



Market Trends & 4th Quarter 2019 Statistics

January, 2020

Sellers Market	Median Sales Price	Days on Market	Closed Sales
All Year	\$469,000 ↑ +7.2%	49 ↑ -3.8%	1594 ↑ +1.5%

The #s above are for Essex County and we can get them for each town in MA so just drop us a line!

Home Maintenance Tips

Now is a great time to check the insulation in the attic. The U.S. Department of Energy, recommends attics have an R-38 to R-49, or about 12" to 15" of fiberglass/cellulose insulation. Use unfaced insulation when adding more insulation to an attic that already has insulation. If you have soffit vents, do not cover them as it is important to keep proper airflow in the roof.

January Curb Appeal

The holidays are over and it's cold outside! There are wonderful front door decor items that invoke the New Year. Blue and silver colors are my favorite for January along with a couple of planter containers that are unique and fun. I found these on Pinterest!



Thank you to Wendy Beason (First), Stone Gable Winter Wreath (middle)
One of my clients (Last)

Community Interest

Time to get out of the house and enjoy January at the Parker Wildlife Refuge! https://www.fws.gov/refuge/parker_river/

A Term to Know...

Legal Non-Conforming Right

This is a term used to categorize structures or a use on a property that was legally established pursuant to local Zoning and/or Building Codes at the time the structure or use was established. Since that time, the government codes have changed and the property no longer meets the current regulations. Just because the government changes the code doesn't mean you are required to move or terminate a structure or use (respectively). This situation is considered a legal non-conforming right. Should you desire to modify any part of the structure or use please check with the governing agencies. Always check with town hall!

