



Erskine Real Estate Review

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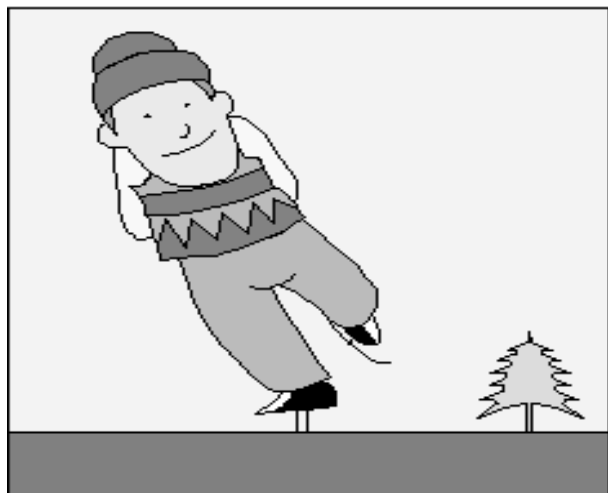
Interesting Facts about Single-Family Homes

U.S. Census figures show that the average size of an American single-family house doubled between 1950 and 1999 while the average household size shrank from 3.3 to 2.6 people. Between 1982 and 2004 the average size of a new home grew from 1690 to 2366 square feet. There is some feeling in the industry that as the baby boomers age, they may look for smaller, energy-efficient "green" homes with very little exterior maintenance. But like giving up an SUV or pickup truck, it is hard to downsize your belongings - I know - I have a walk-up attic plus a full basement and I still have a full garage!

| YEAR BUILT | 1959 | 1970 | 1990 | 2004 | YEAR BUILT | 1959 | 1970 | 1990 | 2004 |
|------------------------|------|------|------|------|------------------|------|------|------|------|
| LIV. AREA SQ. FT. | 983 | 1500 | 2080 | 2439 | NO. OF BEDROOMS | | | | |
| less than 1200 sq. ft. | 62% | 36% | 11% | 4% | 2 or less | 66% | 13% | 15% | 11% |
| 2400 sq. ft. + | - | 10% | 29% | 39% | 3 bedrooms | 33% | 63% | 57% | 51% |
| TWO STORIES OR MORE | 14% | 17% | 49% | 52% | 4 bedrooms | 1% | 24% | 29% | 37% |
| | | | | | NO. OF BATHROOMS | | | | |
| | | | | | 1-1 1/2 | 96% | 52% | 13% | 5% |
| | | | | | 2 | 3% | 32% | 42% | 39% |
| | | | | | 3+ | - | - | 18% | 24% |

These figures are from the National Association of Home Builders Housing Facts and figures published March 2006 and reflect the whole country's averages.

If you are interested in a copy of the complete report give us a call at 508.752.0466.



Cranberry Chip Cookies

- 1/2 c sugar
- 1/2 c shortening
- 2 eggs
- 1 t vanilla
- 1 c flour
- 1 c oatmeal (not oats)
- 1 t baking powder
- 1 c vanilla baking chips
- 1/2 c dried cranberries
- 1/2 c coconut

Preheat oven to 350°F. In large mixing bowl, combine sugar, shortening, eggs, and vanilla. Beat at medium speed until light and fluffy. Add flour, oatmeal, and baking powder. Beat at low speed until soft dough forms. Stir in chips, cranberries, and coconut.

Drop by heaping teaspoons 2 inches apart onto UNgreased cookie sheet. Bake 9 - 11 minutes or until set. Cool completely before storing.

Selling Your Property Yourself Can Cost You Time and Money.

The Housing Research and Data Office of the Massachusetts Association of Realtors (“MAR”) conducts a yearly analysis of sales of homes in the bay state. In 2006 the median selling price of a home sold by a Realtor® was 31.9% higher than those sold by the owner directly. This number may be slightly skewed because the sale-by-owner numbers include those where the seller might know the buyer, and give a discount on the price. Adjusting for these types of transactions MAR says that using a Realtor® resulted in a 23.4% higher selling price than homes sold by the owners directly.

Eighty-nine percent of buyers look to a Realtor® first when starting their search for a home. Of these buyers, three-quarters of them worked with a buyer’s agent. (Louise is a Certified Buyer’s Agent). Interestingly, 46% of these buyers said they first saw the house they eventually purchased on the Internet. This is a huge increase from the 17% number in 2003 and reflects the increased importance of good photographs when marketing your home.

One of the ways we market your home is to post up to 30 photos on the MLS and our website so potential buyers can take a look. It also means that the buyers instantly know when your house goes on the market. We broadcast the photos to potential buyers and interested Realtors within 24 hours of listing your home. So, it is important to have the house “ready to show” when it is listed. The extra effort in doing the small maintenance items, cleaning the clutter, and sprucing up the yard really pays off! The Internet has also widened the areas that many buyers will look for a home. Although central Massachusetts is

still very neighborhood-oriented, buyers can use key search words like log home, fenced yard, or first-floor master and search all the homes in their price range.

Buyers tend to have a good idea of what is on the market, as they have had the opportunity to compare many homes on the Internet. This by no means takes the place of showing the property, but it does mean that they have a good idea of what they like or dislike in a home. With the growth of many TV shows, magazines and books about real estate, many buyers are better-educated about home purchases. Most younger buyers are looking at the financial benefits of home ownership, as well as the neighborhood, schools, and commuting time. Older buyers often look for proximity to shopping, entertainment, hospitals, and educational opportunities, as well as reasonable taxes, and low maintenance.

These are all things that your professional Erskine Real Estate Realtor® can help determine, whether you are buying or selling a home.

