

# NORTH SHORE LIVING



from AJS Real Estate

## DISCOUNTED LISTING FEES

I work independently as an agent for Stuart St James (agent affiliate link), a brokerage that offers 100% Commissions to agents.

Because of this I can offer great programs and rebates to buyer and seller clients that I work with.

Clients can negotiate each listing at rates well below what they'd

receive working with an agent giving 30-40% of their commissions to a traditional brokerage. Don't confuse these discounts with limited services. AJS Real Estate's clients get a full suite of listing services including premium photography, marketing, staging advice and much much more all at discounted rates.

Visit my website for more information.



## SPRING FUNDRAISER



Dana-Farber  
Cancer Institute



The  
Jimmy Fund

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



**STUART ST JAMES**  
RESIDENTIAL REAL ESTATE BROKERAGE

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# NORTH SHORE BUSINESS SPOTLIGHT



Eat Well Kitchen in Marblehead prides itself on providing delicious, fresh and locally sourced food. It's a great lunch spot in town where you can get a quick meal, but not sacrifice on quality. The menu is packed with super foods that are healthy and taste great. They have a ton of options on the menu too. For food you'll find plenty of soups, sandwiches, wraps, and bowls to choose from. For drinks you can get fresh squeezed juices and smoothies or a shot (of the healthy variety).

Eat Well is located at 12 Atlantic Ave in Marblehead. Stop by and check them out.



## GET OUTDOORS!

### Ipswich River Wildlife Sanctuary

Part of the Mass Audubon Society, Ipswich River offers 12 miles of trails where you can explore the forests, meadows and wetlands. Visitors can also rent canoes to explore the Ipswich river from the water.

Whether exploring by on land or water, you will love diversity of wildlife, especially bird species; the sanctuary is part of the Eastern Essex County Interior Forest Important Bird Area.

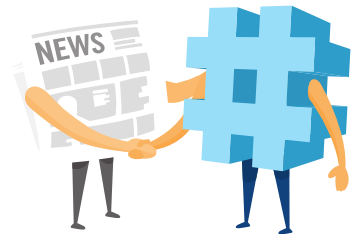
Ipswich River also has a variety of family programs and a summer camp.



## MARKET UPDATE

This month we'll take a peak at Zillow's Market Pulse:

- Prices are rising at their fastest pace in nearly 30 years
- Mortgage rates look set to fall in coming days
- Housing-specific consumer sentiment continues to slide



The main takeaways are that most data shows covid factors are the major driver of the inflation we are seeing. Despite the inflation reports the overall markets haven't had a big reaction.

The job market is also showing signs of improvement and worker confidence with 9.3 million job openings and over 4 million Americans voluntarily leaving their jobs. This indicates confidence in finding new employment quickly.

The final takeaway is that buyer confidence is continuing to worsen, with less than 35% of those surveyed indicating it was a good time to buy. That however, does not mean lower demand. Supply is still an issue and homes are selling in under a week with two times the number of homes selling over the list price.

AJS Real Estate is a Zillow Premier Agent partner.