

SELLING HOUSES NEAR A RAIL TRAIL



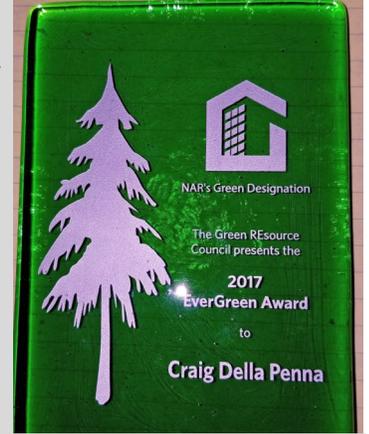
ABOVE. A friend of mine recently pointed out a house for sale sign on the Mass Central Rail Trail's Wayside section in Wayland near to the Weston town line.

BELOW. This is the back-end of the MLS datafield and shows a radio button called Bike Path. This took me four years to get them to put it up on the site. This has institutionalized the idea of a bike path being near is a house good thing.

Over the years, all the anti-path folks I've met along the way, always told that they feared that they'd never be able to sell their house—if the trail got built. When I left RTC back in 2004, I became a Realtor®, mostly to prove them wrong. In my 'day-job', I'm a Realtor with a special niche. I specialize in the sale of houses next to rail trails—mostly here in the Pioneer Valley.

In around 2005, the Boston Globe did story about the phenomenon of seeing real estate signs on trails in the Boston area. [LINK HERE](#) to the story. But here we are about 15 years later and the really effective way to sell a house near one of the rail trails operational now in Mass is to make sure your Realtor clicks the button saying, near a bike path.

I am the first Realtor in the U.S with this special



This is an award given to me from the National Assoc. of Realtors for being the 1st Realtor in the U.S. to specialize in this niche.

Area

Area Amenities

<input type="checkbox"/> A-Public Transportation	<input type="checkbox"/> E-Park	<input type="checkbox"/> I-Medical Facility	<input type="checkbox"/> N-Highway Access
<input type="checkbox"/> B-Shopping	<input type="checkbox"/> F-Walk/Jog Trails	<input type="checkbox"/> J-Laundromat	<input type="checkbox"/> O-House of Worship
<input type="checkbox"/> C-Swimming Pool	<input type="checkbox"/> G-Stables	<input checked="" type="checkbox"/> L-Bike Path	<input type="checkbox"/> P-Marina
<input type="checkbox"/> D-Tennis Court	<input type="checkbox"/> H-Golf Course	<input type="checkbox"/> M-Conservation Area	<input type="checkbox"/> Q-Private School

* WaterFront
 Yes No

Water View
 Yes No Unknown Unspecified

niche and below is a map of the Northampton, Florence, Easthampton, Hadley area with many little green houses — yes, like in a Monopoly game. They represent the houses I've sold in this locale in the past several years. Just having too much fun along the way.

