

Negative Press Comments are Wrong

Dear Editor,

March 18, 2008

In his commentary (“The (Always) Sunny Side of the Street”, March 16), reporter Binyamin Applebaum chides the Realtor® organization and its members for promoting the home buying opportunities available in the current market. But is this criticism justified?

With some economists forecasting home prices to decline through this year he argues, consumers are best to wait before purchasing a home. For some that’s just not practical, for most it’s simply not prudent.

History clearly demonstrates that home ownership is one of the best, if not the best, means of accumulating wealth in this country. In fact, a recent study by the Federal Reserve found that the average household wealth of U.S. homeowners is \$184,000 vs. just \$4,000 for those who rent. Furthermore, despite a recent drop in home prices locally, the median price for a single-family in greater Boston remain 20 percent higher than it was five years ago and has risen 110 percent over the past 10 years.

The problem with Mr. Applebaum’s wait-and-see approach is that it’s impossible to time the bottom of the market because you don’t know you’ve reached it until it’s passed. Plus, there’s no way to know for certain if prices are going to continue to decline, unless he has somehow gained possession of a magic crystal ball that can foresee the future (cont’d on pg. 4)

Homework Checklist Exteriors, 2008

A fresh coat of paint and pretty new flowerbeds are great for curb appeal, but only after you take care of routine flaws that can make any house look forlorn and neglected. Before you start a new project, fix what’s broken and clean the rest. Here’s a list of common maintenance chores you should take care of every year.

- Cut back overgrown plantings that block windows or hide paths.
- Trim tree branches that are near or scraping the roof.
- Clean windows and gutters.
- Scrape and repaint chipped window and door trim.
- Repair or replace torn window screens or cracked panes.
- Remove cracked window caulking and apply a fresh seal.
- Repair or replace broken gutters and bent downspouts.
- Tighten loose porch railings and handrails.
- Patch cracks in concrete walks and driveways.
- Reseal asphalt drives and walkways.
- Tuckpoint (repair) brickwork on exteriors and chimneys to repair any deterioration.

Agent of the Month



**Paul
 Gustavson**

pgustavson@homesconnection.com

This Issue

Negative Press..	1
Homework.....	1
Properties for sale.....	2
Word Scramble.....	3

Ashland



New Construction!

Choose from 11 elegant plans priced from \$585,000 to over \$700,000. This is a lovely new subdivision by Richmond Development, a well-respected area builder. You can have a truly custom home like none other.

**Call John Ellsworth
508-881-3404**

Land!



Brand New Listing!

1.68 acres of country living with town water, sewer and gas. It has conservation approval for a 4 bdrm home. A walk to State Park and "T" station, and 10 min. to 495 and Pike. It offers the best of all worlds.

**Listing at: \$199,900
Call Margot Ellsworth
508-881-5242**

Ashland Homes FOR SALE

Below is a summary of properties currently listed for sale or pending in Ashland as of April 7, 2008

Single Family Homes For Sale

65 presently listed for sale

Average list price = \$458,600

Average days on market = 128

Single Family Under Agreement

16 under agreement, awaiting close

Average list price = \$399,338

Average days on Market = 123

Condominiums

47 presently listed for sale

Average list price = \$320,563

Average days on market: 133

Condominiums Under Agreement

15 under agreement, awaiting close

Average list price = \$314,239

Average days on market = 124

New Construction!



Blueberry Hill Estates,
Ashland

Build a brand new 3 bedroom, 2100 sq.ft Colonial on over half acre. With ceramic, granite, C/A and 2.5 baths. Come in and pick your sections and colors. Close to the "T" and is only

**Listing Price: \$499,900
Call Dan Aho
508-326-3793**

Wooded Lot

Enjoy this green space community abutting Hopkinton State Park. Almost a half acre & approved for a 4 bedroom, 2.5 bath home. Start building at **\$179,900.**

**Call Margot Ellsworth
508-881-5242**

Ashland Garden Club Plant Sale

Join the Ashland Garden Club for its yearly Plant Sale on Sat. May 10th, from 9 a.m. to 12 noon at Montenegro Square (across from the public library on Front St.) - rain or shine! Perennials from members' gardens plus donated plants from other local gardeners will be offered for sale. Proceeds will help fund planting throughout the town. For more info, please visit: www.AshlandGardenClub.org or call: 508-881-2778.



The Homes Connection Team



Margot Ellsworth
508-881-5242



John Ellsworth
508-881-3404



Stephanie Streit
617-519-9043



Mary Stillwell
508-561-0256



Paul Gustavson
508-254-6069



Cathy Mariani
508-789-9995



Stacey Meninno
774-217-3729



Hugh O'Rawe Jr.
774-232-2043



Michelle Mullin
508-361-4303

Cul de Sac Colonial



This approx. 2400sq.ft., 4 BR colonial sits on over an acre on an Ashland Cul de Sac. With wood floors, vaulted ceiling Master Bedroom and Master Bath, fireplaced family Room, Central Air and 2 Car garage, it is a real find!!!

Listing Price: \$464,999
Call Margot Ellsworth
508-881-5242

GOING GREEN

- **Mulching** —enriches & protects soil, provides a better growing environment.
- **Rain Barrels**—water plants or wash the car.
- **Plant a Tree**— they remove carbon dioxide, storing carbon and releasing oxygen.

Office Rental Space

Office with administrative support available. conference space included.

\$300/month

Call John Ellsworth
508-881-3404

Ashland Homes SOLD in March

Single Family

61 Roberts Rd.	\$250,000
151 Oregon Road	\$306,000
17 Old Country Path	\$333,500
21 Vine Street	\$380,000
11 Hundred Oaks Ln	\$434,000
183 Olive Street	\$565,000
Average Sale Price:	\$378,083
Average Market Time:	Days 126

Condominiums

126 Mountain Gate	\$245,000
124 Meeting House	\$247,000
23 Voyagers Ln.	\$277,000
128 Captain Eames	\$298,000
160 Arrowhead	\$317,000
395 Captain Eames	\$330,000
16 Arrowhead Cir.	\$335,000
43C America Blvd.	\$350,000
Average Sale Price:	\$299,875
Average Market Time:	Days 120



Word Scramble

- | | |
|-------------|--------------|
| 1. serwkfi | 6. dsarc |
| 2. yancy | 7. ylejewre |
| 3. chnubr | 8. talpn |
| 4. ymnoe | 9. tealacoch |
| 5. renilchd | 10. nerind |

ASHLAND For Sale



Room for everyone! What a wonderful rambling home with huge master suite plus two other large 2nd floor bedrooms. Check out the kitchen/ lots of cabinets and counter tops, front-to-back living room and fin. w/o basement.

Listing Price: \$359,900
Call Margot Ellsworth
508-881-5242 Listing Price:

Register to Vote

DID YOU KNOW THAT:

If you move within the town, you **MUST RE-REGISTER TO VOTE** under your new address and/ or new name.

SHREWSBURY For Sale



NEW CONSTR, WATER FRONT CONDOS.

Lake Quinsigamond. Ready for you to enjoy the summer on the water. These homes have a 10" high walkout basement, roughed in for a full bath. Builder will finish lower level with full bath adding 600+sq. ft.

Starting @: \$429,900
Call Dan Aho
508-326-3793

The Homes Connection Team



Dan Aho
508-326-3793



Mike Terranova
781-526-3595



David Hatch
508-965-0222



Pedro Quieroga
508-335-1329



Lisa Massaro
508-397-8811



Peter Papssidis
508-887-6883

(Continued from pg.1, Dear Editor)

In many towns throughout greater Boston home prices have already stabilized, and by year's end mortgage interest rates could be higher which would likely negate any benefit of waiting to buy. While many in the media are prone to focus on the gloom-and doom, for those who care to do their homework, the reality is this. Mortgage rates are near historic lows, housing prices have fallen from their peak in 2005, and loan limits for both FHA mortgages and Fannie Mae and Freddie Mac conforming loans have just been increased substantially for metropolitan Boston, which will provide more attractive financing terms for prospective home buyers. Along with improved housing affordability, many sellers have made improvements to their homes to make them more attractive in today's market, and the multiple-offer bidding wars so common during the middle of this decade when inventory levels were tight are now far less frequent, making this an ideal time to be house-hunting.

Remember, first and foremost, housing is shelter, but it's also a sound long-term investment. Veteran real estate professionals who've experienced multiple housing cycles understand this and know prices will soon be headed back up. It's our job to communicate this to consumers whether the media does so or not.

Sincerely,
David Friedberg , President

Editors Note : In the Sunday Globe, April 13, Mr. Applebaum changed his tune—it may be time to buy now.

First Quarter 2008 Ashland Housing Sales - Update

In our end of the year 2007 sales report published in February 2008, we indicated that the housing market had bottomed and was turning around in not only in Ashland, but in Holliston and Hopkinton; only Framingham remained slow. The first quarter results confirm that conclusion for Ashland. The table shows that Sales Activity is up, Days on the Market is shorter, and Prices are mixed – up 2% for Houses and down 5% for condos. A more complete analysis is available can be found on www.homesconnection.com, under Market Statistics. While the most important number, prices, is mixed, the good news is that numbers of sales are up. That means people are buying. Prices will follow.

Year	Single Fam. Houses			Condos		
	# Sls	Price	DOM	# Sls	Price	DOM
2008	29	431k	125	31	279k	145
2007	21	422k	152	29	293k	128

Houses Listed by the Homes Connection are featured on:

- realtor.com
- boston.com
- google.com/base
- homesconnection.com
- homesconnection.biz
- wickedlocalhomes.com
- trulia.com
- Yahoo.com

Word Scramble Answers



- | | |
|-------------|--------------|
| 1. flowers | 6. cards |
| 2. candy | 7. jewelry |
| 3. brunch | 8. plant |
| 4. money | 9. chocolate |
| 5. children | 10. dinner |

Concerned about your home value here in Ashland?

A lot has changed and we've been keeping track of this declining market over the last 2 years. And, it might be changing. Read the Homes Connection's analysis of the local market on our website; click, Newsletters, and read above.



Countrywide®
HOME LOANS

*CALL SUZAN FOR YOUR
48-HOUR FREE PRE-APPROVAL!*

Mention This Ad And Receive \$200.00 Off Closing Costs!

~ FHA/VA Loans ~ MHFA Loans ~ First-Time Home Buyer Loans

Toll Free: 800-910-3569 ' Office: 508-400-5877 (TTY Available)

Web Site: www.InfoMortgage.com E-mail: Suzan@InfoMortgage.com



Suzan Herrmann