

# HOMES



Proudly presented by Coldwell Banker Residential Brokerage, this magnificent custom colonial in Wenham is sited on 2.77 private acres and features five bedrooms, 4½ baths, and nearly 5,000 square feet of beautifully appointed living space.

**For more information and additional photos, please see Page 29.**



Decorating • Renovating • Real Estate



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All of C.P. Berry Homes at Rolling Green are built to the strict guidelines of the EPA/DOE's **ENERGY STAR®** program and are **ENERGY STAR®** certified. To earn the Energy Star Certification, each of our homes are inspected and tested by an independent Home Energy Rater (HERS Rater). Energy Star qualified homes offer the peace-of-mind that the home has been designed and built to be truly energy efficient, designed for our specific climate conditions and has undergone numerous inspections by the independent Energy Star Rater to ensure that the highest standards are met.

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# HOMES

Decorating  
Renovating  
Real Estate

SPRING 2018

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## To our readers

We New Englanders are a hardy bunch. We prove it every single winter. Despite our apparent gluttony for punishment, we endure because we know what's coming next: warmer temperatures, longer days, Red Sox games, and the highly anticipated spring real estate market.

While so many of us were hibernating, imminent sellers were prepping their homes and motivated realtors were strategizing for their busy season. In this issue of Homes, I invite you to explore a diverse sampling of North Shore properties for sale. As you go from bucolic woodlands, to chic downtowns, to sandy shores, I guarantee you will enjoy the ride.

As always, I thank you for reading.



Lillian Shapiro

LILLIAN SHAPIRO

Director of Real Estate Advertising

## FEATURED PROPERTIES

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# Buying a home in a seller's market

The real estate market can be difficult to navigate for both buyers and sellers.

First-time buyers can easily become overwhelmed as they search for homes, while sellers hoping to get the best price for their homes might be frustrated if offers are slow to come in or fall short of their asking prices.

If met with an underwhelming market, many sellers can pull their homes off the market and wait until it becomes more advantageous to sell.

But buyers, particularly those shopping in a seller's market, may not have that flexibility.

Buying in a seller's market can be competitive and frustrating, but buyers can employ various strategies to survive such markets and land the homes of their dreams.

Here are a few strategies to help:

■ **Stick to your budget.** Lenders will indicate to prospective buyers how much they're willing to lend them, and that figure is typically considerably more than buyers are willing to borrow. In a seller's market, bidding wars can quickly drive up prices, but buyers should stick to their budgets so they are not house poor after buying. Sticking to a budget can be difficult in a seller's market, but such patience will likely pay off in the long run.

■ **Be ready to compromise.** Unless they have unlimited budgets, buyers often must compromise when purchasing a home. That's especially true in a seller's market with limited inventory. Buyers who need to buy a home must identify their needs versus their wants and recognize the likelihood that they will have to compromise.

■ **Work with real estate agents.**

Some buyers may be tempted to go it alone, searching for and ultimately buying homes without the help of real estate agents. That can be a foolish move in a seller's market where competition is high and inventory quickly disappears from the market. Veteran real estate agents have worked in buyer's and seller's markets, and buyers can use that experience to their advantage. In addition, real estate agents likely have access to inventory before homes appear on popular real estate websites, giving buyers working with them a leg up in competitive markets.

Buying a home in a seller's market can be fast-moving and very competitive.

But there are ways to ensure that buyers still find great homes at great prices in such markets.



## What Pre-Approval Looks Like



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# MJP Properties introduces new Beverly construction

By LILLIAN SHAPIRO  
DIRECTOR OF REAL ESTATE  
ADVERTISING

Well-known throughout the North Shore for his vast experience in quality new construction and his extensive portfolio of historic renovations, Michael Panzero, president of MJP Properties, is excited to present his latest offering. Ideally located in the heart of Beverly's desirable Centerville neighborhood, this stately farmhouse colonial sits majestically on more than-3 acres abutted by a nature sanctuary and restricted conservation land. Listed for \$739,900, this "move-in ready" home is represented by local well-known Coldwell Banker Residential Brokerage brokers Michael McNiff and Kevin Pietrini.

Spanning 2,800 square feet of luxurious living space, this home offers everything that today's buyer is seeking, including the much sought-after open-concept dining and living areas, -according to the listing agents. Preceded by a welcoming two-story foyer, this stunning space is enhanced by a superior trim package comprised of chair rails, crown moldings, raised paneling, hardwood floors, and a gas fireplace. The designer kitchen is thoughtfully and beautifully appointed with floor-to-ceiling cabinets, recessed lighting, quartz countertops, a tiled backsplash, stainless-steel appliances, and a center island for additional seating.

On the second floor, find a total of four bedrooms and two full baths including the private en suite master featuring an expansive closet, an oversized tiled shower, a double bowl vanity, and a

secluded lavatory closet. A walk-out basement with a host of windows for natural light provides the possibility of additional recreational space in the future. Other notable amenities include a composite front porch and rear deck, a first-floor half bath with laundry, a two-car garage, and central air conditioning.

"The availability of newly built homes is very limited in this marketplace, especially at this price point," says McNiff. "When the market compares new construction to older homes, the new homes usually win out. Unfortunately, the supply just doesn't always meet the demand, so when we see a high-quality opportunity like this one, we know it won't be around for long."

To schedule a viewing of this home, or for additional information, call Michael McNiff at 978-590-9062 or Kevin Pietrini at 978-578-4376.

## AT A GLANCE:

- 4 bedrooms
- 2½ baths
- 2,800 square feet
- \$739,900

## LISTED BY



**Michael McNiff**



**Kevin Pietrini**

- Michael McNiff, 978-590-9062
- Kevin Pietrini, 978-578-4376
- Coldwell Banker Residential Brokerage
- [www.ColdwellBankerHomes.com](http://www.ColdwellBankerHomes.com)



This brand-new farmhouse colonial sits on 3 acres in Beverly's coveted Centerville neighborhood.



Boasting an open-concept main level, this space is further enhanced by a superior trim package featuring chair rails, crown moldings, raised paneling, hardwood floors, and a gas fireplace.



A private en suite master with a large closet, oversized tiled shower and a double vanity shares the second level with three additional bedrooms and a second full bath.



# Brand-new Danvers condominium affords style, convenience

By LILLIAN SHAPIRO  
DIRECTOR OF REAL ESTATE  
ADVERTISING

Idyllically located within steps to downtown Danvers, this “like-new construction” condominium is custom fit for the first time home-buyer, empty nester or downsizer. One of three units in a building that was quite literally taken down to the studs, this luxury top-floor penthouse with tall ceilings brings a thoughtful sweeping floor plan with beautiful features and an attractive price tag to match. Listed for just \$325,000, it is presented by Pamela Spiros of Coldwell Banker Residential Brokerage.

Spanning more than 1,000 square feet over one convenient level, this home has been tastefully appointed with hardwood floors, recessed lighting, and the finest of fixtures throughout. Entertaining is a snap, thanks to the wide-open concept design where the living and dining areas blend seamlessly. The chef’s kitchen is both eye-catching and well-equipped with stainless-steel appliances including a gas stove, generous white cabinetry, granite countertops, and decorative pendant lights.

This lovely home also offers two bedrooms including a master, both furnished with Berber-style wall-to-wall carpeting



In the kitchen, find stainless-steel appliances, generous white cabinets with granite countertops, and decorative pendant light fixtures.



This luxury penthouse unit features a wide-open floor plan with tall ceilings, hardwood floors and recessed lighting.

and ample closets. An oversized full bath is quite splendid, enriched by a granite vanity, an attractively tiled tub/shower



The oversized bathroom is quite spa-like with a granite-topped vanity, a tiled tub/shower with glass doors, and a plank ceramic floor.

electrical, plumbing, gas heating systems, a new roof, stress-free vinyl siding, deeded parking in the private driveway, and

efficiency. Additionally, within the building there is a fire suppression unit and a full basement with storage and laundry hook up.

Perhaps most appealing of all is the easy lifestyle this condominium living can provide. Reasonable monthly association dues of just \$235 covers your water, sewer, master insurance, trash removal, and exterior maintenance including landscaping and the ever-dreaded snow removal. This home is also convenient to shopping, fine dining, and all major routes for commuting.

“This is a stunning offering that is so close to all that Danvers has to offer. I can’t imagine that it will be on the market for long,” says Spiros.

For more information or to schedule a viewing of this residence, call Pamela Spiros at 978-808-6022.

## AT A GLANCE

- 5 rooms
- 2 bedrooms
- 1 full bath
- 1,080 square feet
- \$325,000

## LISTED BY

- Pamela Spiros
- 978-808-6022
- Coldwell Banker Residential Brokerage
- [www.ColdwellBankerHomes.com](http://www.ColdwellBankerHomes.com)



Pam Spiros

# CONDO VS. TOWN HOUSE LIVING: WHAT TO KNOW

Individuals have many options when seeking places to call home. Among those options are condominiums and town houses. While quite similar, condos and townhouses are different. Learning what sets these residences apart can help people find the right fit for them.

## Condominiums

Condos are private residences owned by an individual or family in a private building. According to Realtor.com, condos are similar to apartments. However, instead of paying rent, condo dwellers own the space. Condos share common areas, such as pools, recreation rooms, gyms and outdoors spaces.

People may be attracted to condos because there is very little maintenance involved. Condos can be in large buildings similar to apartment buildings, and living spaces may be confined to one floor. High-rise condominiums may resemble skyscrapers, and it's wise to note that a condo owner shares ownership of the land, the roof, the staircases, and the exterior of the condominium complexes. The only thing the condo owner may own outright is his or her individual living space.

Condo owners typically rely on maintenance companies and other contractors to handle the repairs and upkeep of the spaces outside the interior of one's specific condo. Residents typically pay condominium fees to a condo board to manage and cover these expenses. Because of the multiperson ownership, condos place strict restrictions on what can and can't be done to the property.

## Town houses

Town houses are usually multi-leveled attached properties. Town houses may fall within a row of other homes or be an end unit where only one side is attached.

Many people are drawn to town houses because of their various levels and architectural styles. Some also feel that town houses provide more of a traditional home feel than condominiums. Town houses may come with a small parcel of land, a driveway or a private garage.

Although there may be some community amenities accessible to owners of town houses, such amenities are rare. However, because town house communities do not handle as much maintenance — exterior repair and roof maintenance may be



the responsibility of the town house owner — homeowners association fees tend to be less expensive than those incurred by condo owners.

Town house owners typically take ownership of the home, the roof and

the land that lies below it. However, both town house and condo owners are urged to read the bylaws of their communities, which should specifically list responsibilities of the owner versus the homeowners

association or condo board.

Condos and town houses have similarities and differences, but both can be ideal places to live for those who desire help with maintenance and worry-free living.

## A primer for first-time real estate investors

Real estate can be a good investment that helps build wealth and secure a financial future. According to Investopedia, average 20-year returns in commercial real estate hover around 9.5 percent, while residential and diversified real estate average returns of 10.6 percent.

Such figures may seem too good to ignore for many prospective real estate investors. But investing in real estate can be risky, and it's important that first-time investors consider a host of factors before deciding to delve into the real estate market.

### Current finances

Real estate can potentially yield big returns, but these may only materialize after investors spend ample amounts of money refurbishing or even maintaining their investment properties. Prospective investors without the capital on hand to finance repairs or routine maintenance may find it difficult to make their

properties appealing to potential tenants, which can make it harder to meet mortgage payments. Prospective investors who already have sizable debts, be it consumer debt or existing mortgage payments, may want to pay down those debts before investing in real estate.

### Down payments

According to Wells Fargo, mortgage insurance does not cover investment property, and loans typically require a minimum down payment of 20 percent of the value of the property. So prospective investors cannot count on mortgage insurance to finance



their investments in real estate. Investors should not just make sure they can meet that 20 percent requirement, but also ensure they have enough capital left after making their down payments to address any repairs that need to be made. If not, they might have trouble attracting

### Interest rates

renters willing to pay enough in rent. Prospective real estate investors may be surprised to learn that investment property loans are often subject to higher interest rates than those for homebuyers borrowing to purchase a primary residence, says Quicken Loans and

other lenders. Investors should not count on getting the same or better interest rates for their investment properties that they did when buying the homes they currently live in.

### Financial reserves

Some lenders may require that prospective investors have sizable financial reserves before they will lend them money to invest in real estate. Some may require that borrowers have several months' worth of reserves to finance both their personal lives and their investments. If a 20 percent down payment would make that impossible, then prospective investors may want to wait a little longer to invest and save more money until their financial reserves would prove more acceptable to lenders.

Investing in real estate can yield big returns. But first-time investors should know that such investments are vastly different than investing in a home for oneself.



# Merry Fox Team....#1 Agent Team on the North Shore\*

\*Based on Market Share per MLS PIN, 4/1/17 - 4/1/18

Single-Family  <b>SOLD</b> 30 Orne Street Salem	Single-Family  <b>SOLD</b> 10 Sagamore Road Marblehead	Single-Family  <b>SOLD</b> 33 Circle Hill Road Salem	Single-Family  <b>SOLD</b> 302 Highland Street Hamilton	Single-Family  <b>SOLD</b> 23 Lemon Street Salem	Single-Family  <b>SOLD</b> 24 Savoy Road Salem	Single-Family  <b>SOLD</b> 6 Madeline Ave. Salem	Single-Family  <b>SOLD</b> 4 Buchanan Road Salem	Single-Family  <b>SOLD</b> 113 Main Street Topsfield	Single-Family  <b>SOLD</b> 23 Winter Street Salem
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Single-Family  <b>SOLD</b> 4 Sutton Ave. Salem	Single-Family  <b>SOLD</b> 10 West Cottage Marblehead	Condominiums  <b>SOLD</b> 99 Washington Street, Unit 21 Salem	Condominiums  <b>SOLD</b> 24 Chestnut Street, U:2 Salem	Condominiums  <b>SOLD</b> 225 Derby Street, U:508 Salem	Condominiums  <b>SOLD</b> 20 Central Street, U:302 Salem	Condominium  <b>SOLD</b> 171 Federal Street, U:2 Salem	Condominium  <b>SOLD</b> 24 Carlton Street, U:3 Salem	Condominium  <b>SOLD</b> 162 Bridge Street, U:2 Salem	Condominium  <b>SOLD</b> 11 Church Street, U:407 Salem
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Condominium  <b>SOLD</b> 26 Andrew Street, U:2F Salem	Condominiums  <b>SOLD</b> 2 Andover Street, U:B Salem	Condominium  <b>SOLD</b> 61 Broad Street, U:2 Salem	Condominium  <b>SOLD</b> 1 Washington Street, U:404 Salem	Condominium  <b>SOLD</b> 4 Saltonstall Parkway, U:1 Salem	Condominium  <b>SOLD</b> 110 Derby Street, U:3 Salem	Condominium  <b>SOLD</b> 26 Andrew Street, U:2R Salem	Condominium  <b>SOLD</b> 2 Emerton Street, U:2 Salem	Condominium  <b>SOLD</b> 114 Derby Street, U:1D Salem	Condominium  <b>SOLD</b> 114 Derby Street, U:2D Salem
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Condominium  <b>SOLD</b> 66 Haskell Street, U:2E Salem	Condominium  <b>SOLD</b> 59 Broad Street, U:2 Salem	Condominium  <b>SOLD</b> 43 Bridge Street, U:1 Salem	Condominium  <b>SOLD</b> 12 Union Street, U:2 Salem	Condominium  <b>SOLD</b> 1 Granite Street, U:1 Salem	Condominium  <b>SOLD</b> 183 Federal Street, U:1 Salem	Condominium  <b>SOLD</b> 98 Washington Square East, U:4 Salem	Condominium  <b>SOLD</b> 1 Broad Street, U:1 Salem	Condominium  <b>SOLD</b> 225 Derby Street, U:608 Salem	Multi-Family  <b>SOLD</b> 17-19 Naples Road Salem
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 BETSY MERRY MerryFox Team	 DAN FOX MerryFox Team	 Catherine Curtis Malone, Agent	 Maggie Gibson, Agent	 Nadine Hanscom Agent	 Kristen Kotowski, Agent	 Jenna Lovely, Agent	 Mike Shea, Agent	 Terryanne St. Pierre, Agent	 Amy Sweeney, Agent
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Visit Our Website: [merryfoxrealty.com](http://merryfoxrealty.com)  
224 Derby Street, Salem, MA • 978-740-0008

# Boosting curb appeal starts with a green lawn

Returns on home improvement projects vary. In its annual “Cost vs. Value Report,” Remodeling magazine notes the projects that yield the best returns on investment in a given year.

But a host of factors, including the type of market (buyer’s or seller’s) and the region where the home is being sold, ultimately combine to determine if homeowners’ investments in home improvement projects will provide the returns they were hoping for.

Though there’s no way of guaranteeing a home improvement project will yield a great return, real estate professionals often cite improving curb appeal as an excellent way to attract prospective buyers and potentially get the asking price or more when selling the home.

Improving curb appeal makes even more sense in today’s real estate market, when many people do their own searching via real estate websites such as Trulia or Zillow. When using such sites, buyers will likely be less inclined to



click on a listing if exterior photos of the property are not eye-catching.

Various projects, including tending to lawns and gardens, can improve curb appeal. An added benefit to focusing on landscaping to improve curb appeal is it promotes spending time outdoors in spring and summer.

Here are some tips to capture the

attention of buyers:

#### Maintain a lush green lawn

Lawns that fall into disrepair may not give buyers a correct impression about how homeowners maintained their homes. Lawns with multiple dead spots and grass that appears more brown than green may lead many buyers to assume that the home’s interior was equally

ill-cared-for.

Maintaining lush green lawns is not as difficult as it may seem. Applying fertilizer and aerating at the appropriate times of year can promote strong roots and healthy soil, making it easier for grass to survive harsh conditions like drought. When watering in summer, do so in early morning or evening so as little water is lost to evaporation as possible.

#### Address brown patch

Even well-maintained lawns can fall victims to brown spots. According to lawn care professionals, lawns in regions with hot temperatures and high humidity can be infected with brown patch, a common lawn disease that is caused by fungus, which can produce circular areas of brown, dead grass surrounded by narrow, dark rings. Pennsylvania State University’s College of Agricultural Sciences notes that removing dew that collects on grass leaves each morning, which can be accomplished by mowing or dragging a water hose across

affected areas, can be an effective way to reduce brown patch.

Homeowners without much lawn care experience can consult professional landscapers to address the issue. But those looking to sell their properties should note that buyers often walk the grounds of homes they are considering buying. So addressing any issues on the lawn should be a priority for sellers.

#### Limit dogs to certain spots

Dog owners may want to let their pets roam free in their yards. But homeowners about to put their properties up for sale may want to confine their four-legged friends to certain areas. That’s because dog urine can be high in nitrogen. Nitrogen itself is not harmful to lawns, but in high concentrations it can contribute to yellow or brown spots. Also, highly acidic dog urine may even adversely affect pH levels in the soil.

Curb appeal can go a long way toward helping homeowners sell their homes, and a lush lawn can be used to catch the eye of prospective buyers.

## MAKING AN IMPRESSION

### Create a showplace worthy of sale

The sentiment “don’t judge a book by its cover” can be applied to many situations. When it comes to selling their homes, homeowners should remember this adage as they prepare their homes for prospective buyers.

Statista indicates that there were 560,000 houses sold in the United States in 2016. Homeowners who want to make their properties stand out can take the following steps.

#### Depersonalize the home

Homeowners fill their spaces with family photos, heirlooms, personal interests and other conversation pieces. Prospective buyers may not be able to see past personal belongings and may even be distracted by them.

For example, buyers who have strong beliefs about animal welfare may not buy a home displaying hunting trophies. Remove personalized items where possible, replacing them with generic items.

#### Improve the exterior

HGTV says that curb appeal is

crucial to making a strong first impression. A messy or lackluster landscape can turn buyers away even before they reach the front door. Mow the lawn, and make sure shrubbery has been trimmed. Seasonal potted flowers and plants can help make the house look polished. Repair cracks or damaged walkways, and consider a fresh coat of paint on trim around windows and doors. Pressure-wash siding if necessary.

#### Put things in storage

Rent a storage unit to house items that can make a home appear cluttered. Clean out closets and cabinets, so that when buyers “snoop” during appointments or open houses, they see orderly storage areas. If closets are brimming with stuff, buyers may assume the house doesn’t have enough storage space and move on.

#### Make it light and bright

Open up all of the drapes and blinds, and turn on overhead lights so the house is well-lit. Add table

lamps or other fixtures to especially dim rooms.

#### Create a hotel experience

Forbes suggests making bathrooms look like a spas.

Stack a few pretty washcloths tied with ribbon, add some scented candles and faux plants, and buy bathmats and towels in coordinating tones.

Remove extraneous items from kitchen counters, and replace them with vases of flowers. Also, set up dining spaces as if one were sitting down to a meal, and ensure appliances are sparkling clean.

#### Use common ‘scents’

Skip the fish, bacon or other aromatic meals for a few days, as such foods can leave lingering aromas. Baked goods, vanilla and cinnamon might make for more appealing scents.

Making a home sell fast involves preparation and the knowledge that buyers are often greatly influenced by their first impressions.



# The Most Iconic House on All of Cape Ann... SOLD!

*Listed by Nancy Goodick  
Sold by Ginger Attaya*



RESIDENTIAL BROKERAGE  
85 Eastern Avenue  
Gloucester, MA 01930  
ColdwellBankerHomes.com



Ginger has 30+ years of sales experience and has been a top producer with Coldwell Banker since the day she began. She received "Rookie of the Year" award her first year, and has been receiving professional achievement awards ever since.

Her extraordinary energy combined with her intense passion for Cape Ann makes her the success that she is. She owned and operated a furniture and interior design business and has tremendous talent for knowing what needs to be done for the home to present itself properly.

Her formal education and experience as a social worker, enables her to understand clients needs and how to best help them when they are buying or selling their home.

She believes that every price point, and every person, deserves her utmost care & attention.

If you are considering BUYING or SELLING your home, Ginger is the person to call!



**GINGER ATTAYA**  
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# Not 1, not 2, but 3 sensational new waterfront offerings in Gloucester

By LILLIAN SHAPIRO  
DIRECTOR OF REAL ESTATE  
ADVERTISING

This commanding Gloucester residence on Western Avenue has undergone an absolutely astounding transformation. In less than one year's time, the waterfront property was converted from a dated three-family to three gorgeous condominiums. Boasting mesmerizing views of Gloucester Harbor, the Blynman Canal and beyond, these stunning, move-in-ready condos are on the market just in time for summer living.

"This building was languishing for a while but aside from its age, everything was there," says listing agent Kelly Blagden of Coldwell Banker Residential Brokerage. "Originally built in 1866, it was sited with an eye to the ocean with views so outstanding that you feel as though you are right on top of the harbor. When the (project) designer saw it, she knew she had found her perfect condo conversion and very quickly got to work on what would be very extensive renovations.

Each two-bedroom unit boasts a wonderful open floor plan, with spacious living and dining areas enriched by custom moldings, upscale lighting and hardwood floors. Designer kitchens, deliberately positioned to best enjoy the view, are well-furnished with Energy Star Samsung stainless-steel appliances, decorative backsplashes, granite countertops, and center islands. All three of the homes also feature walls of oversized windows, in-unit laundries, locked as well as common storage in the basement, custom tiled baths, private outdoor spaces, and

## AT A GLANCE

- 3 new condominium units
- 2 bedrooms, 1 bath each
- 960-985 square feet
- \$589,000-\$599,000



Kelly Blagden

## LISTED BY

- Kelly Blagden
- 978-771-7791
- Coldwell Banker Residential Brokerage
- [www.ColdwellBankerHomes.com](http://www.ColdwellBankerHomes.com)

two deeded tandem parking spaces.

While Units 1 and 2 are very similar, Unit 3 varies slightly. In this third floor "penthouse," find a cathedral ceiling living room with ceiling fan and Palladian window, a slightly enhanced kitchen with built-in wine cooler and pantry, and a secluded courtyard with views of the canal.

Ranging in size between 960 and 985 square feet, these homes are priced from \$589,000 for Unit 3 to \$599,000 for Units 1 or 2. Close to the area's finest beaches, these homes are also in proximity to eclectic downtown Gloucester and Route 128 for easy commuting.

"This project was done as though the designer herself was going to live here. Every detail has been tailored to seaside living," says Blagden. "Imagine sitting on your deck or in your little yard, watching the boats, the ships, the parade of sails, and the Fourth of July fireworks. This very special property is an ocean lover's dream and



These gorgeous new homes enjoy views of Gloucester Harbor, the Blynman Canal and beyond.



Built in 1866, this waterfront property has been expertly converted to three, two-bedroom luxury condominiums.

a once-in-a-lifetime opportunity for the person who wants to enjoy every minute of their life."

For more information on

these brand-new condominiums, call Realtor Kelly Blagden at 978-771-7791 or visit [www.ColdwellBankerHomes.com](http://www.ColdwellBankerHomes.com).



In all three of the designer kitchens, find Energy Star Samsung stainless-steel appliances, decorative backsplashes, granite countertops and center islands.

# Hamilton stunner with definite equestrian flavor

By LILLIAN SHAPIRO  
DIRECTOR OF REAL ESTATE  
ADVERTISING

Fashioned after The House of the Seven Gables and homes of that period, this custom-built English-style colonial seems as though it were plucked from the pages of a history book. And if its awe-inspiring façade doesn't pull you in, its location surely will. Superbly sited on 4.8-plus acres fronting Hamilton's Chebacco Lake, this outstanding home overlooks 450-feet of direct waterfront. Listed for \$1,395,000 by Diane Zanni of By the Sea Sotheby's International Realty, this is quite unlike anything you'll see on the market today.

"The owner himself designed this home and did most of the work, but before he started he went to England specifically to study the architecture and the various chimney structures because making it authentic was paramount to the project," says Zanni. "This is a rock-solid house with the finest grade of quality craftsmanship. It is upscale casual living at its very best."

Amazing foliage comprised of majestic trees and flowering bushes surround the home to set the stage for what awaits inside. As those well-versed in this structural design would expect, the home is chockfull of traditional features such as a marble foyer, beamed ceilings, leaded glass windows and wood flooring. Both the living room and dining room are generously sized and are enhanced by original wood-burning fireplaces and decorative trims. The dining room is heightened



This notable property sits on 4.8+ acres fronting Hamilton's Chebacco Lake, boasting 450 feet of direct waterfront.



Designed by the owner himself, this remarkable home was built to resemble the English homes of a much earlier time.

further by a convenient wet the gourmet kitchen with cherry cabinetry, granite counters, a center island, and an indoor grill is sure to suffice. This arresting main floor is rounded off by a half bath,

When the weather is conducive to alfresco dining,



The home is filled with period appropriate details such as beamed ceilings, wood flooring, and leaded glass windows.

a convenient laundry room, bath, well-appointed with a double vanity, whirlpool soaking tub, and a separate stall shower. Completing this upper level including the fire-

placed master with a walk-in closet and a marble en suite charming sitting area, and

## AT A GLANCE

- 11 rooms
- 4 bedrooms
- 3½ baths
- 5 fireplaces
- 5,700 square feet

## LISTED BY

- Diane Zanni
- By the Sea Sotheby's International Realty
- 617-529-8844
- [www.bytheseassir.com](http://www.bytheseassir.com)



Diane Zanni

the fabulous bonus of an au pair or guest apartment with cathedral ceilings.

The horse lover or all-around nature enthusiast will take delight in knowing that this property is not only within minutes to the Myopia-Hunt Club and Essex County Trail Association-trails, but it also brings with it a two-stall barn with a permit for six horses.

"This is a very tranquil setting that offers a boat dock, a koi pond and even an artesian well," says Zanni. "Right at your doorstep you have equestrian trails, swimming, fishing, kayaking, hiking, canoeing, mountain biking, and cross-country skiing in the winter. This is truly a vacation lifestyle."

This remarkable offering is shown by appointment. For additional information, or to schedule a private showing, call Diane Zanni at 617-529-8844. For a video tour, visit [iplayerhd.com/player/video/c75c75f1-417e-45f4-98e7-396b0c3661f5/](http://iplayerhd.com/player/video/c75c75f1-417e-45f4-98e7-396b0c3661f5/) share.



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Source: MLS PIN 2016, 2017 SF, MF, CC Sales in Beverly, Essex, Gloucester, Hamilton, Ipswich, Manchester, Rockport, Salem & Wenham, Massachusetts



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# Surviving a home renovation with ease

Homeowners invest large sums into improving their homes to make them more comfortable living spaces or to increase their odds of selling quickly. The Remodeling Futures Program at the Joint Center for Housing Studies of Harvard University predicted U.S. spending on home renovations and repairs to peak at \$327 billion in 2017.

Whether one is doing a large renovation or a small remodel, life may be turned upside down during the project. Furniture may be moved out of the room, walls may be demolished, water or electricity may be turned off, and appliances may be missing or not hooked up. Home improvements often drum up dust and disarray. Such projects can try the patience of any homeowner, and things may get worse before they get better.

Even though remodeling can be taxing, the end result is often worth it. Here's how to look forward to the silver lining and come out unscathed.

## Discuss the project before it starts

All family members should



be in agreement before the first hammer is swung. Decide on as many details as you can ahead of time and have a firm plan in place. Establish backup choices for tiles or color schemes in case the items you want are out of stock. Trying to make decisions under duress may result in bad choices.

## Do one project at a time

It's tempting to want to improve as much as possible

at once to maximize motivation and renovation materials. However, having no place in which to escape the mess can elevate stress levels. Do not think about renovating kitchens and bathrooms all at once, or you will not have any working fixtures for tasks like washing up.

## Have everything in place

Before demolition even begins, have building materials bought and stored,

contractors and subcontractors lined up, and see what you can do to minimize the time workers need to spend in your home.

## Expect delays

In a world where things move at lightning speeds, renovations have not gotten the memo. Home projects take lots of time and will likely take longer if you are doing the work yourself in your free time. Build lots of



Planning, patience and an understanding of what the project entails can make home improvements easier to survive.

extra time into the project so you are not disappointed when delays happen — even when you've done your best to avoid them.

## Plan an escape zone

Construction environments can be messy, loud, smelly and a host of other unsavory adjectives. The chaos that ensues when life is turned upside down can be

overwhelming, particularly for the person who spends the most time in the home while work is being done.

Build escape moments into the plan and make sure everyone else at home is on board.

During the real grind of the project, a night or two at a hotel may be a welcome respite.

## Tackle repairs and updates that create healthier homes

Home renovation projects are done for several reasons, whether to update styles, repair damaged or broken items, or achieve more living space. More than ever before, homeowners are choosing improvement projects geared toward making their homes healthier.

Establishing a healthy home means different things to different people. For example, to an environmentalist, a healthy home may incorporate eco-friendly or green products. To those with young children or mobility-impaired seniors, a healthy home may be one free from potential hazards. Others may view a healthy home as one that alleviates allergies.

The World Health Organization says inadequate housing conditions, such as poor ventilation, radon, urban pollution and moisture issues, can contribute to many preventable diseases and injuries — especially respiratory problems, nervous system disorders, cardiovascular diseases and cancer. Furthermore, the U.S. Environmental Protection Agency ranks indoor air quality as a top five environmental risk to public health. EPA studies have found that indoor air pollution levels were roughly two to five times greater than outdoor pollution levels.

People interested in making their homes healthier can embrace these renovations

and lifestyle changes.

## Be aware of materials

Toxic PBDEs, which are chemicals used as flame retardants on furniture fabrics produced prior to 2006, can send toxins into the air. Some manufacturers may still use these flame retardants in new forms, but with similar risks. Before purchasing furniture, ask if a product is treated, and select naturally fire-resistant materials like wool and cotton.

## Lighten up

Lighting is often underappreciated but can have a dramatic impact on whether a home feels inviting, warm and/or uplifting. Experiment with different types of bulbs and lighting fixtures to turn



Incorporating sunlight, a natural bactericide, into home renovation projects is a healthy — and cheerful — idea.

drab and dreary environments into brighter places. Lighting may improve mood

and productivity.

## Let the sun shine in

Modify window treatments to let more sunlight into the house. There is evidence that the sun, particularly UV light, is a potent bactericide. The Sunlight Institute advises that there's no harm in letting natural sunlight do its work, as bacteria within-8-feet of low-intensity UV light can be killed in 10 minutes.

## Inspect wood-burning appliances

A study published in the American Journal of Respiratory Cell and Molecular Biology has found regular inhalation of wood smoke limits immune activity and function, and anyone who burns wood indoors should

be aware of these potential health risks. Ensuring proper ventilation of smoke and routinely cleaning the chimney can help cut down on particulate matter.

## Turn to nontoxic products

Always opt for nontoxic, natural products when cleaning in and around the house.

## Declutter the home

A cluttered, hectic space can affect emotions and mental state, never mind attracting dust and making a home harder to clean. Spending time in spaces that do not elicit stressful feelings is healthier and can help residents rest and recharge.

Making a home healthier can be on the list of this year's renovation plans.

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# Pride of ownership shines on Hamilton estate

By LILLIAN SHAPIRO  
DIRECTOR OF REAL ESTATE  
ADVERTISING

A country estate in the truest sense of the word, this Hamilton property, set on 4 private acres, is a nature lover's dream, complete with a heated in-ground pool, a three-stall barn, and access to trails for horseback riding, hiking, and cross-country skiing. For those who prefer their leisure time spent inside, fear not, for this striking home is filled with gorgeous rooms in which to entertain or simply unwind. On the market for \$1,195,000, it is brought to you by John and Cindy Farrell of Coldwell Banker Residential Brokerage.

Built in 1972 as a cape-style home, it was expanded and renovated by the current owners who transformed it into a spacious custom colonial. The very practical main level with hardwood flooring boasts a wide variety of spaces sure to fit any mood, including a skylit living room with impressive floor-to-ceiling granite fireplace and exposed beams, a large formal dining room, a home office, a large screened porch with ceiling fan, and a fabulous family room with custom built-ins and French doors to a beautifully appointed sunroom with a cedar ceiling and walls of glass. Rounding off this floor is a full bath and a kitchen that is well-equipped with generous maple cabinets and stainless-steel appliances including a six-burner gas stove.

"This home has an excellent floor plan with lots of flexibility," says John Farrell. "Depending on need or taste, any of these rooms could be



Cindy and John Farrell

## AT A GLANCE

- 12 rooms
- 5 bedrooms
- 4 full baths
- 3,658 square feet
- \$1,195,000

## LISTED BY

- John and Cindy Farrell
- 978-578-5203
- 978-468-4180
- [www.BostonNorthRealEstate.com](http://www.BostonNorthRealEstate.com)

repurposed. The office, for example, would also work well as a music room or den, while the family room is large enough to use as a projection/media room."

This versatility continues to a second level where one or more of five freshly painted and carpeted bedrooms might be used in a number of different ways. Should you need accommodations for an au pair or the occasional overnight visitor, or perhaps just a secluded oasis for yourself, one of these rooms with its own full bath is intentionally located on the opposite side of the house for the utmost in privacy. On the other end, find the remaining bedrooms including the splendid master suite featuring two walk-in closets with custom drawers and shelving, recessed lighting, and French doors to a secluded



Originally a 1970s cape, this home was expanded and renovated into a beautiful custom colonial with 3,658 square feet of living space.



This gorgeous sunroom, with a cedar ceiling and multiple sets of French doors, is encased in walls of glass to afford the best views of the stunning backdrop.

sitting room. Recently shingled and painted, this residence also brings a tiled lower level wine room, central air conditioning, a generous deck, a stone patio, and a pool-side

cabana. "This is the ideal home in which to entertain with plenty of room for guests," says John Farrell. "It is clearly a house that was built to enjoy both indoors



The grounds of this property are exquisite and feature an in-ground pool with cabana, a three-stall horse barn, a large deck, and a stone patio.

and out." There will be an open house on Sunday, May 20 from noon to 2 p.m., at 200 Sagamore St. This remarkable offering is also shown by appointment. For more

information, call John Farrell at 978-578-5203 or Cindy Farrell at 978-468-4180. Additional photos can be seen by visiting [bostonnorthrealstate.com/200-sagamore-street-hamilton-ma](http://bostonnorthrealstate.com/200-sagamore-street-hamilton-ma).

# Stately Hamilton colonial: More than its name implies

By LILLIAN SHAPIRO  
DIRECTOR OF REAL ESTATE  
ADVERTISING

This neoclassical Federal revival in pastoral Hamilton is handsome, well-appointed, and idyllically surrounded by the lush woodlands of Bradley Palmer Park, a scenic conservation-protected equestrian facility. The home is close to Pingree School, too. So whether you are an outdoorsman or one who prefers to admire your surroundings from the inside out, this stunning home could be just what you're looking for, according to Coldwell Banker Residential Brokerage realtor Peter Dorsey, who co-lists this property with fellow realtor Mary Wood.

"Although this house was built in 1990, it has a great number of antique origins throughout that makes it a very exciting property," says Dorsey. "Italianate and Greek revival embellishments along with the Federal-like arrangement of the windows on the front door let visitors know right from the start that this is no ordinary center-entrance colonial."

The elegant front hall is also quite reminiscent of a more historic home, with its sweeping staircase, crystal chandelier, high ceilings, and period-like double closets built to mirror the exterior. One step down and you are ushered into the spacious front-to-back living room boasting a fireplace, crown moldings, oak floors, and a French door leading to a finely crafted library complete with cherry paneling, a wood-burning fireplace and built-in bookshelves. A tremendous family room with cathedral ceiling is further highlighted by a floor-to-ceiling fireplace and an oversized Palladian window with



Despite having been built in 1990, this neoclassical Federal revival boasts many antique elements throughout its 10 rooms.



This glass encased sunroom is simply divine, featuring a brick fireplace and a slate floor.

bucolic views of paddocks in the distance.

The large open kitchen is well-appointed with generous wood cabinetry including a desk area, granite

countertops, recessed lighting, and easy access to a spectacular sunroom encased in glass, and featuring a striking brick fireplace and slate floor. Should you choose to



The bucolic surroundings include the woodlands of Bradley Palmer State Park, a protected equestrian facility, and Pingree School's playing fields, as seen from the large picture window in the family room.

formally entertain, there is also a proper dining room enriched by decorative wainscoting and crown moldings.

The second floor brings three bedrooms, two full baths, and a "closet" space large enough that it could

## AT A GLANCE

- 10 rooms
- 3 bedrooms (5 bedroom septic)
- 2½ baths
- 3,243 square feet
- \$795,000



Mary Wood

## LISTED BY

- Peter Dorsey, 978-340-0661
- Mary Wood, 978-337-9592
- Coldwell Banker Residential Brokerage
- [www.ColdwellBankerHomes.com](http://www.ColdwellBankerHomes.com)



Peter Dorsey

be re-fashioned into a fourth bedroom, suggests Dorsey. Of these bedrooms, the owner's room, with its tall tray ceiling, large walk-in closet, and luxurious bath with soaking tub and separate shower, is located at the other end of the house for the utmost in privacy.

Among the additional features of this home is an enormous basement for a potential play room, a heated two-car garage, and a professionally landscaped parcel.

"This home draws heavily on the classic architectural elements. They really went above and beyond what was needed when this home was built," says Dorsey. "Recently repriced at \$795,000, there is very little on the market today that offers this level of style, condition and exceptional location."

For more information on this sensational property, call Peter Dorsey at 978-340-0661 or Mary Wood at 978-337-9592 or visit [572highland.com](http://572highland.com).



Amy Bartlam/Amy Sklar Design via AP

Mixing styles is a hot trend now in decor. Designer Amy Sklar incorporates her love for bold floral prints "that feel modern, but wink to the classics" in the chairs in this living space. "The profile of this particular chair is very traditional," she says, "so adding a poppy pattern here makes it feel much more current, timeless and fun."

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By KIM COOK  
ASSOCIATED PRESS

The biggest trend in decor may be that there isn't a big seasonal shift in style anymore. In an era of democratic design, there's a relaxed approach to home decorating that has put the notion of "in" or "out" on a back burner. We can decorate our homes more freely.

There are furnishings, palettes and materials in the spotlight, to be sure. But we're more inclined to decorate in a personal and emotional way, making home a happy refuge in an uncertain world.

#### Warm and welcoming

"Cozy seems to be the buzzword for 2018," said Joan Craig, partner at Lichten Craig in Manhattan. "Every client this year has told us they want their home to be soft, warm, relaxed, luxurious ... and easy."

Craig said that for a few years now clients have wanted high-performance fabrics that can survive kids, pets and wine.

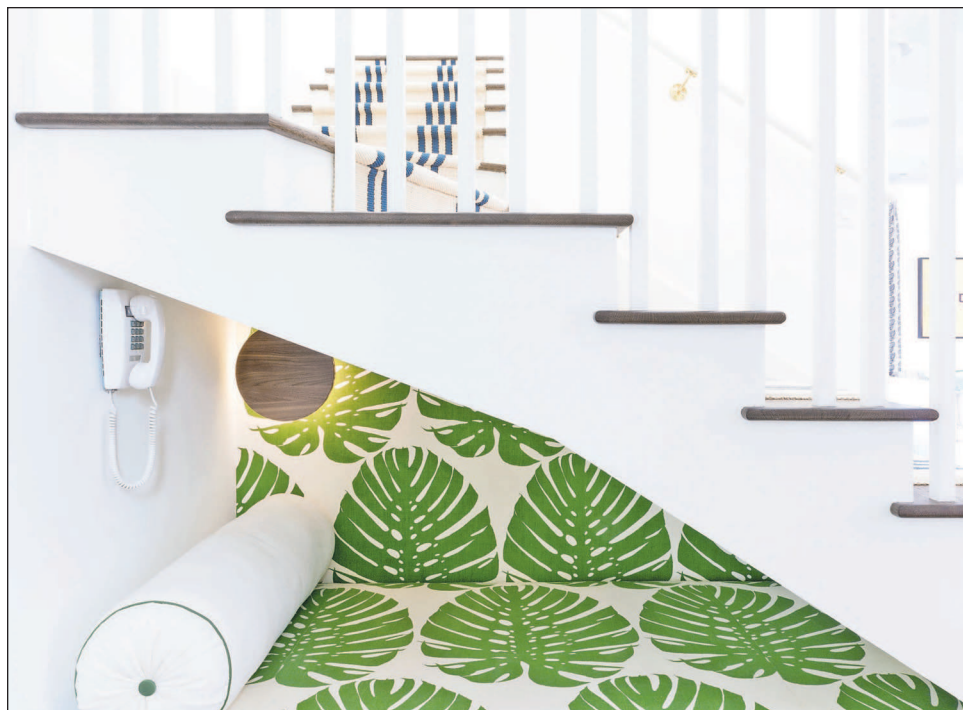
"This is still the case, but now these textiles also have to be incredibly lush and soft," she said. "We've started doing indoor/outdoor fabrics mixed with the most delicious mohairs and alpacas, combined with textured chenilles and weaves."

Miami-based designer Phyllis Taylor said her eponymous firm is getting many requests for ethanol-based fireplaces, which are easily retrofitted into homes because they don't require venting. Taylor's team is using the fireplaces as room dividers, and situating them in master baths, dining rooms and on television walls.

"These fireplaces are a luxurious focal point, giving a space an unexpected touch of coziness and glamour."

Farmhouse sinks, like Stone Forest's hammered-copper version, meld relaxed rusticity with modernity.

Eclectic decor is part of this trend, too — a curated mélange of whatever makes your inner decorator's heart



Amy Bartlam/Amy Sklar Design via AP

**Designer Amy Sklar tucks a smartly decorated nook under these stairs - the perfect little hideaway for reading or a quiet phone chat. The fabric, by Raoul Textiles, is called Elephant Leaf. Sklar had it backed to use as wallpaper as well. It is also used for the living room drapery - a decorating trick being seen more and more as a way to tie spaces together.**



Crane & Canopy via AP

**Fresh, energetic hues such as coral and red are part of a vibrant palette this spring, along with bold patterns. Crane & Canopy's Nova Clementina duvet set and Brushstrokes throw pillow pick up both trends.**

beat. Pieces from different eras, travel souvenirs, favorite finds — the shelter magazines have embraced eclecticism for its ease and personality.

Quiet color palettes are part of this aesthetic. Think muted sugar hues, deep limpid blues and fog.

Hastings Tile & Bath's new collection features handmade

subway tiles with names like Duck Egg, Snow and Cloud.

"We think greige is making a re-emergence in 2018," said Los Angeles-based lighting, furniture and product designer Brendan Ravenhill. "A mix of gray and beige, the color brings warmth to wood and whitewashed spaces."

Melissa Lewis of Lewis Giannoulis Interiors in

Chicago said there's a new way to tweak the perennially popular combo of gray and white: Envelop the space.

"Take the warm neutrals and paint them on everything — doors, trim, walls, etc. The unilateral color makes any space feel much more refined and welcoming," she said.

That refinement is also being reinforced with

touches of drama and texture, said Charlotte Dunagan of Dunagan/Diverio Design Group in Coral Gables, Florida. The firm is using matte black accessories, light fixtures and decorative hardware in many of its projects. Warm woods like walnut and warm paint colors generate an ambiance she calls "classic modern."

"Bold materials and textures offset by relaxing neutrals create the '2018 equilibrium,'" she said.

#### Playing with pattern and color

While many designers are embracing calm and quiet, others are excited about the proliferation of imaginative, interesting patterns, shapes and textures. It's a trend that allows personalities to shine.

"I think people are less afraid to use pattern in bigger spaces," L.A. designer Amy Sklar said. "Patterned tiles for kitchen backsplashes and bathrooms are going strong, and I've also been using patterned runners for stairways and hallways. It's a fun way to add a little personality without overwhelming the space."

Bonnie Saland of the Los Angeles-based design studio Philomela has done a fabric collection based on rocks and minerals, as well as batik-style abstracts.

"We're enjoying the layering of pattern on textured ground, increasingly offering wallpapers on grass cloth," she said.

Pronounced weaves, knits and channeling are in soft accessory and upholstered furniture collections at many retailers this spring, including jaysonhome.com, inmod.com and target.com.

Los Angeles designer Raun Thorp sees red coming back, in new versions and applications.

Pantone's new palette has several vibrant hues, like Cherry Tomato, a zingy red; Meadowlark, a bracing yellow; and their color of the year, Ultra Violet.

Thorp is interested in avant-garde Italian patterns now, too.

"Cole & Son has some amazing Fornasetti wall coverings that will completely

transform a room in unexpected ways," he said. "Surreal pattern is so appropriate in these surreal times."

Floral and garden patterns are cropping up everywhere, especially exaggerated ones. "The wackier the better," Thorp said.

Dutch designer Ellie Cashman has drawn inspiration from her country's art masters, creating oversize floral papers that look like they've been plucked from a moonlit garden.

And British firm Graham & Brown has collaborated with musician Brian Eno on a contemporary flower wallpaper full of kinetic energy.

#### It's that '70s show

Midcentury modern still has legs. So does the hybrid style known as transitional. But interior design's relationship with fashion and glamour has placed new focus on the '70s and '80s.

The look may not seem quite as au courant to those who grew up in the era, but the young and daring will find Jonathan Adler's new pieces chic and fun.

Inspired by Studio 54, the famed '70s-era New York nightclub, the seating in the Bacharach collection combines velvet upholstery and brushed brass bases. And in Adler's Ultra collection, mineral-hued velvet or black-and-white printed upholstery dresses up an array of seating that blends Italian modernism and futurism.

Another feature of this '70s style? A palette of happy hues like daffodil, gumball pink, acid green and sky.

You'll see lots of kicky pop art prints on textiles and wallpaper. Fab's got One Bella Casa's Eyelita throw pillow, with a cartoon eye repeated on vivid green. Here, too, is the trippy, candy-colored geometric print of LiLiPi's Pop pillow.

So here we go, 2018. Some of us are ready to cozy up with Netflix and a faux fur throw in a quiet room wrapped in milk chocolate paint. Others want to enliven our space with a madcap array of fun prints, a gold chandelier and the tunes turned up.

This year, it's all good.

# HIT THE DECK

## EXPAND YOUR HORIZONS OUTDOORS

Warm weather often gives rise to thoughts about spending time in the great outdoors. Decks can expand outdoor living spaces, making them popular home additions. However, when it comes time to mapping out a deck building plan, individuals may be unsure as to which deck material will meet their needs. Wood and composite decks are among the most popular choices today, and the popularity of aluminum is growing steadily.

### Wood

Wood is a versatile and attractive decking material. According to the wood resource Real Cedar, some people think that wood is too expensive and requires too much maintenance. In fact, domestic softwoods can be very cost-effective decking options. According to Remodeling magazine's "Cost vs. Value Report," wood decks retain considerable resale value.

In terms of maintenance, choosing a rot-resistant wood can result in less maintenance. Durable woods include cedar and redwood. Popular Mechanics says that both species contain tannins and oils that make them naturally resistant to decay, rot and voracious insects. Periodic cleaning and inspection/repairs will be needed, but wood can be much more durable than people may think.

### Composite

Composite decking and its close cousin, plastic lumber, are some of the fastest-growing decking materials on the market. Many products are made from polyethylene or polyvinyl chloride. Some composites will be composed of recycled plastic and wood fibers to create a weather- and stain-resistant material that doesn't warp, rot or splinter. Composite manufacturers continually



experiment with manufacturing processes to duplicate the look of natural wood grain.

Homeowners are often drawn to composite decking because such decks require little maintenance. These decks do not need to be sanded, stained or refinished. However, mold and mildew can grow in shady, damp areas, so homeowners must realize that these products are not completely

maintenance-free.

### Aluminum

Although aluminum decks are not seen that often, there are reasons why this decking material is becoming more popular. According to LockDry, a manufacturer of aluminum decking materials, power-coated aluminum does not need to be replaced due to rotting, cracking or warped boards. Most planks have interlocking edges that create gap-free, watertight decks. Aluminum also has

the advantage of being a very strong but lightweight material.

Some people may think that aluminum decks would be hot underfoot, but the material actually stays cooler in the sun because of its heat-dissipation properties. For those who have green goals in mind, aluminum is totally recyclable.

Various decking materials can meet the look, price point and maintenance level that homeowners desire.



# Rare waterside living along Peabody's Brown's Pond

By LILLIAN SHAPIRO  
DIRECTOR OF  
REAL ESTATE ADVERTISING

This may come as the ultimate tease, but a listing such as this one deserves to be celebrated — even if it is under agreement. The truth is, waterfront property is quite uncommon in Peabody according to Marie Bishop of Laer Realty Partners, so when one does come along, it doesn't stick around.

"After multiple bids that all exceeded asking price, I am happy to say that we have an accepted offer from a very excited buyer," says Bishop. "This house on Brown's Pond is one of those that we as realtors refer to as 'not a drive-by.' While its location is obviously fantastic, until you get in you can't possibly fully appreciate it. As they say, you must never judge a book by its cover."

This charming brick-faced raised ranch was completely renovated less than five years ago by the seller, who happened to have been born and raised here. The seemingly endless list of updates is highlighted by the spectacular chef's kitchen featuring ceiling-high custom cabinets, granite countertops, stainless-steel appliances, recessed and pendant lighting, and a breakfast bar with comfortable seating for three. Just behind, find a cozy sitting or dining room enhanced by a brick fireplace. A small step down brings you to the newly added family



According to the realtor, this home has one of the best frontages on Brown's Pond, complete with its own sandy beach.



Newly added to the house, this gorgeous family room features a vaulted ceiling, wall-to-wall carpeting and double French doors that lead to a tremendous mahogany deck.



The renovated kitchen is spectacular with tall cabinets, granite countertops, stainless-steel appliances, and a sizeable breakfast bar.

room — a truly striking space boasting a vaulted ceiling, wall-to-wall carpeting, transom windows and double French doors to a tremendous mahogany deck. Rounding off this level are three bedrooms with refinished hardwood floors and a full bath.

For the craftsman or aspiring woodworker, the finished basement with work shop is a dream come true. For others who prefer their leisure time spent more relaxed, this lower level with full bath also brings a large carpeted space with a wood-burning fireplace, ideal for a second family room, playroom, teen suite, or in-home gym.


"This home has one of the greatest frontages with one of the few sandy beach spots on the pond," says Bishop. "Imagine sitting in your living room overlooking a serene pond with swans drifting by or going out to fish from your

### AT A GLANCE

- 3 bedrooms
- 2 full baths
- 1,711 square feet
- Finished basement

**LISTED BY**

- Marie Bishop
- Laer Realty Partners
- 978-766-3533
- [www.LaerRealty.com](http://www.LaerRealty.com)



**Marie Bishop**

very own backyard. What a wonderful thing to be able to spend your down time in a comfortable home with a vacation atmosphere. It just goes to show that you can have it all — you just need to go out and look for it."

For information on how Marie Bishop can assist you in your home buying or selling as well, call the seasoned professional at 978-766-3533.



# CLEAN IT UP

## A look at 2018's top kitchen trends

BY PAT SETTER-  
TRIBUNE NEWS SERVICE

The biggest trend in kitchen remodels is tidiness, according to Houzz's survey of more than 1,700 homeowners who use the site nationwide and are either planning a remodel, are in the middle of one or have just completed an update.

The 2018 Houzz Kitchen Trends Study found that for 75 percent of the homeowners, decluttering their counters was the No. 1 priority. That was followed by 66 percent who wanted to put things away and 49 percent who focused on recycling.

For their new kitchens, homeowners wanted pullout waste bins, utensil and dish organizers, and wine bars.

Even microwaves are getting put away, said Tara Ryan, president and CEO of the design firm Ryan Young Interiors. The appliances are being built into lower cabinets with a pullout drawer design.

The trend in tidiness translates into making storage a priority in today's kitchen function. Sixty-three percent of those surveyed chose storage as the No. 1 function concern, followed by space planning (38 percent), entertaining (32 percent) and cleanliness (32 percent).

For additional storage and countertop space, 39 percent of homeowners are adding islands. Islands have become an essential part of the kitchen, which might be one reason why homeowners now prefer L-shaped kitchens to U-shaped ones. (Galley and single-wall kitchens are also gaining ground.)

Oversized light fixtures above the island to create a focal point are becoming an increasingly popular design trend, Ryan said.

According to the Houzz survey, homeowners prefer



**ABOVE:** Islands have become an essential part of today's kitchens, with L-shaped ones and those incorporating additional storage space especially popular. **BELOW:** A return to wood cabinetry is among the trends being seen in kitchen remodels, with homeowners seeking exotic woods with intricate and interesting grain patterns and warmer, deeper wood tones.

transitional or contemporary styles and Shaker cabinets in their kitchens, although European cabinets are trending, Ryan said. And white continues to rule for backsplashes, countertops and wall finishes, according to the study.

"The kitchen trends I'm seeing in 2018 are a return to wood cabinetry. I see them in exotic woods with intricate and interesting grain patterns to warmer, deeper wood stains over muted, uniformed grain patterns," said Nikki Klugh,



principal designer of the Nikki Klugh Design Group.

"You will still see white cabinetry, as it works well with stainless appliances and the current gray tones for walls, tiles and color palette-driven elements. However, gray tones will be replaced with a stronger, darker gray, going toward black. You will see black stainless steel in coming months as well as black with gold-accented plumbing fixtures. On the more expressive side, be on the lookout for painted cabinets in all colors — anything from a more stately navy blue to a bright, modern orange."

For countertops, engineered quartz has become the favorite material as granite continues to decline in popularity. Counters are the most common major upgrade and the most common "splurged on" item, according to the survey.

And when it comes to technology in the kitchen, fewer homeowners are installing televisions, while more are adding voice-activated home assistants and smart appliances that are voice-controlled or wirelessly activated.

"Chef's kitchens are in demand, and we see no end in sight to this trend. Buyers want choices to customize their space with appliances, countertops, backsplashes, lighting and recycle stations under cabinets," said Vanessa Linn, vice president of sales and marketing, Shea Homes San Diego.

For most homeowners taking the Houzz survey, renovating the kitchen is a major undertaking: 86 percent hired professional help, and the cost for a 200-square-foot or larger kitchen averaged \$42,000. (A major remodel of a smaller kitchen was about \$25,800.)

# Swampscott's newest residential community is all about the lifestyle

By LILLIAN SHAPIRO  
DIRECTOR OF REAL ESTATE  
ADVERTISING

Brand-new to town, Avery at Swampscott is a virtual “dream-come-true” for the empty-nester, the first-time homebuyer, or that person who is simply in search of low-maintenance, easy living. Located just minutes from Vinnin Square and downtown Salem, this development of 42 condominium homes, by local builder DiBiase Homes, is marketed by Sagan Harborside Sotheby's International Realty.

“This property is all about convenience and lifestyle,” says Realtor Dick McKinley. “Luxurious and sensible amenities offered here appeal to homeowners of any age group — things like heated garage spaces, easy one-level floor plans, and elevatored buildings.”

The two-bedroom, two-bath units at Avery at Swampscott will be a mix of six different generous designs spanning 1,018 to 1,500 square feet, with prices ranging from-\$386,900 to \$549,900. Though the layouts will vary slightly, each home will bring gourmet kitchens with custom maple cabinetry, quartz countertops, tiled backsplashes, and GE stainless-steel appliances.

All baths will be high-end with thoughtful appointments such as custom cabinets, designer accessories, and frameless glass showers in the master suites. Living and dining areas are to be well-appointed with recessed lighting, stylish chandeliers, and engineered hardwood flooring. Other features of these homes include in-unit washers and dryers, walk-in



Additional amenities at Avery at Swampscott will include in-unit washers and dryers, central air, walk-in closets in the masters, and covered parking and/or heated garage spaces.



Wide-open living and dining areas will be well-appointed, with recessed lighting and engineered wood flooring.

closets in the masters, central air conditioning, and tankless on-demand hot water systems. Most condominiums will also offer private balconies or patios.

Additionally, each home in this pet-friendly community will enjoy covered parking and/or heated garage spaces, and shared patio spots furnished with barbecue grills



Each condominium home will feature gourmet kitchens with custom maple cabinetry, quartz countertops, tiled backsplashes, and GE stainless-steel appliances.

and even a fire pit for seasonal gatherings.

With two-thirds of the homes in Building 1 already reserved, McKinley said they

are now taking-reservations-for the second building and already-have three units under contract. “We can accommodate move-in dates

## AT A GLANCE:

- 42 brand-new condominium homes
- 2 bedroom, 2 bath
- 1,018 to 1,500 square feet
- Single level
- 3 elevatored buildings
- \$386,900-\$549,900

## LISTED BY

- Sagan Harborside Sotheby's International Realty
- 617-763-0415
- sales@livingavery.com
- www.livingavery.com

from June through the end of the year, with Building 3 being targeted for early next year,” he said. He also urges those buyers interested in choosing custom-design features to act quickly.

“This is already proving to be a very well-received project and there should be very little doubt as to why,” says the realtor. “What you have here is the best of both worlds. You have easy, low-maintenance living paired with an ideal location that is convenient to restaurants, shopping, the commuter rail, and the ocean. This is care-free living at its best.”

DiBiase Homes is a second-generation, family-owned business. For more than 50 years, the business has constructed top-rated, single-family homes and condominiums throughout Massachusetts and Florida.

The model is now open at 441 Essex-St., Thursday from 4:30 to 6:30 p.m., Friday, Saturday and Sunday from 12:30-3:30 p.m., or by appointment. For additional information, call 978-501-9887 or email sales@livingavery.com.

# Wenham's newest subdivision boasts estate-like setting



Nestled in a 26-acre forest, Spring Hill Farm is a premium 17-lot subdivision adjacent to walking trails and abutting Long Hill.

By LILLIAN SHAPIRO  
DIRECTOR OF REAL ESTATE  
ADVERTISING

In real estate, there are very few things more exciting than new construction. Introducing Spring Hill Farm, Wenham's 17-lot premium subdivision, attractively nestled in a 26-acre forest adjacent to walking trails and abutting Long Hill. Although this project is just rolling out now, realtors Michael McNiff and Kevin Pietrini of Coldwell Banker Residential Brokerage are already seeing a great amount of interest.

"We are very excited to offer these high-quality homes and have already begun initiating the process," says McNiff. "This is a wonderful and rare opportunity to get into one of the few estate properties left on the North Shore, where homeowners can enjoy the close friendships within a neighborhood, yet retain the privacy afforded by these estate-size lots. It is a beautiful piece of land with rolling hills, large oak trees and stone wall borders located conveniently off of Dodge's Row."

While every 3,000 to 4,000+ home in this new subdivision

## AT A GLANCE

- 17 new homes to be built
- 4-5 bedrooms
- 2-3 baths
- 3,000-4,000+ square feet
- Starting at \$1,000,000+

## LISTED BY

- Michael McNiff, 978-590-9062
- Kevin Pietrini, 978-578-4376
- Coldwell Banker Residential Brokerage
- [www.ColdwellBankerHomes.com](http://www.ColdwellBankerHomes.com)



Kevin Pietrini



Michael McNiff

will be of the same superior quality, there will be a variety of styles from which to choose including traditional Williamsburg Colonials and more contemporary designs. Lot sizes will also vary, ranging between 1 and 6 acres. Prices will start at



While there will be a variety of styles from which to choose, each home will boast more than 3,000-4,000 square feet of living space.



All of the four- to five-bedroom designs will come standard with Andersen windows, wood shingle and stone facades, gourmet kitchens, gas fireplaces, and central air conditioning.

\$1,000,000-plus.

Each four- to five-bedroom, two- to three-bath home will come standard with Andersen windows, wood shingle and stone facades, gourmet quartz or granite kitchens, designer baths, gas fireplaces, central air conditioning, hardwood floors, two or three car garages, professional landscaping, and composite decking. For the pragmatic buyer looking for

structural alterations, McNiff urges interested parties to act soon, as these modifications need to be made early on in the process.

"Market studies indicate that today's buyer is looking for variations of the traditional 'open concept' design," he says. "Most want uncluttered spaces that are conducive to entertaining, some want first-floor master suites, others want finished

lower levels. The beauty of new construction is that you have the ability to customize to your own style."

Presented by Spring Hill Estates, these beautiful new residences are being built by Dartmouth Partners, LLC — developers of more than 3,000 homes throughout New England, including projects in Beverly, Danvers, Hamilton, Manchester, Mashpee and Nantucket.

Homes are scheduled to break ground by mid-summer, with anticipated occupancy by the beginning of 2019. The opening of the on-site sales office is predicted for later this month, though the realtors have already begun taking reservations. Interested parties should call Michael McNiff at 978-590-9062 or Kevin Pietrini at 978-578-4376 for more information.

# Wenham colonial brings all the bells and whistles

By LILLIAN SHAPIRO  
DIRECTOR OF REAL ESTATE  
ADVERTISING

There is simply no denying the grandeur of this spectacular custom colonial. Sited on 2.77 private acres in Wenham's beautiful Tucker Estate neighborhood, the home has an irrefutable majestic presence on the street. Listed for \$1,425,000, this once-in-a-lifetime opportunity is proudly presented by John and Cindy Farrell of Coldwell Banker Residential Brokerage.

"The building of this home in 2003 was attentively managed, with all of the details carefully considered by incorporating features of homes the owners had built and lived in before. All this resulted in an exceptional place to call home," says John Farrell.

Fronted by a large circular drive, the welcoming entrance ushers you into a spectacular two-story foyer with hardwood floors and a grand staircase with an open landing above. Step through French doors on either side to find well-appointed formal spaces that include an elegant living room with crown moldings and recessed lighting, and a very sophisticated dining room enhanced by classic wainscoting and large windows.

The fully furnished maple kitchen features granite countertops, stainless-steel appliances, a generous dining area with views of the deck and sprawling backyard, and a breakfast bar and center island with pendant lighting and ample seating for four. Smartly designed for easy entertaining, the kitchen opens thoughtfully to a perfectly sized family room with beamed ceilings and comfortable wall-to-wall carpeting. Furnished with a gas fireplace flanked by custom



Added just a few years ago, this spectacular sunroom features a glass ceiling and walls of windows.



The family room boasts wall-to-wall carpeting, an exposed beam ceiling, and a gas fireplace flanked by red birch cabinetry.

red birch cabinetry, this is the room that the Farrells refer to as the "true heart of the home." An extraordinary sunroom added a few years ago is absolutely glorious, boasting walls of glass and a

ceiling to match.

While this home offers definitive en suite bedrooms on the second floor, a total of six flexible rooms afford multiple options for dedicated private office space on both



The maple kitchen is all you could ask for, complete with a breakfast bar, center island and a generous dining area with views of the yard.

levels, according to John Farrell. One of these bedrooms is the glorious master suite. Featuring a soaring vaulted ceiling, recessed lighting and a gas fireplace, its tremendous private bath is made lavish by

double sinks, a soaking tub, and a separate walk-in shower. Also on this second level, find a full laundry room with sink, a large cedar closet, and a wall of dramatic built-in cabinetry. For additional



Cindy and John Farrell

## AT A GLANCE

- 11 rooms
- 5 bedrooms
- 4½ baths
- 4,968 square feet
- \$1,425,000

## LISTED BY

- John and Cindy Farrell
- 978-578-5203
- 978-468-4180
- [www.BostonNorthRealEstate.com](http://www.BostonNorthRealEstate.com)

storage, there is also a walk-up attic and a partially finished lower level with potential for additional living space.

While the list of amenities is a long one, other enhancements include a convenient first-floor mudroom, central vacuum and air conditioning, security system, a three-car garage, an outdoor shower, and wiring for indoor and outdoor speakers.

Located in West Wenham, this notable property affords quick access to Routes 1, 95 and 128, the commuter rail station, and downtown.

An open house is scheduled for Sunday, May 20 from noon to 2 p.m., at 49 William Fairfield Drive. Call John Farrell at 978-578-5203 or Cindy Farrell at 978-468-4180 to schedule an appointment to view this home at another time. For additional photos and an extensive list of details, visit [bostonnorthrealestate.com/49-william-fairfield-drive-wenham-ma](http://bostonnorthrealestate.com/49-william-fairfield-drive-wenham-ma).

# How to read a nursery plant tag

Shopping for new plants for a home can be an exciting undertaking. Nurseries and garden centers are often home to dozens of types of plant species that come in various colors, leaf variations and sizes. Such variety can make choosing plants more fun while also making the process of buying plants a bit complicated, especially for novices. Thankfully, plant tags can help consumers make informed decisions.

Understanding how to read plant tags is key to making good choices. Such labels contain a lot of information, but once a person knows how to decode that data, he or she is well on the way to choosing

the right plants.

## Common name

The common name of the plant tends to be the most noticeable word or words on the tag. This is the name the plant is referred to outside of scientific circles. Most plants have one or more common names in addition to their botanical name.

## Scientific (botanical) name

Scientific names are also known as the Latin names of the plant. Such names will be written in italics on the tag and are usually one or two words. The scientific name includes the genus (group) and the species of the plant.

## Cultivar

A plant tag may further



Nursery tags offer the key to what plants to place where in your garden.

describe the type of plant by including the cultivar. A

cultivar is the variation on the species. It may describe a size or color variation. The cultivar is listed in single quotations by the scientific name.

## Sun requirements

The tag should list how much sun exposure the plant requires to thrive. It may be anywhere from full sun to full shade.

## Height and spread

The label frequently includes the maximum growing height and width the plant should reach when mature. This gives gardeners an understanding of just how much room the plant will take up in the garden and how to space plants in a

landscape.

## Water needs

How much water the plant requires may be featured on the tag, as well. This helps gardeners know if they need soil to be damp or relatively dry.

## Hardiness or zone

Tags that list zones will describe the coldest zone in which the plant can exist. Otherwise, it will give a range. Many annuals will not list a hardiness zone because they are not expected to last beyond one season.

## Perennial or annual

The tag should designate the plant as an annual or perennial. Annuals are not expected to last through the

winter and will need to be replanted the following year. Perennials can over-winter and will regenerate year after year.

Tags also may list information such as special care needs, drought tolerance, uses for the plant, and when the plant blooms. Some plant labels will inform gardeners if the plants were produced organically or without GMO practices. Trademark information also may be included.

Plant tags provide important information for selecting and growing plants. When noted, tags help gardeners make the right selections and keep plants as healthy as possible.

# Water features take landscapes to next level

Many homeowners aspire to make their homes appear as beautiful and welcoming as possible. Exterior renovations may be high on homeowners' to-do lists, and landscaping is oftentimes a key component of those projects.

When planning gardens, homeowners may benefit by considering more than just flowers and shrubs while giving thought to other elements that can breathe vitality into their landscape designs. Water features can do just that, as such features provide more than just visual appeal.

■ **Aesthetic appeal:** Water elements stand out against the greenery and foliage and can be used to create focal points around the garden or yard. A single fountain can draw the eye, while a trickling stream or waterfall can deliver water to various spots in the landscape.

■ **Soothing sound:** Rain



Water features, such as ponds or waterfalls, can add an attractive touch to garden landscapes.

drops on a rooftop or waves lapping on a shoreline elicit feelings of harmony and relaxation. Water features can bring that gentle sound close to home, further enhancing the ambiance.

■ **Added texture:** Water has its own unique and fluid texture that can provide stark contrast to blades of grass or the hard lines of architectural elements, such as pergolas

or retaining walls. A pond or fountain can soften lines.

■ **Enhance the natural ecosystem:** Water features can attract wildlife to a property. Birds may visit to take a quick sip, and dragonflies are sure to dart and hover over the shimmering ripples. Inviting natural wildlife to the yard can add hours of entertainment by enjoying the animals and insects.

■ **Remedy problem areas:**

Rather than fighting with the landscape, homeowners can adapt it. An area of the yard prone to soggy conditions or flooding can be transformed into a pond or waterfall to work with natural surroundings.

■ **Foster a passion:** Many people turn to water features so they can explore the hobby of nurturing an outdoor aquarium. Koi ponds are relatively easy to install and maintain, and the vibrant fish add visual appeal.

■ **A personal touch:** Water features are as unique as the homeowners who create them. To set landscaping apart from neighbors' properties, homeowners can add fountains, ponds or flowing water elements to their yards. Decorative water features also can be melded with pools and spas to help these man-made recreational areas seem like they were carved right out of the natural landscape.



Having the right tools at hand will help maintain gardens all season long.

## Stock up on gardening essentials

Gardening attracts new devotees year after year. While baby boomers may spend more on gardening than any other demographic, even millennials are getting on the gardening bandwagon.

When it comes to outfitting a gardening shed, gardeners will not want to be without certain tools and gear.

■ **Digging shovel:** A rounded-blade digging shovel is needed to plant shrubs and trees as well as to excavate areas in a landscape.

■ **Rake:** A rake can be used to clear the ground, remove thatch and leaves from a lawn

and level soil in a garden bed.

■ **Hand tools:** Hand tools, such as a hand fork and trowel, are essential for small digging jobs, especially when working with flower pots or containers.

■ **Edging spade:** This flat-blade shovel is handy to have around because of its versatility. Edging spades can slice turf, edge gardens and cut through roots.

■ **Pruners:** Sharpened pruners can cut through stems and branches effortlessly.

■ **Hose:** Choose a high-quality hose that is lightweight and durable, as hoses will always be necessary.

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