

NORTH SHORE AND MORE

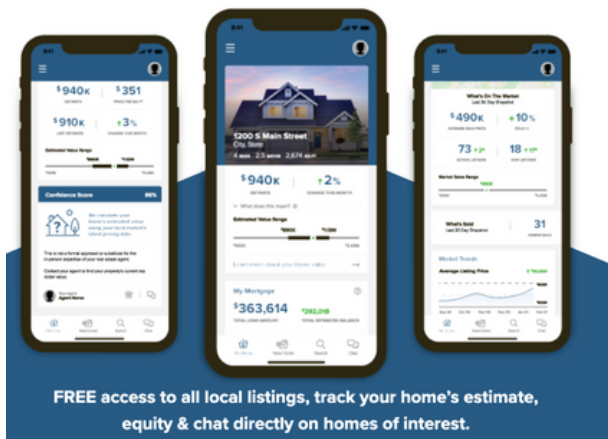


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Halloween Season in Salem

Want to get out and enjoy Salem this Halloween? Take the stress out of the trip with the park and ride shuttle. <https://www.hauntedhappenings.org/maps-info/parking-shuttle-information/>

- Visit a museum or historic site. Salem is home to a number of museums and historic sites that tell the story of the city's witch trials and other dark history. Some popular options include the Salem Witch Museum, the House of the Seven Gables, and the Peabody Essex Museum.
- Take a haunted tour. There are dozens of haunted tours available in Salem, ranging from family-friendly to downright terrifying. Some popular tours include the Salem Night Tour, the Bewitched After Dark Walking Tour, and the Gallows Hill Haunted Ghost Tour.
- Visit a haunted house. Salem is also home to a number of haunted houses, which provide a variety of scares for visitors of all ages. Some popular haunted houses include the Haunted Witch Village, the Salem Dungeons, and the House of Horrors.
- Attend a Halloween event. Salem hosts a variety of Halloween events throughout the month of October, including the Salem Haunted Happenings Grand Parade, the Salem Psychic Fair and Witches Market, and the Salem Halloween Ball.
- Visit a witch shop. Salem is home to a number of witch shops, which sell everything from spell books and tarot cards to herbs and crystals. Some popular witch shops include Crow Haven Corner, The Coven's Cottage, and HausWitch Home + Healing.



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Newsletter

North Shore Market Update

October continues to show signs of the market cooling, with year-over-year growth in median sale price and number of sales slowing down.

According to the most recent data from the North Shore Association of Realtors, the median sale price of a home in Essex County in October 2023 was \$650,500, up 5.5% from the median sale price of \$615,000 in October 2022. This is the lowest rate of year-over-year growth in median sale price since January 2022.

The number of homes sold in Essex County in October 2023 was 559, up 10% from the number of homes sold in October 2022. This is also the lowest rate of year-over-year growth in number of sales since January 2022.

The slowdown in the Essex County real estate market is due to a number of factors, including rising interest rates, inflation, and a lack of inventory. Rising interest rates have made it more expensive to borrow money to buy a home, which has deterred potential buyers. Inflation is also making it more expensive to live in general, which can put a strain on household budgets and make it more difficult for people to afford to buy a home. The lack of inventory in the Essex County real estate market is also keeping prices higher and making it more difficult for buyers to find a home to purchase.

Overall, the Essex County real estate market is cooling, but it is still a relatively competitive market. Buyers should be prepared to act quickly and make competitive offers when they find a home they like.

Tips for buyers navigating the market:

- Get pre-approved for a mortgage before you start shopping for a home. This will show sellers that you are a serious buyer and can afford the home you are interested in.
- Be prepared to act quickly and make competitive offers. The Essex County real estate market is still competitive, so homes are selling quickly.
- Work with a qualified real estate agent who can help you find the right home for your needs and budget.

Tips for sellers navigating the real estate market:

- Price your home competitively. The Essex County real estate market is still cooling, so it is important to price your home competitively in order to attract buyers.
- Make your home show-ready. This means decluttering, cleaning, and making any necessary repairs.
- Work with a qualified real estate agent who can help you market your home and get the best possible price.

See the latest North Shore Market Details [here](#).



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