

# NEWSLETTER

Volume 10, December 2023

## MARKET SPOTLIGHT

BASED ON OCTOBER SALES

### MENDON

#### SINGLE FAMILY HOMES

- Average number of single family homes listed - 3
- Average list price - \$871,567
- Average number of homes with accepted offers or sold - 9
- Average sale price - \$845,800
- Average number of days to accepted offer or sold - 28

#### CONDOS

- Average number of condos listed - 1
- Average list price \$559,000
- Average number of condos with accepted offers or sold - 1
- Average sale price - \$559,000
- Average number of days to accepted offer or sold - 8



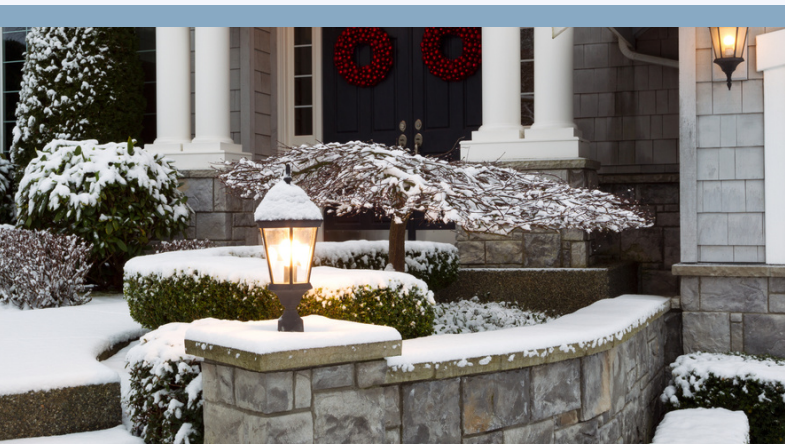
### UPTON

#### SINGLE FAMILY HOMES

- Average number of single family homes listed - 2
- Average list price - \$662,450
- Average number of homes with accepted offers or sold - 17
- Average sale price - \$765,672
- Average number of days to accepted offer or sold - 37

#### CONDOS

- Average number of condos listed - 3
- Average list price - \$529,300
- Average number of condos with accepted offers or sold - 5
- Average sale price - \$678,140
- Average number of days to accepted offer or sold - 100



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# THE VALUE OF A BUYER'S REALTOR

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In every real estate transaction, buyers have the option to use a Buyer's Realtor. This person acts as the buyer's guide through the home buying experience and adds a great deal of value to every stage of the process. Here are some of the many ways they benefit a buyer:

- They are an expert guide to geographic areas, neighborhood features, and home features
- They have an unbiased eye, look to meet your buying objectives and stay within your price range
- They can help you focus your search by evaluating listings before you tour
- They can provide updated information on home values and upcoming listings
- They schedule home tours, alert you to open houses, and provide insights as you tour
- They negotiate your offer and inspection issues
- They can explain offer contingencies and help you decide what is best for you
- They refer you to local services, such as trades people, home inspectors, and lenders
- They can provide insight into the sellers' mindsets on pricing, contingencies, what may help you succeed with your offer, and the dynamics of the current market
- They are your **ADVOCATE** in a transaction, and a resource after you close!



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# MORTGAGE MINUTE!!

## Thinking of Buying a Multi-Family Home?

## Have you been concerned about getting an FHA mortgage for it?

**Well...there's great news for you! Starting November 18th, you can get a conventional loan for a multi-family home by putting down just 5% as a down payment. Why is this so important? Because with a conventional loan there are fewer requirements than an FHA loan, making it easier to get a loan, and giving you an advantage when making offers.**

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