

NORTH SHORE LIVING



from AJS Real Estate

5 REASONS TO DOWNSIZE

1. Sellers are in CONTROL in the current market



2. Home values are at all time highs - cash out at a high point on your biggest investment

3. City prices and competition are lower - migrate from the suburbs back to convenient city living if that appeals to you

4. Inventory is increasing each week - sell now - buy later in the spring as inventory increases with less competition

5. We are moving past the pandemic and it's now a safer and more stable time to sell

[Click here to read more about why it's a great time to downsize/rightsize](#)

SPRING FUNDRAISER



I am a childhood cancer survivor, in many part thanks to Dana-Farber and The Jimmy Fund. This year I am teaming up with my friend Matt McNamara to support his Boston Marathon run with the Dana-Farber Marathon Challenge Team! AJS Real Estate is sponsoring this fundraiser by offering a 3 night stay at the [Knoll View Lake House](#) on Silver Lake in Madison, NH. Matt is also offering 3 nights at a beautiful [Loon Mountain Condo](#). Donations of any amount are greatly appreciated and *any donation of \$250 or more will be entered into a raffle to win a 3 night stay at both properties.*

[Click here to donate now!](#)



I'm a proud member of [Discover Marblehead](#). Learn more about our beautiful seaside town.




AJS Real Estate
A Consultative Approach



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NORTH SHORE BUSINESS SPOTLIGHT



Atha's Roast Beef & Pizza in Peabody is the epitome of the North Shore roast beef joint. As someone born and raised on the North Shore I have been "beefing" for quite some time now. In my blog about roast beef and seafood joints I talked about the special place in my heart that these places hold. Atha's is no exception. With some of the best rated roast beef around you have to go check them out. The other must try's

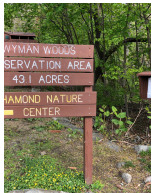
on the menu include the calzones, chicken kabob salad, chicken bomb sub, and the mozzarella sticks of course. There is always a huge lunch crowd when I stop in but the service is quick and friendly. It's a no nonsense kind of place with great food and friendly service each and every time. Atha's gets 4.8 out of 5 stars on google and you can't really go wrong with anything on the menu.



GET OUTDOORS!

Marblehead Conservancy

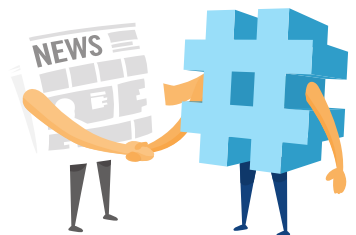
Marblehead is a beautiful seaside community and the Marblehead Conservancy's mission is "to protect, acquire, and enhance Marblehead's natural resources for the benefit and enjoyment of the public." I use these trails often with my family and two huskies and we greatly appreciate all the work they do. You'll find coastal parks, marshes, and inland trails to explore with about 5 miles of trails and 145 acres of land. You can also explore some "secret passageways" around town. Throughout the year the Marblehead Conservancy also conducts educational and community volunteer events so be sure to look out for them!



MARKET UPDATE

This month we'll look at some national trends from Realtor.com. Here is what the numbers show:

- A 15% increase in median home listing prices year over year
- Inventory is steadily increasing (a good sign for buyers) with 18% week over week increases in inventory over the past 3 weeks.
- Despite the increases inventory is still 52% lower than last year
- Homes are still selling FAST, with a time on market 25 days faster than last year



All Changes year-over-year	First 2 Weeks March 2020	Week ending Apr 17 2021	Week ending Apr 24 2021	Week ending May 1 2021
Median Listing Prices	+4.5%	+17.2%	+15.4%	+15.4%
New Listings	+5%	+40%	+29%	+18%
Total Listings	-16%	-53%	-53%	-52%
Time on Market	4 days faster	21 days faster	24 days faster	25 days faster