



**Real Estate News**

(978) 621-4370

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**Local Single Family Housing Report—The Year to Date**

**February 2008**

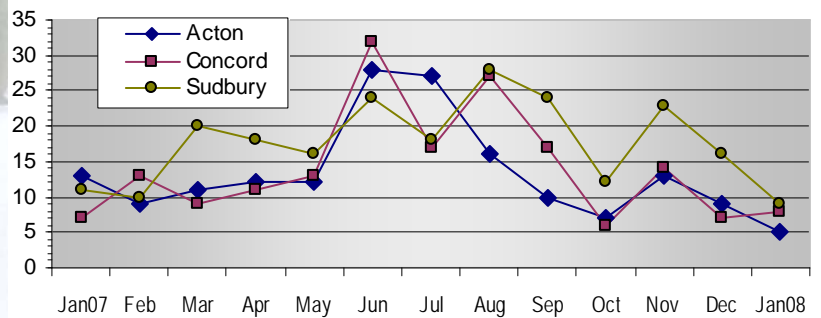
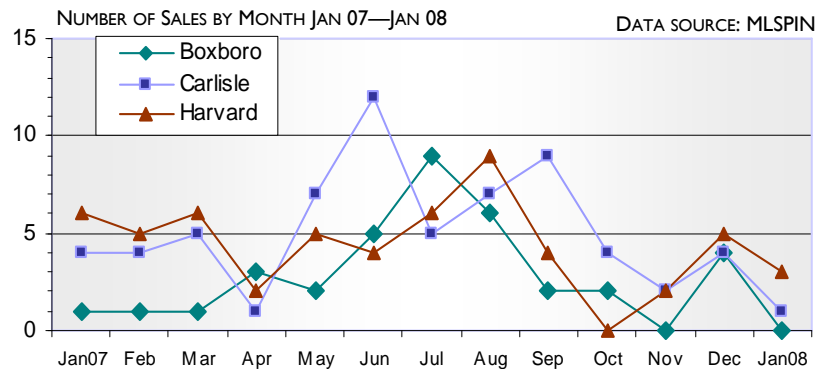
Last month, with year end data for 2007, we reported that the combined total dollar volume for the six towns shown to the right was up slightly from 2006.

The number of 2008 January sales are mostly down compared to January 2007. As you can expect, January is a slow sales month— and not surprisingly can be effected by bad weather. Remember those December snow storms; long commutes, ice dams, lots of snow removal?

Lots of snow often means fewer showings, fewer sales.

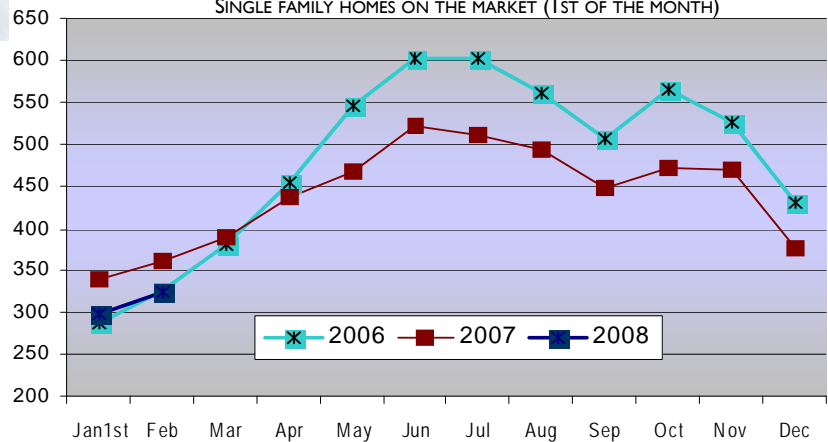


**Warm Weather Fans?**  
The equipment truck left for Florida. Pitcher and Catchers have reported. Soon the snowy days will be behind us and you'll be mowing the lawn before you know it!



**29 Homes Sold in January**

Acton, Boxboro, Concord, Carlisle, Sudbury and Harvard  
SINGLE FAMILY HOMES ON THE MARKET (1ST OF THE MONTH)



Inventory usually drops over the winter. Expired listings re-emerge after the holidays and new listings will be joining the market as spring approaches. How many and how soon? The inventory chart (to the right) tracks a snapshot look at the number of single family homes on the market on the first day of each of the last 26 months.

The number of homes for sale in Acton, Boxboro, Concord, Carlisle, Sudbury and Harvard during the second half of 2007, started to trend downward. If this continues into the spring months, we will see a stabilization in the market— as long as the demand for homes stays steady. National forecasts are all over the map. Remember all real estate is local.

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REALTY

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Providing a superior level of informed, professional real estate services to buyers and sellers in the Greater Boston Area.

## My Home's Value?

Want to know—

- The value of your home?
- The sales activity in another town?

PLEASE CALL  
978-621-4370

or

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## On the Market . . .

### HISTORIC ANTIQUE



- 3 Bedrooms
- 2-1/2 Bath
- 2550 SQ FT
- 5 Fireplaces
- Deck
- Gardens

**BOXBOROUGH**

*Offered at \$524,900*

### BOXBOROUGH LANDMARK



- 4 Bedrooms
- 3+ Acres
- Period Detail
- Barn
- Pasture
- 6 Fireplaces

**BOXBOROUGH**

*Offered at \$939,000*

### LANDMARK EQUESTRIAN PROPERTY



- 4 Bedrooms
- 4679 SQ FT
- 30-Stall Barn
- 33 Acres
- Indoor Arena
- Much More

**GROTON**

*Offered at \$2,600,000*

### NEW PRICE!



- 4 Bedrooms
- 7+ Acres
- Pasture
- 6 Fireplaces
- Separate 5-rm Apartment

**SHIRLEY**

*Offered at \$749,900*

### BACK ON MARKET!



- 4 Bedrooms
- 3500 SQ FT
- 9-Stall Barn
- 5+ Acres
- 2 Pastures

**TOWNSEND**

*Offered at \$409,500*

### PERFECT PLAYHOUSE



**SOLD**

**\$Priceless**

## Make the most of season . . .

### NO PAINTERS OR CARPENTERS REQUIRED.

How long have you lived in your current home? How many times have you moved boxes that you haven't opened for years?

As a home owner getting ready to sell, it is important that you know that how you live in your house is not how you sell your house. Unless, of course, you live in the most organized and uncluttered household.

Start organizing your closets and drawers. Depersonalize your shelves and walls. I have seen tips that recommend going as far as taking half of what you own out of the house.

The payoff? Your house will look bigger, and buyers will have an easier time picturing themselves moving in. Decluttering is an energy drainer, just thinking of where to begin.

Sorting is the easiest way to take a bite out of a cluttered space. Whether it is a nasty pile of paper clutter or a closet bursting at the seams, sorting is the cure. When you take a look at a huge cluttered pile or space it can be very overwhelming.

First, sort items into categories. By sorting the items into categories you are actually breaking them down into a much more manageable project.

Sort items into the following categories: Keep, Donate, Long-Term Storage and Trash. Here are the definitions for the above categories:

- **Keep**--Items used on a regular basis--ones you cannot function without in your "daily living space."
- **Donate**--Items that are no longer used or are duplicates. You have decided that you can do without this item and would rather give it to someone else for them to benefit from it.
- **Long-Term Storage**--Sentimental things that you want to hold on to but don't need to have cluttering up your daily living space. Out-of-season pieces of clothing qualify for this category as well.
- **Trash**--Things that are no longer usable.

A donation suggestion? Check out the Household Goods Recycling Ministry. (<http://www.hgrm.org>) If you have recycle/reuse tips, please let me know. I'll post them on my web site to share with others.

So get to it! Its an issue that has to be dealt with. When you move you can't leave it behind. If you are not moving, clearing clutter will energize you and give a stressed out life more control. So, start putting away, giving away and throwing away.

