



# THE REAL ESTATE ADVISOR



**LEXI LEDDY**  
REAL ESTATE

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

## Your Community Real Estate Resource!

### AS MARKET "COOLS," HIGH END SALES BREAK RECORD AGAIN

PORTSMOUTH - September high-end sales in the 13-Sample Seacoast towns set a new volume record for the second time in three months even though overall volume numbers cooled, 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 24 sales of homes selling at \$1 million dollars or more broke the old mark of 22 set in July and extended a five-month streak of double-digit \$1 million-plus sales. Nine of those sales exceeded \$2 million dollars, three were

more than \$3 million dollars and one at 340 Odiorne Road, Portsmouth topped the list at \$4,530,000.

Still, single-family sales overall were off 9.6% from last year against a background of another record-low (for September) total of monthly inventory. The monthly median sale price was \$662,500, second highest for the year but well-off July's record \$719,000. Total sales for the first nine months of 2021 are off 5% but the median sale price is up 10.5% at \$615,500.

Meanwhile condominium inventory also set a September record for lowest total of available units, leading to a 42.6 % drop in sales from last year. The monthly median sale price came in at \$385,000, again well-off last month's record

\$475,500. Unlike single-family sales, however, total condominium sales for the year are up 16.2% and the median sale price is up 12% to \$399,900.

"It's difficult to sustain any kind of volume numbers when your inventory totals are so low," said Ted Mantos, president of the Seacoast Board of REALTORS. "Still, the high-end sales we are seeing continue to reflect the robust consumer confidence that is out there."

Source: Seacoast Board of REALTORS®

### THIRD QUARTER DONATION TO MARY'S DOGS MARKS OVER \$60K DONATED BY MOVING COMMUNITIES!

For the third quarter of 2021, \$2,500 has been donated to **Mary's Dogs** out of Northwood, NH marking over \$60,000 donated by the Moving Communities Campaign since its inception. Because of my clients' trusting in me with their real estate needs, donations to local charities such as Mary's Dogs are possible. 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](http://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 \$60,000 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](mailto:Lexi@LexiLeddyRealEstate.com).

LEXI LEDDY REAL ESTATE QUARTERLY NEWSLETTER

#### EVENT SPOTLIGHT:

Come support Mary's Dogs Saturday, October 30<sup>th</sup> at 1pm for a fun Cornhole Tournament! \$20 per adult and \$10 under 15! Tournament being held at

**2 MAPLE AVE, DEERFIELD, NH.**

**FOR MORE INFO: [KGAMACHE03@GMAIL.COM](mailto:KGAMACHE03@GMAIL.COM)**



# WHAT TO REPAIR BEFORE YOU LIST



When you're getting ready to list your home, it's of the utmost importance to ensure you are showing it in the best light. Taking time to highlight its strengths and fix up some of its possible weaknesses can make a big difference in how fast it sells. Here are our top four recommended repairs to make before selling your home.

## Repaint walls.

Giving your home a fresh coat of paint is one of the most cost-effective ways to spruce it up, and generally, it can be a do-it-yourself project. Make sure cover any walls with scratches and chips and consider updating any accent walls with a more neutral coat.

## Repair floors.

Hardwood floors are a very desirable feature in a home, so you want to ensure they look their best by fixing scratches or dull areas. If your carpet is worn or stained, consider replacing them. And don't forget the tile in your kitchen or bathrooms. Re-grouting can go a long way in making dingy tile work look brand new!

## Refresh the landscaping.

Show buyers your home is the full package by dressing up the outside as well as the in. Clean walkways and driveways, plant seasonal flowers and plants, trim hedges and trees, install outdoor décor pieces and fill in mulch and gravel.

## Fix your fixtures.

Leaky faucet? Rusted drains? Loose drawer handle? Making these small fixes can make a big difference to potential buyers with detailed-orientated minds. Improve your kitchen. An outdated kitchen can be a real eyesore in a home. Updating cabinetry, repairing or replacing countertops, and installing new faucets and sinks may be worth the investment

## ROASTED PUMPKIN SEEDS

Pumpkins are pretty amazing. You can carve them, roast them, serve them savory or sweet. One of their best (and often overlooked) attributes is their seeds! They're super easy to prepare and make a seriously delicious snack. Besides tasting great, they're also **loaded** with nutrition. They're high in protein, (take note, vegetarians!) are an excellent source of magnesium, zinc, and calcium. Plus, lots of healthy fats. It would be a shame to throw all that good stuff out!

### INGREDIENTS

2 c.  
pumpkin seeds  
2 tbsp.  
melted butter  
1 tsp.  
kosher salt

### DIRECTIONS

1. Preheat oven to 350° and line a baking sheet with parchment or grease with cooking spray. Remove seeds from pumpkin: Scoop them out with an ice cream scoop or big spoon and place in a colander. Rinse to get rid of any pulp, then pick away any stragglers.
2. Transfer seeds to paper towels and pat dry thoroughly.
3. In a bowl, toss seeds with melted butter and salt.
4. Spread seeds on prepared baking sheet and bake, stirring occasionally, until seeds are lightly golden, 20 to 25 minutes.



**YIELDS: 2 CUPS**

**PREP TIME: 0 HOURS 5 MINS**

**TOTAL TIME: 0 HOURS 30 MINS**

## A NOTE TO MY FRIENDS

Greetings friends and happy Fall! Nothing compares to Fall in New England: The colors, crisp fresh air with smells of apples and everything pumpkin!

The real estate market has certainly been interesting. While still a hot market, things have certainly cooled since spring making it a little more bearable for buyers.

I wanted to take a moment to thank everyone for their support and well-wishes in starting Lexi Leddy Real Estate! A lot of exciting things happening over here and I couldn't do it without my clients and

referral partners! From the bottom of my heart, I thank you!

This quarter we hit a major milestone in donating over \$60,000 to local charities through the Lexi Leddy Moving Communities Campaign!

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 Fall, Lexi Leddy



*Fall Decorating With Bub*



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



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

Office: 603-828-2601

Email: [Lexi@LexiLeddyRealEstate.com](mailto:Lexi@LexiLeddyRealEstate.com)

[www.lexileddyrealestate.com](http://www.lexileddyrealestate.com)

**LEXI LEDDY**  
REAL ESTATE