

OCTOBER



2024

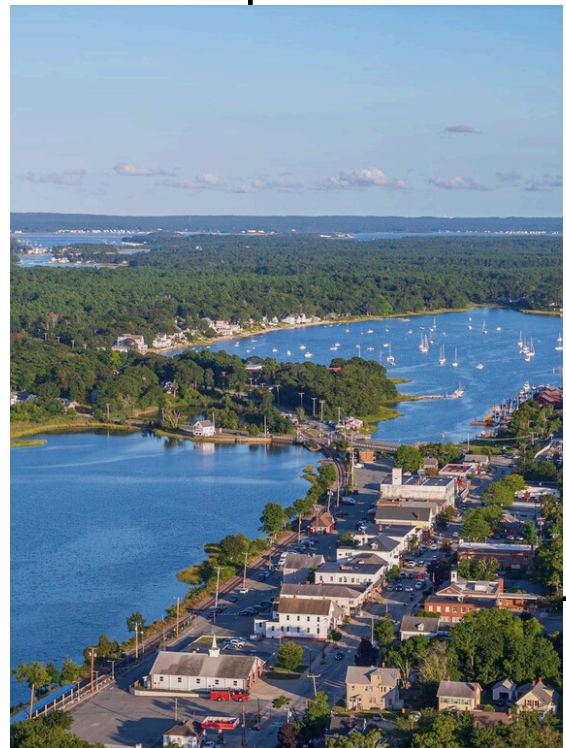
SUSAN GORDEN RYAN

Community Newsletter



Plymouth County Stats

There were a total of 513 active listings on the market (up 30% YOY), 460 homes were sold (up 3.8% YOY), the average median sales price is \$653,500 (up 9% YOY) and the total days on the market are an average of 33 days (up 10%).



AUGUST 2024 STATS PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

@susangordenryan

www.BOLDRealEstate.com

2024 with BOLD Real Estate

BOLD was developed by the MA State REALTOR® of the Year and a Real Estate Attorney, who were on a mission to create and grow a full-service brokerage firm that would bring back excellent customer service and revolutionize the traditional real estate model.

When you work with a BOLD agent, you're working with someone that combines market expertise with entrepreneurial innovation. We will listen to your needs and goals, use data and creativity to optimize your property for potential buyers, and stand beside you for every step of the selling process. We know that trust is earned through delivering results and that our success is defined by yours.

Susan Gorden Ryan

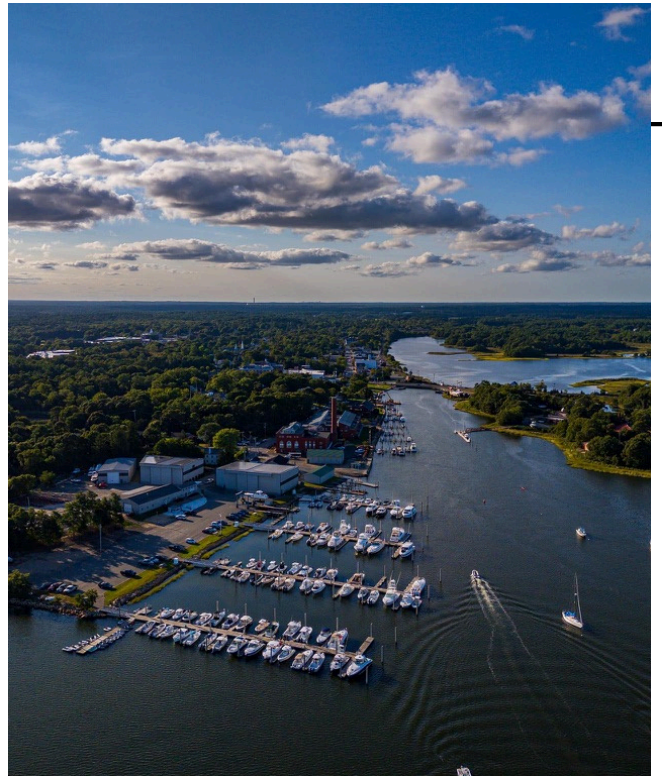
Susan first joined BOLD in 2016 when seeking to be closer to home so she could provide care for her family. Susan is formerly a senior strategist, director, and program manager for industry leading global financial services institutions. The skills and capabilities built over 35 years are in direct alignment with the ability to provide outstanding service to her real estate clients. From meticulous attention to detail, advocating for client's best interests, to tracking and managing the multi-faceted elements of each transaction, Susan is there for you with compassion and the utmost diligence.

The 2024 Housing Market

The 2024 forecasts show most experts are optimistic about the future. Home price growth is projected to slow and sales are forecast to rise. While inventory is low, more new listings are coming onto the market than usual. Even though affordability remains a challenge, homebuyers are still active.

For Southcoast...

Right now, in the changing market, it is no surprise many homes are still not on the market long because of such current low inventory. These sales are expected to slow down in our area mainly due to the time of year but don't worry if you are thinking about buying or selling... there is still opportunity among us.



Here is a Local
Market Update
on the
SouthCoast
Market

Where To Go Once You Sell?

Due to things like the high cost of living, retirement and the desire to move to a more cooperative climate, Massachusetts has a notable percentage of residents looking to buy elsewhere. Where are they going?

The top five places are:

1. New Hampshire
2. Florida
3. Connecticut
4. California
5. North Carolina



Should You Sell Now?

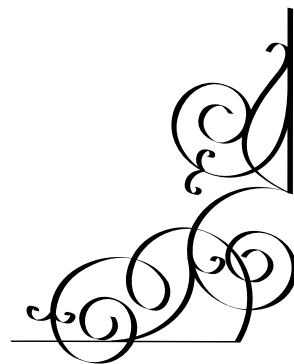
The supply of homes for sale is still low, so we're technically still in a seller's market today. With more buyers than homes today, buyers crave more options, and your house may be just what they're looking for. Selling while inventory is this low means if you price your house right, it's likely to be in demand.

Recent data shows home prices are still on the rise at a normal pace in many parts of the country. And while prices vary by market, experts project they'll continue to rise at typical levels of appreciation in the years ahead. So, with the worst home price declines behind us and prices appreciating today, you can still sell with confidence this season.

Buyers have fewer choices now than they did in more typical years. And that's why you could still see some great perks if you sell today. Because there aren't enough homes to go around, homes that are priced right are still selling fast and the average seller is getting multiple offers from eager buyers.

- 60% of homes sold in less than a month
- 2.7 offers: the average number of offers on recently sold homes.

AUGUST 2024 REALTORS® CONFIDENCE INDEX



How Equity Helps with Affordability

With today's affordability challenges, your equity can make a big difference when you decide to move. After you sell your house, you can use the equity you've built up in your home to help you buy your next one. Here's how:

- **Be an all-cash buyer:** If you've been living in your current home for a long time, you might have enough equity to buy a new house without having to take out a loan. If that's the case, you won't need to borrow any money or worry about mortgage rates.
- **Make a larger down payment:** Your equity could be used toward your next down payment. It might even be enough to let you put a larger amount down, so you won't have to borrow as much money so today's rates become less of a sticking point.





Turk's Seafood

Offering the areas freshest seafood straight from the harbor boats, every single day. Turk's has it all - amazing sushi, a phenomenal fish market, delicious dining and creative craft cocktails. Dine in or takeout, the seafood is the best around!

83 Marion Road, Route 6
Mattapoisett, Massachusetts 02739
Restaurant: 508-758-3117
Sushi Bar & Market: 508-758-3113

New Year, New You? Too Soon?

Experts say it takes 12 weeks to change your habits and that's just about how much time there is left in 2024. Get a jumpstart on your New Year's resolutions. Here are great gyms and wellness centers in the area!

Boutique Fitness - 92 North Street, Mattapoisett, MA 02739

Mattapoisett Wellness Center - 76 County Road, Mattapoisett, MA 02739

Gleason Family YMCA - 33 Charge Pond Road, Wareham, MA 02571

Seaside CrossFit - 6 Little Brook Lane, West Wareham, MA 02576



20 Seller Tips

1. Research the Southcoast Real Estate Market
2. Work with a Local Real Estate Agent
3. Set the Right Price
4. Enhance Curb Appeal
5. Stage Your Home
6. Use High-Quality Photos and Virtual Tours
7. Highlight Energy Efficiency
8. Know Local Schools and Amenities
9. Address Necessary Repairs
10. Understand California Disclosure Laws
11. Market Online
12. Be Flexible with Showings
13. Consider Pre-Inspections
14. Utilize Professional Signage
15. Offer Incentives
16. Negotiate Strategically
17. Understand Tax Implications
18. Consider Seasonal Trends
19. Promote Local Lifestyle
20. Stay Informed on Legal Requirements

Community Reminders 101

It is the month of October, so do you know what month comes next...?
Exactly, you already forgot! Well, let me remind you that Thanksgiving is around the corner, so don't forget to take a moment to be grateful for all the blessings, big and small. When you can, support your local businesses that are such an important part of loving where you live!

If you need some help, we got you covered! Here are some of our favorite places for getting ready for the wonderful holiday season!



Ripe From the Vine:

508-810-0115

4 Church St Ext,

Mattapoisett, MA 02739

[BOOK NOW](#)

Savor the Spread:

978-763-5980

4 Church St Ext,

Mattapoisett, MA 02739

[BOOK NOW](#)

Fieldstone Farm Market:

774-553-5094

2806 Mill St,

Marion, MA 02738

[BOOK NOW](#)

143 Market:

508-758-8356

143 Fairhaven Road

Mattapoisett, MA 02739

[BOOK NOW](#)

On The Go:

508-758-9922

50 Marion Road

Mattapoisett, MA 02739

[BOOK NOW](#)



SUSAN GORDEN RYAN

REAL ESTATE

Contact me for your home buying and selling needs!

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