

**So You've Heard
 Real Estate Is
 Soft! An Update!!**

In a time of supposed slow down in real estate, sales activity for single family houses and condos in Ashland has remained high.

Combine this with the fact that Ashland is a desirable town, a situation that becomes more enhanced every day as the "T" strengthens Ashland's ties to downtown Boston. People want to move here; house values have increased because of it.

If there has been weakness in the market, it has been for houses above \$750,000 (in surrounding towns mostly) and it generally gets worse the higher the price goes.

There were concerns that the hesitant economy early in this decade would result in a "real estate bubble" and dire predictions of a drop both in price and in sales activity seemed to be everywhere. That did not happen.

The time an Ashland house stays on the market has steadily dropped as prices have steadily increased and at rates better than for surrounding towns.

For single family houses in Ashland, numbers of sales and prices steadily increased and the time it takes to sell a house fell sharply from 59 days in 2001 and 2002 to 45 days in 2004.

For condos, the time to sell has held steady at roughly 40 days for the past two years. As with houses, condo prices are steadily rising, too.

"THE SLOW MARKET"— Ashland never really entered a slow market. There were large concerns in the middle of last summer as activity fell to a low, but the return to a moderate market in September, October, and November tells us at The



Single Family Homes

- 46 Hawthorne
- 307 Chestnut Street
- 61 Stagecoach Drive
- 43 Carriage House Path
- 165 Fountain Street
- 41 Brimstone Way
- 50 Carriage House Path
- 17 Dianne lane
- Lot 15 Blueberry Hill
- Avg. Sale Price—\$421,689**
- Avg. Mkt. Time—63.22 days**

Condominiums

- 313 Union U:2
- 114 Captain Eames Circle U:0
- 97 Trailside Way Unit 97: Unit 97
- 268 Front Street U:268
- 85 Arrowhead Circle U:00
- 143 Captain Eames Cir U:143
- 281 Captain Eames Circle U:281
- 227 Captain Eames Circle U:227
- 46 Algonquin Trail U:46/46
- 114 Algonquin Trail U:114
- Avg. Sale Price—\$334,130**
- Avg. Mkt Time—61.70 days**

Multi-Family Homes

- 116-118 Central Street
- Avg. Sale Price— \$490,00**
- Avg. Mkt. Time— 150 days**

RE Sales Data 2001 thru 2004: Source-Multiple Listing Service

Houses/Condos Year	No. of Sales				Avg Prc (\$000s)				Avg Days on Mkt			
	2001	2002	2003	2004	2001	2002	2003	2004	2001	2002	2003	2004
Ashland	153	146	166	166	366	383	421	446	59	58	53	45
Holliston	142	148	163	152	362	383	423	479	41	56	68	53
Hopkinton	189	191	207	179	507	551	600	567	59	75	48	49
Southborough	121	112	119	167	526	556	632	591	49	70	66	73
Ash. (Condo)	133	137	138	233	280	291	313	340	39	51	39	41

THIS ISSUE:

- Ashland Real Estate: the Annual Summary—2004
- Ashland Properties Operation Kee
- The New Energy Crisis
- Boost Your Home's Value
- Real Estate Cable Show
- Word Scramble

Inventory(1/1/03)				(2/5/05)		
Town	#	List	Days	#	List	Days
Ash.	31	\$485k	67	17	\$495	56
Holl'ton	47	\$502	90	30	\$681	110
Hop'ton	46	\$711	99	55	\$820	75
S'boro	49	\$780	94	42	\$907	69
Ashland	11	\$331	55	24	\$379	31

**ASHLAND PROPERTIES
CURRENTLY FOR SALE**

We specialize in Real Estate Sales in Ashland and surrounding communities. This is a summary of the homes listed for sale in Ashland as of February 9, 2005:

(cont'd from page 1)
Homes Connection that we are back in a traditional market – slower in the summers and mid-winter; stronger for the rest of the year. We may not ever return to those frenetic days when a house sold “as soon as it was listed”.

Another way of looking at the local house market is the inventory of available houses. Ashland presently has 17 single family houses available for sale. That is much less than last year’s 29 and the 31 of 2002. It is also much less than in the surrounding towns. 30 has been the inventory “norm” for Ashland for nearly ten years. There is effectively no inventory of homes available in Ashland. *This is absolute*

proof that people want to move here and live where we live!

In addition to the 17 single family homes, there are 31 condos available. This number has increased slightly over last year, a year which included many 55+ condos. “The Americas” on Cedar Street is now building and this development has increased the availability of condo units and condo prices are up slightly over 2003.

Summarizing: what is clear from this look at the numbers is: ***the market for houses and condos in Ashland is strong.***

If a move is in your future, you should fare well, buying or selling. Call us at The Homes Connection if you want additional information—508-231-4566.

Single Family

17 single family homes are presently listed for sale from \$181.9k to \$899.9k. Average List Price for single family homes currently on the market is \$494,967 and average market time is 57 days; four are new construction. There are 17 houses awaiting closing at an average list of \$452k and market time of 64 days; two are new construction.

Condominiums

24 condominiums are for sale from \$279.9k to \$469.9k. Ten are new construction; of those latter, 3 are over-55 units. Excluding new construction, average price is \$368.1k and average market time is 36 days. There are 15 condos awaiting closing with an average list price of \$362.8k and 41 days on the market.

For more information or to view a property, contact any member of

**The Homes Connection
of MetroWest
81 Main Street
Ashland, MA 01721
508 231-4566**

Each member of our Team is a licensed Mass. real estate agent and a member of the Multiple Listing Service (MLS), giving us access to any Mass. property listed in MLS.



New Construction

Quality built colonial features 4 bedrooms, 2 1/2 baths, cherry kitchen with breakfast bar, family room, living room, dining room, and garage. Convenient location — close to shopping, parks, and major routes. \$449,900
Tracy Beaudoin,
(508) 380-9296

***Support
Your
Town!
Shop
Ashland!***

Operation Kee Continues

Even though Bill is back among us, Operation Kee continues. Chief Kee made arrangements for another service person in Iraq to receive and re-distribute the goods that we send there.

So, please, keep the goodies and the supplies coming—our troops need that little touch of home there in that very difficult place.

What to send: the men and women over there need lip balm, medicated handi-wipes in small packets, sun screen, medicated skin lotion, hard candies, gum, individual packets of crackers, candy coated gum like Chiclets, foot powder, white cotton tube socks, Tums/Roloids, etc.

The Federated Church will continue to coordinate shipments. Bring your gifts to the Church during the days or to our office at 81 Main Street. We will get your gifts into shipment to our troops.

Thank you very much.

Word Scramble

Spring's Here

1. Ts. Acpktri's Yad
2. Rfsti Ayd fo Rspign
3. Dgoo Afrdyi
4. Taeres
5. Srnitedep's Yad
6. Mpla Unysad
7. Lrgoen Ydsa
8. Igspnr Erabk
9. Psuitl
10. Ysunn

The New Energy Crisis

Plug The Leaks... The latest research into home efficiency goes beyond insulation to what building scientists call the whole-house envelope. "Insulation is important," says Doug Anderson, the home-sealing project manager for the federal government's Energy Star program. "But we've come to realize the importance of sealing air leaks in your home." Start in the attic, where most leaks are hidden. "Hot air rises," explains Anderson, "so heat will rush out of any leaks at the top of your house. That creates negative pressure, like a vacuum, which makes cold air rush in from door and window cracks, and gaps where pipes and wires come through."

Walk around your attic on a windy day while holding a lit stick of incense. "The smoke will tell you where the leaks are," he says. Look for dirty insulation, another sign of air leakage. "It acts like a filter as the air passes through, trapping dust," says Anderson.

Cracks in the attic less than ¼ inch wide can be sealed with a long lasting outdoor latex caulk. Gaps around chimneys or furnace flues require special high-temperature caulk. Larger cracks (up to three inches wide) are best closed with a can of expanding urethane foam spray. Be sure to weatherstrip around your attic hatchway.

Pay close attention to

places in the basement where pipes or wires enter the home. Inspect where the wooden sill rests on the concrete foundation—a common source of leaks.

Some homeowners worry that sealing their house will inhibit the flow of fresh air, causing a furnace or water heater to "backdraft" deadly carbon monoxide into the home. While that can be a concern in new, super-tight houses, it's rarely a factor in existing homes. "You're not going to get it sealed up that tight," says Anderson.

Max Alexander, Reader's Digest, November 2004

Boost Your Home's Value

The strength of your house's structure can have a big impact on its value over time. Halt the ravages of nature by taking these small steps.

Upgrade Regularly

Replace your roof about every 15 years (depending on the type), paint the exterior every 5 years and review the gutter system every 6 months. "Tighten the screws connecting the gutters to the fascia board against the house and examine the boards for cracks and rot," Berges recommends.

Watch for Water

Moisture usually enters a home through cracks in the roof and foundation. "During a heavy rain, go in your attic with a flashlight to check for leaks," Berges says. If the basement is wet, the first step is hiring a certified waterproofing specialist (nawsrc.org) to seal the cracks.

Marc Myers, Reader's Digest Feb, 05

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Of
The
Month



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Watch for the cable TV show called Buying and Selling Your Home 101 hosted by Sue Fosner of The Homes Connection

REAL ESTATE AGENTS WANTED

We are growing, moving to larger offices and are looking for real estate agents. Call John or Margot at The Homes Connection @ 508 881-5242/3404 for an interview and more information.

WORD SCRAMBLE SPRING'S HERE

Sunny
8. Spring Break 9. Tulips 10.
Palm Sunday 7. Longer Days
Easter 5. President's Day 6.
of Spring 3. Good Friday 4.
1. St. Patrick's Day 2. First Day



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