

**Ashland Properties
 FOR SALE**

Below is a summary of properties currently listed for sale or pending in Ashland as of December 5, 2006

Single Family Homes For Sale

64 presently listed for sale.

Average list price = \$494,326

Average time on market = 125 days

New construction = 8

Single Family Under Agreement

5 under agreement, awaiting close

Average list price = \$483,720

Average time on market = 178 days

New construction = 0

Condominiums

64 presently listed for sale

Price Range = \$199,990-579,000

New construction = 23

Adult communities = 3

Average list price = \$340,516

Average time on market = 129 days

Condominiums Under Agreement

9 under agreement, awaiting closing

Average list price = \$292,156

Average time on market = 85 days

**Six Reasons Why You
 Should Buy Real**

Estate in December

December and New Year's Day give you the perfect occasion to buy real estate. Not only can you pick up a bargain property from a motivated seller, you can save on your purchase expenses.

1. Home shoppers put off looking for a home because of holiday decorating, shopping, and parties. Plus, the cold weather makes home buyers prefer to stay home; they wait for warm weather to buy real estate. Get the edge with little competition from other buyers.

2. Home sellers who didn't sell during the recent buying frenzy are worried that their home will not sell. Any seller offering their home for sale during the holiday season is motivated.

3. Real estate agents need to keep their momentum going and can't afford to take too much time off. When the agents aren't as busy, you get better service. Plus, they're more likely to take low offers seriously. Agents love investors ready to buy real estate during December.

(Continued on Page 2)

**Ashland Properties
 SOLD**

Single Family Homes

18 Wenzell Rd	\$280,000
8 Eliot Cir	\$288,350
22 Washington Ave	\$292,000
87 Hilldale Rd	\$310,000
64 Roberts Rd	\$335,000
202 Oregon Rd	\$355,000
32 Warren Rd	\$353,000
24 Sherborne Cir	\$392,000
16 Sherborne Cir	\$371,500
19 Donna Lee Ln	\$479,500
3 Blueberry Hill Ln	\$500,000
22 Grover Rd	\$507,400
1 Chase Cir	\$515,000
46 Blue Jay Ln	\$685,000

Average Sale Price: \$404,554
Average Market Time: 99 days

Condominiums

215 Trailside Wy	\$240,000
75 Meeting House	\$260,000
264 Capt Eames Cir	\$265,000
30 Trailside Wy	\$275,000
15 Captain Eames Cir	\$280,000
38 Meeting House	\$289,000
87 Voyagers Ln	\$285,000
10 Linden St	\$285,000
98 Algonquin Tr	\$315,000
30 Arrowhead Cir	\$340,000
283 Captain Eames Cir	\$361,000
22 Braeburn Ln	\$433,000

Average Sale Price: \$302,333
Average Market Time: 98 days

**The Homes
 Connection supports
 the Ashland
 Emergency Fund**

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Store For Rent:
Now Available!
79 Main St.
Ashland, MA 10721
Rented at: \$550/mo

What to Look for in a Real Estate Agent

Real Estate Agents play an essential role in the process of buying and selling a home. You just simply cannot afford to work with an agent that does not exhibit top-scale professional values. Your house is your primary investment, and the happiness of you and your loved ones. Here are the 3 most important things that contribute towards excellence in the profession of Real Estate agents.

1. To Serve, 2. To Know, 3. To Listen

1. To Serve:

A Real Estate Agent must demonstrate that they care about you, and that their primary concern is to serve your needs, and not their own.

A) Look for agents who carry cell phones everywhere they go, and who have no problem taking late night calls, or being interrupted.

B) Avoid agents who think they know everything. Seek out

(Continued on Page 3)

For more information on market statistics or to see a property currently for sale in Ashland or surrounding communities, please call:

(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.

Six Reasons Why to Buy Real Estate In December (Cont.)

4. Interest rates continue to creep up. *Who knows what the rates will rise to next year?*

5. Lenders threaten to tighten up qualifications next year. Last summer, loan officers were able to get through almost any loan. Today is your best shot to buy real estate and get a great rate with the easiest qualifications.

6. Appraisers need work. Too many individuals became real estate appraisers when there was too much work. It used to take a week or more to schedule an appraisal. We just ordered an appraisal and the appraiser wanted to come out the same afternoon! Also, appraisal fees cost less today than last month.

Clear some time from your busy holiday schedule and go find a bargain house. Make many offers. You won't get this break for another year.

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Hillcrest Estates



Under construction. This house has been expanded over the standard plan with larger family room and garage, larger dining room and larger master. It needs a buyer to select the interior options for it to be ready for occupancy. And it is only about 1 mile to the "T".

Listing Price: \$614,900

John Ellsworth
(508)-881-3404

Carriage House



1 bedroom, 1.5 bath apartment on horse farm. Newly renovated. 1st level half BA Kitchen w/granite counters & white cabinets. 2nd level large bedroom w/cathedral ceiling, skylights, ceiling fan, cedar closet, full BA w/ ceramic tile. Balcony. Pine wood floors throughout both levels. Deck off back.

For Rent: \$1,300

Cathy Mariani
(508)-789-9995

Agents of the Month

Sales



Paul
Gustavson

Rental



Lynn
Shreiner

Word Scramble

- | | |
|------------|------------|
| 1. owsn | 4. dlse |
| 2. idnw | 5. ttinmes |
| 3. sccliei | 6. vrcaess |

Cul-de-sac Living!



Beautiful colonial w/ the main level w/ tastefully selected colors, wood trims: the maple kitch/dining area is adjacent to the FR and deck. Large private level backyard. The finished sunny basement offers a possible au-pair/in-law suite w/ a large media room with built-ins, bar area and spacious play room.

Listing Price: \$599,950

Paul Gustavson
(508) 254-6069

Land



Lot w/ stone walls on a designated scenic road. In large home area, it has 1.68 acres but can be a bit larger if the Buyer requires. Prints are available & it has been approved by the conservation committee based on a 4 bedroom colonial design. Near T, State Park, Downtown Parks with tennis, & shopping.

Listing Price: \$349,900

Margot Ellsworth
(508)-881-5242

Word Scramble

4. Sleds
5. Mittens
6. Scarves

1. Snow
2. Wind
3. Icicles

What to Look For (Continued)

agents yearning to find out about you, and your likes, dislikes, and opinions. Avoid agents bent on trying to prove what an encyclopedia of wisdom and advice they are. Your thoughts matter too!

C) Your time is important. If you want to see 20 properties or more, don't let anyone stop you. A Real Estate agent who encourages you to look, and explore, is more worthy of your time, than an agent who tries to fit you into their busy schedule. This is your buying experience, not theirs.

2. To Know:

Having a real estate agent who is familiar with the landscape is of critical importance.

A) Agents who have lived in the area for a while, who knows all the names of the streets, and who knows the high schools, the local grocery stores, and the local parks.

B) An agent needs to be always on. Do they have access to all the information at all times. Are they always thinking about my circumstance, and trying to connect the dots in my interest?

3. To Listen:

Your opinion is worth listening to.

A) Real Estate agents who master the art of listening can truly hone in on your needs. These are the agents worth keeping in your rolodex, because they can tune in to your desires, your personality, your financial profile.

B) Does the agent ask a lot of questions relating to your personal tastes, experiences, and ideas? Do you find yourself walking away, feeling a satisfaction about the dialog?

By: Tom Levine

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Wonderful Home!



Built-ins, sunny fireplaced living room, beautiful wood floors, office alcove & dining room alcove. The over half acre lot has lots of trees, patioed rear, stone walls and gardens. Near Framingham, as well as just a short ride to the T, parks, State Park, tennis and shopping. Gar is 2 c deep, new roof Nov 2005, vinyl exterior 2002 or so.

Listing Price: \$299,900

Margot Ellsworth

Grand Mansion



Reduced price on this 3 bedroom ranch on approx 1/2 acre lot w/ 1 car garage. Eat in kitchen, front to back living room, updated windows, 1st floor laundry and finished family room in basement! Private fenced in back yard w/ shed for storage. Great commuter location, convenient to schools and shopping. NO FEES! Seller in process of connecting to town sewer.

Listing Price: \$289,900

Stacey Meninno
(508)-217-3729

For additional information or photos of any properties listed here or for sale in the area, please go to:

www.homesconnection.com

Meet Our Agents



Dan Aho
508-326-3793

Dan Aho has been in the building business since 1983 under the name, Rainbow Builders LLC. Rainbow has developed and built approximately 300 single family homes through out New England. The company is currently in the Ashland area. Dan has been selling real estate as a licensed agent since 2000. In his personal life, Dan is Program Director of "Junior Warriors", a youth development program for children ages 6 to 12. He is also involved with an African Missions group which goes to Kenya, and builds clinics and schools for the Masai people.



Paul Gustavson
508-254-6069

Preparing your home to sell? Worried about avoiding hidden problems with a new home? Exploring remodeling vs. moving? Then you can benefit by Paul's unique mix of construction, sales, and real estate experience. A licensed Home Builder and Realtor, Paul also has dual degrees in engineering and business. Paul, Cindy and their 2 kids live in Ashland and enjoy boating, skiing, and sports. Paul also spends time helping with scouting and coaching. If you are thinking of selling, buying, building or investing, Paul is a valuable resource to get you started, discuss ideas, and help attain your goals.



Cathy Mariani
508-789-9995

Cathy was born and raised in Framingham and has been an Ashland resident for eight years. She has one child in college and one a junior at Ashland High School. She has been a highly successful independent business owner. With her 17 years of service/sales experience, coupled with five years of real estate experience, she brings knowledge and respect. It is her commitment to provide her clients with premium service based on an honest and strong work ethic. Cathy feels that finest compliment she could ever receive is a referral from family, friends and clients.



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Suzan Herrmann