

The Tax Credit: It sounded like a great idea: hand homeowners a \$6,500 tax credit to find a new place to live, giving a thrust of energy to the housing market's recovery.

So far, people are staying put, but this may be a good opportunity for you. In November, the federal government extended the \$8,000 tax credit for homebuyers who had not owned a home for at least 3 years. In addition, the government added a new credit of up to \$6,500 for current homeowners, hoping it would transform them in house-buyers this winter and spring.

Real estate agents around the country say the \$6,500 credit is doing little to elevate sales. Reasons that they give vary:

1. The unemployment rate is still near 10%.
2. Consumer confidence continues to falter.
3. Home prices have stabilized in some markets, but are still below peak.
4. Many who want to move up can't because their home is worth less than they paid for it.
5. Harsh winter weather has Americans shoveling driveways instead of preparing for buyer visits.

The tax credit for current homeowners was intended to help stabilize prices and bolster the economy. Prices have stabilized but sales of both new and previously occupied homes dropped in January, and the Mortgage Brokers Association's index of loan applications recently hit a 12 year low. Last the percentage of current homeowners looking to buy up was nearly flat from January to February.

The Obama administration has pumped billions into the housing market, hoping it will lead the nation out of its economic doldrums. Efforts to modify loans facing foreclosure have failed, so hundreds of discounted homes will hit the market this year, stressing a market desperate to balance high supply (Cont'd Pg. 3)

Using Built-ins to Give You More Living Space

By Amanda Ellsworth

The modern dilemma – you have more stuff than space.

Even a spacious living room can feel cramped after you've filled it with your furniture. The couch, a chair or two, a coffee table, maybe some end tables. An entertainment center, a bookcase, CD-rack, speakers. Each of these pieces, though not necessarily large on its own, takes up precious floor space and clutters your room – and you may still find you need more space to put your STUFF!

The solution? Built-ins. Whereas your furniture is placed against or near the wall, with expensive space-consuming gaps in between, built-ins seamlessly follow the lines of the room. They allow you to maximize use of the room's dimensions. A deep built-in, designed to hold a large flat-screen TV and the various A/V and gaming components eats into a mere 22 inches of your floor space. Around the TV, there are shelves for books, knick-knacks, family pictures. Above your TV, on a high shelf, there's more space for those bookshelf speakers you've had your eye on. Under the TV, behind cabinet doors, is room to stash your CDs and DVDs in drawers specifically designed for the purpose, with configurable dividers. Picture your entire collection of CDs, DVDs and video games arranged alphabetically, by genre (with a drawer just for the kids) in one neat space.

And it doesn't stop there. Thinking BIG – the big enter- (Cont'd pg. 4)



Sales Agent of the Month



Paul Gustavson
508-254-6069

Ashland	Ashland Properties	Southborough										
 <p>New Construction Build your home in a country setting with 3-4 bedrooms, tile, wood and cathedrals. Near the Hopkinton State Park, convenient for commuters, it is part of a wonderful new hilltop community. 14 models available.</p> <p>Entry Price: \$510,000 Call: John Ellsworth 508-881-3404</p>	<p>properties currently listed for sale/pending in Ashland as of 3/10/10</p> <p><u>Single Family Homes For Sale</u> presently listed for sale: 52 Average list price = \$405,544 Average days on market = 148</p> <p><u>Single Family Under Agreement</u> under agreement: 14 Average list price = \$377,872 Average days on Market = 200</p> <p><u>Condominiums</u> presently listed for sale: 34 Average list price = \$283,495 Average days on market: 108</p> <p><u>Condos Under Agreement</u> under agreement: 10 Average list price = \$249,834 Average days on market = 79</p>	 <p>Antique set back from the road. Fenced for privacy, the character is everywhere...dining room and living room have gorgeous built-ins, the bedrooms are lovely, the three porches lend lots of charm. Notice the wood floors. The attic is fabulous for storage. The exterior barn was painted last fall.</p> <p>Listing Price: \$419,926 Call Margot Ellsworth 508-881-5242</p>										
<p>Ashland Commercial Space</p>		<p>Ashland</p>										
 <p>Right in middle of downtown Ashland with municipal parking across the street. Full basement, oil steam heat and a/c. Delay in rent payment during renovation negotiable. Must be seen to appreciate the amount of space inside (approx. 2400 sf).</p> <p>Rental Price: \$2,650/Month Call: Bill Gath 508-989-0181</p>	<p>The Homes Connection Listings: realtor.com, boston.com, google.com/base homesconnection.com, And many others</p> <p>Word Scramble Ready to Garden</p>  <table border="0"> <tr> <td>1. kera</td> <td>6. mtri</td> </tr> <tr> <td>2. zielireft</td> <td>7. llttoori</td> </tr> <tr> <td>3. dees</td> <td>8. renegseouh</td> </tr> <tr> <td>4. teapsrae</td> <td>9. inglsdees</td> </tr> <tr> <td>5. plcaree</td> <td>10. pstcoom</td> </tr> </table>	1. kera	6. mtri	2. zielireft	7. llttoori	3. dees	8. renegseouh	4. teapsrae	9. inglsdees	5. plcaree	10. pstcoom	 <p>Winter Hollow Estates New Construction 3 bedroom, 2.5 bath, large kitchen w/ stainless steel appliances & granite countertops. Finished LL. Won't last long at this great price. This house can be ready to move into in 45 days. Others also available.</p> <p>Listing Price: \$529,900 Call: Dan Aho 508-326-3793</p>
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3. dees	8. renegseouh											
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5. plcaree	10. pstcoom											

The Homes Connection Team

						
John Ellsworth 508-881-3404	Margot Ellsworth 508-881-5242	Dan Aho 508-326-3793	Stephanie Streit 617-519-9043	Paul Gustavson 508-254-6069	Mary Stilwell 508-561-0256	Hugh O'Rawe 508-797-5561

Ashland Rental



Large, 2nd floor, 2 bedroom apartment with off street parking. Great eat-in kitchen with easy walk to shops, the "T", and parks. Separate laundry room w/ washer hook-up and dryer. Gas heat. Deck for outdoor enjoyment.

Rental Price: \$1,250/Month
Call: Bill Gath
508-989-0181

Ashland



Open plan contemporary with fireplace, cathedrals, breezy screened porch. Add finished LL, attached 2 c garage, Hi-E windows and entertainment size yard/hot tub in a friendly neighborhood and you'll have it all. Near "T" and commuter routes.

Listing Price: \$389,900
Call Paul Gustavson
508-254-6069

Properties Sold February

Ashland Single Family

2 Femia Rd.	\$445,000
44 Independence	\$626,000
Average Sale	\$535,500
Avg. days on Market	136

Ashland Condominiums

78 Mountain Gt	\$230,000
132 Capt. Eames	\$238,000
100 Algonquin	\$260,001
20 Algonquin	\$266,000
60 Algonquin	\$340,000
Average Sale	\$266,800
Avg. days on market	61

(cont'd From Pg 1) with sluggish demand.

Another problem is that homeowners, in many cases, will need to sell their current home to afford a new one and claim the credit on tax returns. That's a major issue for borrowers who owe more than their home is worth.

So far, the credit "is hardly registering on the economic Richter scale," said Patrick Newport, an economist with IHS Global Insight.

So while the tax credit may not be moving the global market much, it can be an effective move for you. The Boston area market is rebounding. Few buyers will be in line ahead of you looking at houses, and the credit on your taxes is real. Good opportunities exist if you want to take them. *Adapted from Barbara Riley, Agent's Advantage – New England, V-CRESS, LLC*

Ashland Sale or Rental



What a view!

This colonial w/ 2c garage offers freshly painted exterior & interior, and has 4 bdrms, 2.5 baths, including fire placed family room & MBR w/ vaulted ceiling, bath & great closet space. It abuts town owned land for great privacy.

Listing Price: \$449,991
Rental Price: \$2,700/Month
Call: Margot Ellsworth
508-881-5242

Ashland



Enjoy the Reservoir!

Offering 2,600+ sq.ft, this 4 level home offers 4 bdrms, 2.5 baths, 2 car gar and .82 acres of privacy. Lots of glass, cathedrals, island kitchen/skylight, C/A and wood floors are just part of this beautiful property.

Listing Price: \$525,000
Call Margot Ellsworth
508-881-5242

Join Our Team; Experience the Difference!



Lisa Massaro
508-397-8811

Mike Terranova
781-526-3595

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508-740-4560

Bill Gath
508-989-0181

Joseph Milani
774-254-1589

RENTALS ANYONE?

The Homes Connection has rental agents who cover MetroWest towns. If you are a landlord or in need of an apartment, call:

508-231-4566

Ashland



This is a marvelous craftsman style building in a wooded suburban area, on a 2 acre piece of land, set back from the road. The exterior is a distinctive style, fitting for the lot. An optional planned expansion in the basement includes guest, exercise, and media rooms.

Listing Price: \$649,900
Call: Margot Ellsworth
508-881-5242

Ashland Sale or Rental



Private cul de sac location with a very open first floor. New kitchen appliances, vaulted ceilings, 2nd floor balcony plus new "green" fire placed insert. Finished LL with new furnace and water heater.

Listing Price: \$260,000
Rental Price: \$1,800/Month
Call Paul Gustavson
508-254-6069

(Cont'd fm. Pg. 1) tainment center for your 60-inch LCD TV with book shelves behind dust-banishing glass doors with soft-close hardware – is exciting, but the possibilities are endless when you start thinking *small*. Have a small corner in which not much can fit? Build a small children's bookcase over a cabinet . Have a bank of windows eating up your wall space? Build a window seat with storage. Need space for your computer? Tuck a computer desk into the other corner. Better yet - integrate them all!

The possibilities really are endless. You don't need to up-size. You don't need bigger rooms. You need better-organized rooms with better-organized storage – presented in a beautiful hardwood package. Amanda Ellsworth is a designer with **Castlewerks**, makers of fine furniture and custom cabinetry. Contact her at Amanda@Castlewerks.com or check out www.castlewerks.com

Castlewerks
 Fine Furniture & Custom Cabinetry

Michael McCoy
 Designer & Maker

97 Castle Drive
 Groton, MA 01450
 978.852.2857
www.castlewerks.com michael@castlewerks.com

Ashland Multifamily



Well maintained, updated 3 family home in a very convenient location. This home has a fenced in yard, newer kitchens and baths and is lead mitigated. Near shopping, commuter routes and the "T". Separate garage and good sized lawn.

Listing Price: \$349,900
Call: John Ellsworth
508-881-3404

Try a New Direction

Many folks are looking for **career changes**. Why not consider the real estate path? Call John or Margot for an appointment to talk.
508-231-4566

Word Scramble Answers

- | | |
|---------------|---------------|
| 1. rake | 6. trim |
| 2. fertilizer | 7. rototill |
| 3. seed | 8. greenhouse |
| 4. separate | 9. seedlings |
| 5. replace | 10. compost |
-

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Suzan Herrmann

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Please feel free to call me directly to discuss how I can help you with your homeownership goals.

508-400-5877 (Direct Line)

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