 2021	
Number of Listings	Avg Days on Market	Number of Listings	Avg Days on Market
2701	98	2917	84

### Essex County Multi Family Listings

March 3 2021		April 3, 2021	
Number of Listings	Avg Days on Market	Number of Listings	Avg Days on Market
737	82	775	72