

# NORTH SHORE LIVING



from AJS Real Estate

## SELLER TIPS

If you're thinking about selling your home, consider these tips before you jump into it:

1. Find a great real estate agent (hopefully me!)
2. Assess your curb appeal
3. Declutter
4. Remove personal items
5. Create a space with neutral tones
6. Touch up
7. Fix loose and broken hardware
8. Green up your space with plants
9. Do a sniff test
10. Dust, clean and polish
11. Hide or remove valuables
12. Stage your home with a professional

For more about listing with me visit:

[https://ajsrealestate.net/sell\\_north\\_shore\\_homes/](https://ajsrealestate.net/sell_north_shore_homes/)



## THE FUNDRAISER



Dana-Farber  
Cancer Institute



The  
Jimmy Fund

Time is Running Out!! Matt's Boston Marathon run is October 11 and we need your support now to benefit Dana-Farber and the Jimmy Fund. *The raffle for the mountain getaway will take place in a few weeks, so donate now and stay tuned to find out the winners!* 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

781-307-1504 - [aschweihs@stuartstjames.com](mailto:aschweihs@stuartstjames.com)

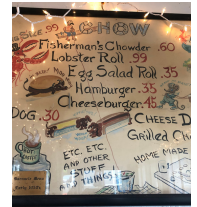
## NORTH SHORE BUSINESS SPOTLIGHT



The Barnacle is one of my favorite places in town. It's a no frills, down to earth kind of joint with fresh seafood and a great location on Front St. in Old Town Marblehead.

When you sit down you are quite literally on top of Marblehead Harbor with views of the neck, Fort Sewall, and all the passing boats. The menu is filled with classic New England sea food favorites and plenty of "turf" options as well. Lobsters are their specialty and they take them in right off their own boat.

After your meal you can explore the tide pools, Fort Sewall, or walk downtown to explore more of what Marblehead has to offer.



## GET OUTDOORS!

### The New Hampshire 48

By now, if you've read any of my newsletters, you know I love being outdoors and exploring the natural world around us. I set a goal last year to hike all 48 of New Hampshire's 4000 foot peaks (AMC Guide) in my 40's. At 41, I have plenty of time, but a lot of work (and fun) ahead to complete all of them.



I often hike alone as a way to gather my thoughts and clear my head, but I'm also looking for people to join me on these adventures! So, if anyone's interested in hiking some of these peaks let me know! I am always looking for new people to explore my love of the outdoors with.

## MARKET UPDATE

A Sign of The Market Cooling Off?

Greater Boston Real Estate Board August Market Reports show a decline in sales from August 2020.

Highlights from the report:

- Single-family homes sales fell 2.4% year over year (1,552 homes compared to the 1,590 homes sold in August of 2020)
- Single family sales volume decreased 8.4% from July
- August 2021 was the 10th most active August on record for home sales
- Condominium sales grew from last August, up 13.4% (1,299 compared to 1,146 in 2020)
- Condo sales activity slowed from July dropping 10.2%.
- August was the fifth-highest August on record for condo sales.

If you are on the fence about buying because of intense competition and inflated prices, it may be a good time to reconsider. Let's chat about your real estate goals.

