



THE REAL ESTATE ADVISOR



LEXI LEDDY
REAL ESTATE

By Lexi Leddy, REALTOR® Licensed in New Hampshire and Maine

Your Community Real Estate Resource!

JUNE SINGLE FAMILY MEDIAN PRICES BREAK RECORD AGAIN

PORTSMOUTH - For the third time in less than a year, single-family sales in the 13 Sample Seacoast Towns set a new median price record, according to statistics just released by the Seacoast Board of REALTORS.

The 13 Sample Seacoast Towns are Exeter, Greenland, Hampton, Hampton Falls, New Castle, Newfields, Newington, North Hampton, Newmarket, Portsmouth, Rye, Seabrook, and Stratham.

The new monthly median record of \$662,500 completely eclipsed the old mark of \$625,000 set last month. Meanwhile inventory levels reached the highest level since October, although the 114 available units were the

lowest-ever for the month of June. By comparison, there were 205 available units last June. Still, sales remained virtually flat for the month, declining 18.9% from a year ago. Nevertheless, there were a June-record 16 sales of \$1m dollars or more, including two closings more than \$4.3 million dollars in Portsmouth and Hampton, respectively.

For the first six months of 2021, sales are up 3.6% and median sale prices are up 14% at \$600,000.

Condominium inventory also hit an all-time June low, but month to month sales remained virtually flat although 60% higher than last year. The monthly median for June was \$355,000,

well-off April's record \$459,100. For the first six months of 2021, despite inventory shortages, condominium sales are up an impressive 41.2% and the cumulative median stands at \$380,000, up 9.5% from last year.

"We are entering what appears to be another strong summer market," said Ted Mantos, President of the Seacoast Board of REALTORS. "There seems to be sustained demand for very limited inventory which continues to put upward pressure on prices."

Source: Seacoast Board of REALTORS®

MOVING COMMUNITIES MOVES MARY'S DOGS

This year, Mary's Dogs out of Northwood, NH, has been selected as the incredibly deserving *Moving Communities* charity of choice for all of 2021. Both Petey and Bub have come from Mary's and I feel so grateful for everything these dogs bring to my life. The staff at this organization are amazing people that do so much for so many - more so than they probably realize, especially from a ripple effect.

My goal is to donate \$10,000 this year to Mary's. Because of my clients' trusting in me with their real estate needs, I'm both proud and honored to announce we have reached the halfway point for \$5000 so far! A huge thank you to all my clients and kind folks who refer me - this would not be possible without you!

For those unfamiliar with this amazing organization, Mary's Dogs Rescue And Adoption was established in 2011 by Mary and John Doane, and later becoming a nonprofit organization in 2016, Mary's Dogs. Mary's rescues approximately 600 dogs annually from kill shelters in the south and rehomes dogs in New England. They nurture the network of volunteers and foster and forever pet parents. They also serve as a resource to communities in Southern New Hampshire and pet owners by providing education and information on responsible pet ownership, including the importance of spay/neuter, positive behavior training, and good nutrition. For more information, check them out online at www.marysdogs.org

Being part of my community is something that has always been important to me. In 2017, I started my *Moving Communities Campaign*. For every home I help sell, a portion of my commission is donated to a local charity. To date we have donated over \$57,000 back to our communities!

Past recipients include Dana Farber, Hero Pups, Rockingham County Child Advocacy Center, Junior Service League of NH, Haven, First Tee of NH, NH Children's Trust, Amy's Treat, Arts In Reach, Habitat For Humanity, Gather, Soul Models, Big Brothers Big Sisters of NH and Step Up Parents. For more information, on how you can get involved, please contact me at 603-828-2601 or Lexi@LexiLeddyRealEstate.com



Lexi Leddy, Mary's Dogs Executive Director, Allyson Larochelle, Petey and Bub

HOW TO PLANT YOUR OWN FLOWER GARDEN



Starting a flower garden in that empty space in your yard is a great way to increase the curb appeal of your home and an opportunity to apply some of your personality to your outdoor area.

First, find an area you could use for your flower garden and try to identify if the space gets direct sun, partial sun, or shade.

The amount of sunlight that your garden gets determines what kinds of flowers you can grow.

For example, chrysanthemums and sunflowers need about 6-8 hours of sun per day, so they would not last very long in a shady nook, while fuchsias or begonias would thrive.

The next step is to decide whether you want to plant seedlings or buy your flowers from a nursery. This really depends on how much time you have to spend and it won't affect how nice your garden is. Once you have selected flowers that will grow well in your garden space, take some time to make a diagram for where they will all be placed.

One of the last steps before planting is to mix manure or compost in your soil a week before planting. Now it's time for the best part, planting your flowers! You will need a shovel, rake, and trowel for this step. The goal here is to loosen the soil and create snug holes for your flowers. Depending on how many flowers you have, this process should only take a day or two.

Finally, enjoy your flower garden and see if any butterflies come to enjoy your creation too!

EASY AND VERSATILE BURRATA RECIPE

I've recently discovered the magical cheese that is burrata. The nice thing about working with burrata is that it's laid back and easy. Because this fancy cheese is so good in itself,, you barely need to dress it up. Here's all you need to do for this burrata recipe:

- **Burrata:** Place one ball on a plate. If you'd like, you can also tear off pieces of a second ball to add visual appeal (see the photo).
- **Fruit or tomatoes:** Surround it with ripe summer fruit like peaches, tomatoes, melon (watermelon, cantaloupe or honeydew), strawberries, or blackberries.
- **Herbs:** Add fresh summer herbs! Basil is our favorite (reminiscent of a [Caprese salad](#)), but oregano and thyme are also lovely.
- **Olive oil:** Drizzle with a high quality extra virgin olive oil, which ties it all together.



A NOTE TO MY FRIENDS

Greetings friends and happy Summer! Finally! It's what we New Englanders wait for! At least, I do, anyway! The beach, farmer's markets with amazing produce, berry picking and flip flops.

The real estate market has certainly been topsy-turvy. Great for sellers and while challenging for buyers, not impossible!

With all the craziness that has gone on with the real estate market, many of you know that I have embarked on starting my own real estate brokerage, Lexi Leddy Real Estate!

It's been a very busy, but exciting time for me and I am very excited about helping even more buyers and sellers with their investment.

Petey and Bub are enjoying playing in the yard and rolling in the grass bringing smiles wherever they go.

As always, If you or someone you know is looking to buy or sell real estate in New Hampshire or Maine, please contact me for a complimentary consultation. I am happy to help!

Happy Summer, Lexi Leddy



Petey and Bub



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Contact me today for a complimentary market analysis of your home!

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