

What My Clients Say About Me

Unparalleled Service, Proven Results.



Testimonials

Testimonials

"We recently had the pleasure of working with Hilary Foutes on the purchase of our second home, and we cannot say enough about how exceptional she was throughout the entire process. While we prefer to remain anonymous, we feel strongly that her dedication and expertise deserve recognition.

This purchase came about under difficult circumstances, as it was an opportunity born out of the misfortune of our parents' declining health. From the very beginning, Hilary approached our situation with genuine compassion, sensitivity, and professionalism. She guided us thoughtfully and helped us navigate both the emotional and strategic aspects of the transaction.

What stood out most was Hilary's ability to help us craft a successful best-and-final offer in a competitive situation. Her insight and market knowledge gave us confidence every step of the way. The property at 71 Greenwood held special meaning for us—I first noticed it when we moved to Swampscott in 2023 and always hoped it could one day be a place for our parents. Thanks to Hilary, that hope became a reality.

Hilary is truly outstanding at what she does. Her responsiveness, strategic thinking, and genuine care for her clients set her apart. We are incredibly grateful for her support and would highly recommend her to anyone looking to buy or sell a home.



Colin & Laura , 71 Greenwood Avenue, u202, Fisherman's Watch

Testimonials

"I knew that my husband and I wanted to work with Hilary to buy and sell our homes. She has been friends with my grown children since she was 12 years old and I had heard she was an excellent Realtor.

She is definitely so much more than a great Realtor and now friend. She is extremely kind, knowledgeable, professional and takes care of everything throughout the entire process and I mean everything. She even changed the batteries in the garage door opener. that the sellers left us for our new condo that seemed to be broken. I now wonder if there is anything she doesn't do?

She was in contact with us every step of the way, every single day and never made us feel bad, quite the opposite. You do not have to think or concern yourself with the necessary steps in the exhausting and overwhelming process. Hilary was always ahead of every step in this legally binding process. We were her top priority and felt so confident that we were being represented with such caring and professional knowledge at each phase of purchasing our condo.

We had no idea how important it is to have a great Realtor. We would have been lost without her. Friends suggested we do this ourselves. Thanks goodness we did not attempt to do that. We would have been lost without Hilary!!!

She is worth her weight in gold to we are so lucky to have her representing us!! Forever grateful for Hilary."



Cathy & Greg Dunnigan, 295 Lynn Shore Drive, Penthouse 702

Testimonials

"We have known **Hilary** for several years, and when we decided to sell our home, she was the first person we called. Hilary is unparalleled in her field. She is knowledgeable, trustworthy, and personable, and she genuinely cares about her clients. We made a spontaneous decision to move and needed to sell our house quickly. Within a matter of a few days, Hilary got us an offer. She seamlessly navigated the inspection, appraisal, and closing, and we knew we didn't need to worry about a thing with **Hilary** at the helm. Throughout the process, **Hilary** went above and beyond to make sure everything went smoothly. She was communicative and readily available when we needed her. We cannot recommend **Hilary** enough. If you are looking to buy or sell a home in a competitive market, **Hilary** gets it done!"



Lauren & Mitchell Zoerhoff, 26 Rockland Street, Swampscott MA

Testimonials

"Huge shout out to Hilary for helping me lease my rental unit! Having known her since high school, I knew I could trust her with my property, but I was truly impressed by her professionalism and deep understanding of the current rental market. It's wonderful to work with a friend who is also an expert in their field. From professional photos to finding the right fit, Hilary handled everything. I didn't have to worry about a thing, and she kept me updated throughout the whole process. If you need a trustworthy, knowledgeable agent Hilary is your person."

Suzanne Chiarello, 584 Humphrey Street, Swampscott



I worked with Hilary to buy a Swampscott home in early 2026. We clicked from the moment we met at an open house. Hilary became my buyer's agent on a different house and her knowledge of the area was invaluable in my search. She is professional, has great communication skills and is highly responsive. Even after my purchase, she has been available to share resources (i.e., painters, handymen recommendations etc.). Hilary is a top-notch agent and an equally wonderful person."

"Karen Kiley, 40 Andrew Road, Swampscott

Testimonials

"We recently purchased our perfect home, and I can say without hesitation that working with Hilary was the best decision we made in the process.

From day one, Hilary was knowledgeable, responsive, strategic, and completely committed to protecting our interests every step of the way. We always felt informed, prepared, and confident because she took the time to explain every detail and advocate fiercely on our behalf.

Among the qualities that set her apart is the level of professionalism and expertise she brings to the table. Her unparalleled depth of knowledge and dedication to being master of her craft are clear in how she navigates the market and negotiates for her clients.

But beyond all of that, Hilary genuinely cares. She went above and beyond to be available whenever we needed her, guided us through every twist and turn, and made what could have been a stressful process feel exciting and manageable.

We wouldn't trust anyone else to represent us in the future. If you're buying or selling at any price point and want someone exceptional in your corner, Hilary is the one you want.



Melissa Vinson, Buyer, 30 Haley Road, Marblehead MA 01945

Testimonials

“I worked with Hilary to buy a Swampscott home in early 2026. We clicked from the moment we met at an open house. Hilary became my buyer's agent on a different house and her knowledge of the area was invaluable in my search. She is professional, has great communication skills and is highly responsive. Even after my purchase, she has been available to share resources (i.e., painters, handymen recommendations etc.). Hilary is a top-notch agent and an equally wonderful person.”



Karen Kiley, 40 Andrew Road, Swampscott MA 01907

Testimonials

"Working with **Hilary** was amazing! I couldn't have had a better agent to help sell the house where I had resided for fifteen years and raised a family. I connected with Hilary through a shared acquaintance almost ten months before I was ready to sell. She took the time to learn about me and my house and helped put together an action plan to prepare. Once I was close to putting it on the market, **Hilary** was meticulous with every detail, step, and process to ensure nothing was missed. Through all the daily (and sometimes hourly) texting and phone calls, her responsiveness, empathy, and market knowledge made me feel as if I were her only client.

Hilary advised me on proper staging and timing the listing for maximum impact. I received an offer over asking price within the first week it was on the market. I can't recommend **Hilary** enough. "



Scott Frary, 1 Bond Street, Swampscott MA 01907

Testimonials

"The thought of selling my childhood home after my parents passed away was a daunting and emotional task. We are so fortunate to have found **Hilary** who effortlessly guided us through this difficult process. Her keen eye for detail and exceptional knowledge of the process of presenting a home for sale is unmatched. As we had never sold a home before, she was able to quickly assess the issues that needed to be addressed. She connected us with the appropriate and skillful specialists that would assist us in preparing the home for sale. In addition, due to her extensive knowledge of the real estate market in the area, she priced our home appropriately and it sold very quickly. As we live out of state, she consistently communicated and informed/updated us of the details that were taking place in the home. She always put our minds at ease and was always available to answer all our questions. She was also very mindful of the emotional piece involved in selling our childhood home. To say that **Hilary** is an exceptional Realtor is an understatement. She goes above and beyond to represent her clients and is always open and honest. Due to her outgoing personality and expertise, we built a bond with her, and we are honored to call her a friend. If you are looking to buy or sell your home, there is no reason to stress over choosing a Realtor. **Hilary** will provide you with the best knowledge, expertise and guidance. She truly cares about her clients and it is evident in the success she has had over the past 23 years.



Siblings: Jodie Sorkenn & Steven Fafel, 2 Victoria Ln, Marblehead

Testimonials

"Hilary Foutes was an absolute pleasure to work with. Her business acumen, knowledge of the market and professionalism are unparalleled. From the very early stages of contemplating selling our home of 12 years, it was evident to us that, in addition to being a highly skilled real estate agent, Hilary is a trusted friend. She helped us prepare our home for sale efficiently and with practicality, offering invaluable advice that led to a very successful sale in less than a week! Looking for our next home was an adventure that she embarked on wholeheartedly. Hilary took the time to understand the many things that we were hoping to find in a "next chapter move," and patiently guided us through the process. Her energy, persistence and advocacy helped us find exactly what we were looking for and we are so grateful."



Jordan and Sabrina Clopton, 6 Estabrook Rd., Swampscott

Testimonials

"If you are looking for a Realtor to represent your home, **Hilary Foutes** will ensure that the process is seamless, transparent, and will work on your behalf as if you are her only client and priority. She listened to our needs and worked with us to develop and execute a plan to exceed our expectations. **Hilary** has a deep understanding of the housing market on the north shore and advised us accordingly. She educated us along the way as to when to list our home, and advised us of the simple enhancements and modifications that she would recommend that would attract buyers. **Hilary** has a rolodex of resources that she shared with us to ensure that all of her recommendations had a solution, someone to help with any work that was needed in our home. The relationships that **Hilary** has with the professionals that she recommends affirmed our decision even more that we chose the best person for the job, everyone we came across that knew Hilary only had the best things to say about her. **Hilary** was always willing to answer our many questions and found the answer if she did not know.

We recommend **Hilary** 1000%! If you are thinking of selling your home or looking to purchase a home. She is professional, experienced and her guidance is thorough and well thought through. She is easy to communicate with and her willingness to go the extra mile was evident throughout the process. We would not hesitate to work with **Hilary** again and as we write this review, it makes us so happy and grateful to be able to share our amazing experience."



Debra & Peter Amato of 11 Morton Road, in Swampscott

Testimonials

"When we bought our house with another local agent, the experience was far from ideal. Feeling let down, we knew we wanted the best when it came time to sell, so we reached out to **Hilary**. We can't say enough good things about her! From the moment we spoke with her we knew she was the perfect fit for us. Not only does she know real estate inside and out, she was always just a phone call away, patiently answering any questions we had with expertise. **Hilary's** genuine care for our needs was evident every step of the way, making us feel like we were her top priority. She guided us through the process with unwavering confidence and professionalism, while also taking the time to understand our vision and allowing us to weigh in throughout. We couldn't have asked for a better experience, and we wholeheartedly recommend her!"



~Cara M & Robert M, 5 Chesterlee Lane ~Swampscott~

Testimonials

"Working with **Hilary** was a fabulous experience— taking the time to get to know us before starting the process of helping us sell our home made all the difference. Hilary answered our many questions and was always available and responsive.

Hilary made some excellent suggestions that helped sell our home quickly - painting and staging made such a difference in the presentation and showing, as was taking professional photos and incorporating them into the listing and open house booklet.

Her extensive experience and knowledge was evident and reassuring - she truly looked out for us. **Hilary** was a great partner to work with!"

~Jennifer & Eric Dolin, 24 Leicester Road, Marblehead~



Testimonials

Hilary recently assisted my wife and I with the sale of our home. After completing the sale I can state with total confidence, **Hilary** was the best listing agent we could have asked for and we would never use another agent for any real estate transaction. **Hilary** possesses the qualities which set her apart from her competition, making her an extremely successful and effective Realtor. A true professional in every sense of the word who worked on our behalf with the highest degree of integrity. She managed the entire process with complete transparency and was appropriately responsive to any concerns or questions. It was incredibly comforting to know **Hilary** always had our best interest in mind. Pulling from her vast industry knowledge and experience, Hilary utilized easy to navigate technology tools which made for a seamless transaction. She possesses a keen understanding of the local real estate market. She took the time to perform the necessary due diligence and research to validate a fair market value of our property, which resulted in **Hilary** negotiating the highest single family sale in the history of our street! In short, our experience was amazing from start to finish, thanks to **Hilary** and we highly recommend her for all of your real estate needs.

~Paul & Maria Mignone, 864 Humphrey Street, Swampscott~



Testimonials

When we decided to sell our home, there was no question that we wanted to work with **Hilary** again. We have bought and sold with Hilary's professional help previously and have learned that her skills and knowledge are essential to getting the best result possible. We were very happy with the process and the sale. From the very beginning, **Hilary** will take the time to listen to your goals and needs and will work tirelessly to find and present the best options for you. Her listings look and show at a much higher level than others and her attention to detail is remarkable. Where she truly stands out is her long experience, professionalism and her network. **Hilary** suggested staging our home for sale and provided a reference. The stager and her assistance were wonderful and brought great value in showing. The result was an Open House-ready home that looked and showed very well. The investment proved to be well worthwhile when we saw offers. The other pros that **Hilary** brings to buying and selling are all top-notch and work as hard as she does. **Hilary** understands the local market and provided invaluable advice. Her advice helped us get the best offers possible for our sale and she shepherded us through the whole process. We couldn't have been happier with our sale, and we are so grateful to **Hilary** for making this such a successful and smooth experience. Whether buying, selling or both, If you're looking for a reliable, dedicated and knowledgeable Realtor, we highly recommend **Hilary Foutes** without reservation!

~Jayne Madigan & Russ Patten, 322 Atlantic Avenue, Marblehead~



From Marblehead to Florida!

Testimonials

"We had plans to buy a house in the Swampscott area within the next 6-12 months when we came across one of **Hilary's** listings that caught our attention. When I called to inquire about the house, Hilary informed me that all offers were due the day before I contacted her. Despite this, **Hilary** was very friendly and passionate about real estate, and she explained how browsing online websites alone could cause us to miss out on our potential dream home. She assisted us in the search process, ensuring we would have a better chance the next time we found a property we liked. Throughout the process, Hilary always made us feel like we were her only client. Her communication and customer service were exceptional, and we highly recommend **Hilary** to anyone looking to purchase their next home."

~George & Laura Stockfisch, 51 Sheridan Road, Swampscott~



Testimonials



"From beginning to end Hilary was an absolute pleasure. This was our second time working with Hilary. We bought our house with her back in 2018, however this time we hired her to help sell our house and **WOW** did **Hilary** do an amazing job and make it seamless! She advised us to reject certain offers and knew when to accept the right one. Her attention to detail and her communication skills are unsurpassed. Her listing booklets are second to none! The selling process can be emotional and at times all-consuming, but having the right support & advocate by your side made all the difference. Her years in this industry, knowledge & professionalism are enough to make you want to use only **HILARY** when buying or selling. We are so grateful for the experience and look forward to working with **Hilary** again."

Monica Economou-Frasca & Rob Frasca, 7 Tip Top Road, Swampscott

Testimonials

"We were overwhelmed with the thought of selling our house after 22 years but **Hilary** held our hands the whole way through the process. She is an accomplished veteran agent and we could not have done it without her. She was a respectful listener to our daily phone (therapy) calls and protective of our best interests. **Hilary's** attention to detail, knowledge of the market, legal diligence and genuine kindness was evident throughout the transaction and greatly appreciated. It was nice to sit back and trust our Realtor knowing she always put us first. **Hilary** is truly a gem and we will be using her again. We highly recommend her for any of your real estate needs, she's the BEST! "

Donna and Bart Freddo, 3 Rockaway Avenue, Marblehead MA



Testimonials

"**Hilary Foutes** was an absolute pleasure to work with. Her business acumen, knowledge of the market and professionalism are unparalleled. From the very early stages of contemplating selling our home of 12 years, it was evident to us that, in addition to being a highly skilled real estate agent, **Hilary** is a trusted friend. She helped us prepare our home for sale efficiently and with practicality, offering invaluable advice that led to a very successful sale in less than a week! Looking for our next home was an adventure that she embarked on wholeheartedly. **Hilary** took the time to understand the many things that we were hoping to find in a "next chapter move," and patiently guided us through the process. Her energy, persistence and advocacy helped us find exactly what we were looking for and we are so grateful."

~Jordan & Sabrina Clopton, 21 Little Nahant Road, Nahant~



Testimonials

We have loved working with **Hilary** through our unexpected home buying and selling process. We weren't in the market for a new home but saw a unique opportunity come up in town and decided to take a peek. **Hilary** was the listing agent and right away we loved how knowledgeable she was about the home and its history plus her personality clicked with our family - kids included! We decided to have her list our home and we are thrilled with the result. She's a dynamo! Her many years of experience, industry knowledge and advice ultimately led us to an exceptional sale of our home. We had lots of fun in the process working together and I feel as if she's already a lifelong resource, call or text away. We highly recommend working with **Hilary**!

~Jodi & Gilbert Hendry, 51 Sheridan Road, Swampscott~



Testimonials

Hilary made a positive impression on us the first time we met her. We were about three months into a slow grind of a house search, touring a house that she was showing. Months later, when we decided to switch agents, it turned out to be **Hilary** we both remembered from just that one showing.

Before working with Hilary, we had been about three months into a house hunt that was growing stagnant. We were growing frustrated by the passing weeks between any decent house prospects to consider and our agent at the time wasn't actively searching for or inquiring about houses on our behalf. She was soon recommended by a friend from a local fitness class who, when hearing of our house hunt story, insisted, "She will find your house." And ultimately, the friend was *right!*

Battling a challenging post-covid real estate market in which houses were few and prices were high, we'd grown discouraged by the process and wondered when we'd ever find a house. However, from the moment we began working together, **Hilary** was actively and thoughtfully communicating with us about houses 2-4 times a week. When evaluating a house, it was clear that **Hilary** was considering the specifics of our family and needs - not just the raw statistics **of the home**. **She came to know our family exceptionally well and we credit** Hilary for considering the routines and lifestyle we would carry into the house when recommending one for our specific family.

When we wanted to talk about a house or an offer, she made herself available frequently and easily. **Hilary** has a keen local expertise that enabled her to have impressive insight into the players and circumstances of different properties, particularly in instances where there were multiple competing offers. No one knows the area or the market better!

During some moments of eleventh-hour stress due to an unforeseen insurance hiccup, **Hilary** was a much needed reassuring voice. Her advice was always bolstered by local knowledge and experience, and she was able to help us connect with a local resource who got the job done.

Hilary, we are so grateful to you and look forward to many years in our new home and will recommend you far and wide!"



**Andrea, Ben and little Millie Ruback
115 Rockaway Avenue, Marblehead**



Testimonials



" We have known **Hilary Foutes** – both personally and professionally – for over 15 years. She is undoubtedly one of the most exceptional real estate agents we have ever had the pleasure of working with. She has helped us buy and sell 3 properties, and each experience exceeded every expectation we had. She is knowledgeable, professional and trustworthy. She operates with both a sense of urgency and a level of compassion for how challenging and emotional these transactions can sometimes be. She is highly regarded by her peers in the industry and is very well connected, which has helped ensure an efficient, respectful and smooth process each time. While we could go on about her capabilities, what I want to highlight even more is her compassion and understanding to navigate through all types of situations. Our last purchase was one we made on behalf of a family member and we wanted to handle it a bit differently. **Hilary** was compassionate, understanding and ensured that we were able to manage this transaction with the level of discretion that we desired. I simply cannot say enough about her. We are so grateful our paths crossed many years ago – there is no one I would trust more to work on our behalf."

Erin J. DeRoche

Senior Vice President, Talent, Compensation & Human Capital Insights|Human Resources

Ameriprise Financial

225 Franklin Street

Boston, MA 02110

Testimonials



We had the great pleasure of working with **Hilary** on BOTH of our moves in a very short amount of time. We couldn't have first purchased our dream home without her guidance, warmth, and top-notch knowledge of the market. She's patient and thoughtful about the things that were important to us, yet incredibly responsive and action-ready to get things done when it matters most. More specifically, it was her experience with pricing and negotiating that really stood out and allowed us to be comfortable and thrilled with the purchase of our home! We then had a quick turnaround and listed our condo a few weeks later, which she helped us put on the market fast and beautifully. She was instrumental and extremely organized throughout the process, and ultimately got our unit sold at a price we were very happy with. It can be quite stressful to both buy and sell a home within a matter of months, but Hilary allowed us to stay calm and guided us every step of the way. Thank you from the bottom of our hearts, from our growing family!"



Kara and Nathan Teplow
21 Freedom Hollow, Salem & 11 Fieldbrook Rd, Marblehead

Testimonials



"We started looking for a home for approximately year and a half on our own, and then starting to work loosely with a Redfin agent. We lost the bid, but met the listing agent, Hilary, in the process! **Hilary** was devastated to give us the news that our family did not get the home she was representing.

After meeting **Hilary** I was impressed by her knowledge, confidence, and attention to detail. Due to this, I reached out to get her view of the market in the area and see if she had any advice for our search. We decided to work with her. She gave us an educated professional outlook and list of things to change to help become more competitive in this covid market.

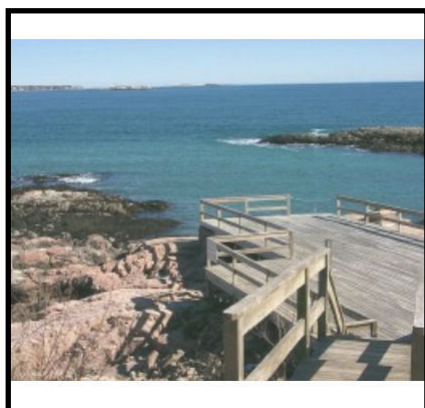
Hilary was fantastic to work with. She's always quick to respond and tells it like it is - which is what was imperative during our search for a home. Having an agent become a friend was our exact experience with Hilary. She has helped us with everything from recommendations on contractors to daycare, we highly recommend her!"

Nicole and Matt Gugliemini, 38 Phillips Ave., Swampscott



""We consider ourselves so lucky to have found **Hilary Foutes** to have as our real estate agent and we highly recommend her. Even though she helped us navigate the difficult process of selling one house and buying another many years ago, we remember the whole experience as a positive one due almost exclusively to **Hilary's** hard work and unmatched knowledge. Having worked with other realtors in the past, we know that **Hilary** is the best of the best. She knows all of the inventory in the area, makes excellent recommendations, helps with every step from start to finish and wants to see her clients happy. She goes above and beyond and was even willing to accommodate our schedules, meeting with us late at night to help us write up an offer. She is professional, understanding, responsive and will work hard to help you find the perfect property for you. We know this because we are still in the same house she helped us buy 18 years ago! The only thing better than having **Hilary** as your agent is having her as your friend, and the friendship we formed when working together as Realtor and client has grown and remained strong for nearly 20 years. When it is time for us to sell our house, **Hilary** will be the first one we call. If you are looking to buy or sell a home on the North Shore, **Hilary** is absolutely the Realtor for you!"

Sarah & Josh Marston 31 Little's Point Road, Swampscott



Testimonials



As a soccer mom of over 15 years, I have spent many hours at the field watching my kids practice. During this time, I met **Hilary** who was also watching her children play. During practices, I got to know **Hilary** and when my husband, Tom, and I decided to look into purchasing our first ever home, we immediately called **Hilary** because we appreciate her point of view, her background knowledge, and her thoroughness.



She did not disappoint! She walked through houses with us and “gave it to us straight”, for good or bad, and I honestly appreciated her view so much - especially, as we have never purchased a home before.

Hilary knew the questions to ask us to push us to narrow down/help determine what we wanted in a home and she was kind and patient with us as we explored options. If we had a question that required her following up, Hilary was diligent, resourceful and quick to respond.



When it came to the actual purchase of the house, the process couldn't of been more simple. Hilary was organized and extremely efficient. **Hilary** also helped put us at ease during the last walk-through and signing, instead of an anxious moment it was a moment of joy and happiness.

I wholeheartedly recommend **Hilary** to anyone interested in purchasing a home (especially a first time home buyer) on the north shore.

With Appreciation,

Yvonne & Tom Story, 569 Essex Street, Beverly

Testimonials



While most people end up with **Hilary** via referral, we stumbled across her path just as we were starting to look for houses across multiple areas in the Boston Metro area --- it was the best thing to happen to us. As first-time buyers, **Hilary** gave that honest, tough love we needed to survive the competitive market, which in turn, gave us the gumption we needed to put in a winning offer. With our baby in tow, **Hilary** joined us at house tours, learned about our tastes firsthand, and put all this toward narrowing our search for us (It should be noted she even watched Baby B while we took another lap around the house and yard). Her decades of experience and passion for her work were evident on every tour, pointing out important details to the house, giving us in depth information about each neighborhood, all helping to paint a picture for what our lives would look like after moving out of the city. With her expert guidance, we landed an incredible first home in a wonderful family neighborhood. The house and neighborhood continue to exceed our expectations every day. Thank you for leading us into this next chapter in our lives.

Sophia Zelov & Jonathan Grinham
45 Orchard Road, Swampscott



"We are forever grateful for meeting **Hilary** and cannot recommend her enough! After desperately looking at houses for the past year and a half with other agents, our dream house hit the market and we knew we needed to move fast. We reached out to **Hilary** to help us and were blown away by her professionalism, attention to detail, and knowledge of the area. This was our first home purchase, Hilary made the process simple and easy to understand for us. Her patience and expertise was extremely valuable and we couldn't recommend her enough!"

Madeline Laliberte & Will Danforth, 30
Longview Drive, Marblehead



Testimonials



"We feel so fortunate to have had Hilary representing us. The process could not have gone more smoothly. We attribute that to **Hilary's** many years of experience that proved itself in her attention to detail and her always sound advice. At the end of a weekend of open houses. We received seven offers. Thank you **Hilary.** "

Marilyn & Ronald 15 Crest Road. Swampscott



"We worked with Hilary to sell our LARGE multi-family home which had been in my family for seventy years. **Hilary** gave us with a list of tasks to focus on to prepare the house for market and provided top notch contacts and contractors for us to work with to address all the items. The photographer/videographer she brought did a fantastic job of showcasing our home and surrounding area. The listing brochures and on line marketing was fabulous. **Hilary** was very responsive and supportive through the entire process. We were very pleased with the sale price and speed of the closing."

Laura Gettler 162 Norfolk Avenue, Swampscott



"I recently sold my house in Swampscott and just bought a house in Middleton. **Hilary** was amazing right from the start. Supportive about my decision, full of great information regarding how to buy and sell simultaneously, and extremely communicative. I chose her because of her knowledge and expertise & her great reputation. Hiring **Hilary** was one of the best decisions I ever made! Selling a house is never easy. Letting go of something so personal and so valuable emotionally and economically is really hard. Hilary honored that in every way. The beautiful photos, detailed professional brochures, the online marketing plus having a special commuter rail open house time since live near the train station was all brilliant. She provided feedback on what we needed to do to have a successful sale. She accurately priced my house and had clearly done so much research and even revisited the price the night before we went on the market. Her attention to detail in the house, follow up phone calls to interested parties, and open communication resulted in a sale I was ecstatic with. She made the whole process of buying easier as well by always explaining everything to the fullest and providing encouragement when I needed it most. She also spent quality time really getting to know us and what our needs were. This wasn't just about a sale. She wanted us to find the right home and would candidly let us know if a house wasn't a good fit or had flaws we were not noticing on our own. She pointed issues out to us so that we had full awareness when making such a big investment and she truly demonstrated that she cared about where we landed. She truly is the tops!!"

Ariel Wallen , 62 Pine Street Swampscott & 9 Curtis Avenue, Middleton



Testimonials



"We needed to find a house that fit our needs and wants and we had a deadline. Hilary worked tirelessly to find and bring to us only the homes that would meet our criteria. We looked at several homes with her and her experience and imagination proved invaluable when evaluating their potential. Once we decided on a house she worked quickly and shrewdly to make our offer attractive and successful. From then on, Hilary managed the purchase with incredible attention to detail and gave a the feeling that she truly wanted this to be an exciting and happy time. It is exceedingly rare to find someone who is not only an incredibly skilled professional, but also so pleasant to work with. The best decision we made in all of this was taking advantage of her services."

**Javne Madigan-Patten & Russ Patten,
322 Atlantic Avenue, Marblehead**



"When we began the process of looking for a home and as you know, we were working with another agent. Unfortunately, it was not a positive experience. When we met with Hilary, we just knew we were in great hands. We immediately felt comfortable, like you were listening, not just hearing to what our hopes and dreams were in finding our forever home. We just cannot thank you enough. Your knowledge of the area, and knowledge to details is simply so impressive. You worked diligently, and around the clock, you were available to answer each and every question we had. We felt so supported throughout the entire process. We are just so happy in our new home, and have you to thank."

**Amy Vernava & Chris Atwood,
7 Mohawk Road, Marblehead**



"Selling your home can be a very stressful and intimidating prospect. We were so fortunate to have Hilary to not only manage the process, but also be there to guide and counsel us. I never expected an agent to be so attentive and patient when explaining the details. She misses nothing and is always available for questions. Her strategic thinking helped us sell for more than we expected and therefore put us in an even more advantageous position to buy our next home. Hilary made selling our home feel simple. I cannot thank her enough for all of her hard work and professionalism."

**Russ Patten & Jayne Madigan-Patten,
8 Susan Road, Marblehead**

Testimonials



"We had the great pleasure of working with **Hilary Foutes** in our move to the North Shore area of Massachusetts from out of state. She is extremely knowledgeable of the different communities, and the nuances of each, and was able to provide us with valuable information for our decision-making along the way. With her guidance we were able to find a home that exceeded our expectations and in a community that fit all the checkboxes that we laid out. That was no easy feat in this highly competitive housing market but she was on top of every detail, transaction, and deadline to make sure that we were successful in our search. Hilary is very generous with her knowledge and experience, not only about the home-buying process but with all the little things from recommending service providers and the vendors needed to make our house a home. She also pointed us in the right direction for some wonderful restaurants we should try. Her approach made our transition to a new area very easy. If you are looking for a Realtor, you cannot have a better partner than **Hilary Foutes** in the process."

Gregory Perez and Douglas Flores
18 Andrew Road, Swampscott



"Outstanding results! I first met **Hilary** when I was buying my house in Swampscott. She represented the seller but I appreciated her energy and her knowledge of the area. The transaction went smoothly and she even assisted me in finding insurance and services like pet care. I decided then and there that when it was time to sell, I would want her to sell my home. I knew her knowledge of the community and market would expedite the transaction. Five years later I called Hilary and she agreed to be my agent. She gave great advice, and helped me figure out how to best prepare the house for showing. She made showing as painless as she could by completing all the visits in just four days. I was impressed by the fact that we got multiple offers. Clearly, she had priced the house right! **Hilary** is great at communicating! And she is scrupulously truthful. I am so glad that I asked her to sell my house – I would do it again in a heartbeat."

Donna Palmer, 62 Farragut Road, Swampscott



"**Hilary**, we were beyond happy with the entire transaction. I hope this brief depiction helps to encapsulate all that you did for us!!! Selling in a tight timeframe and moving so far away can be so stressful!!! You helped us so much and continue to provide support.... for that we are so grateful. Thank you **Hilary!!** Please let me know where i can post this testimonial because we really want to get the word out about your fantastic customer service!! Our family recently needed to relocate across country and hoped for a quick sale. Thankfully, **Hilary Foutes** was able to work within tight time parameters and make our move a reality. She provided detailed feedback, was extremely organized and used clever marketing techniques to help facilitate a rapid sale. Her knowledge of the market is unparalleled and our entire transaction was seamless and stress free. We felt 110% secure with all facets of the selling and moving process due to her holistic and effective approach and would therefore gladly recommend hiring **Hilary**."

The Stout Family, 1099 Humphrey Street, Swampscott



"**HILARY FOUTES** was the calm in my crazy life. Deciding to put our home on the market after 43 years was a very difficult decision. **Hilary** was fabulous. She was constantly in communication with us and beyond helpful. Available and resourceful whenever we needed help or guidance, she was there without question. We would definitely recommend anyone looking to sell their home to call **Hilary!**"

Dr. Sanford and Mrs. Rosalyn Levy
8 Phillips Avenue Swampscott

Testimonials



"**Hilary** was my listing agent of choice early on during Covid when my aunt unexpectedly passed away. My family and I sought her out during a horribly tragic time. **Hilary** not only took on the listing but she went above and beyond in partnering with our estate attorney, navigated through emotional and complex family issues, but also got multiple offers in the height of the pandemic.



Throughout all of this, she managed painters, GC'd some in-home repairs and was proactive in all of her communication with my family. **Hilary** set clear expectations and over delivered on her promises. I guarantee this was far from one of her top revenue producing listings, yet she treated us as if we were her only customer(s).

My family will be forever grateful for Hilary's professionalism, sensitivity, and extensive market intelligence. Thank you, **Hilary!** "

Danielle Gotobed, 36 Essex Street, unit 1 Salem



"Working with **Hilary Foutes** was a pleasure! She took care of all the decisions surrounding the sale, marketed my property expertly, and I couldn't have asked for a better outcome. I was in Florida the entire transaction and she made everything seamless and was able to make a digital marketing flip book, beautiful social media posts, gather all the condo documents and have a professional portfolio of pictures for my listing. My condo sold in 4 days for the highest price ever in my association. It pays to go with the best!"



Caroline Lena, 15 Olde Village Drive, Salem

Testimonials



"Even during the best of times selling a home can be a very stressful event. My house went on the market right as the Covid19 pandemic revved up and the stay at home order went in to effect. I was fortunate to have **Hilary Foutes** as my Realtor. Hilary moved quickly and efficiently to list my house. She offered helpful tips to getting the house 'sale ready' and assisted with staging the house for showings. **Hilary** created a detailed brochure for prospective buyers and listed the house in record time. Hilary kept current on the restrictions placed on Realtors in respect to the Covid Pandemic and was respectful of the health and safety of my family and the health and safety of perspective buyers and their agents.



This was my first experience selling a home. Having lived in my house for 27.5 years and loving my house, my neighbors and the neighborhood made the sale of the house very emotional for myself and my family. **Hilary** was cognizant of this, she spent countless hours communicating details regarding the sale and educating me regarding the sale process. I attest to the fact that selling a home is a stressful event, but I assure you that **Hilary** can make the experience a positive one.

Jane Cassidy, 24 Crosman Avenue, Swampscott



"Partners **HILARY FOUTES** and Joy Goldstein worked beautifully as a team to help my husband and me with BOTH of our moves last year. They made excellent suggestions about staging our home in Marblehead, and 6 days after the house went on the market in February, 2017, we had a buyer and an agreement! We were interested in moving into a condominium in the Vinnin Square area; shortly after our home sale, we saw a condo that we liked. However, HILARY advised us against the purchase because the unit was overpriced for the market with some under-par workmanship. When your real estate agent tells you to wait, it is a good idea to listen! Seven months later, she recommended a condo for us in the same complex that we absolutely loved! We made an offer that was accepted the next day, and we couldn't be more pleased with our decision. We greatly admire **HILARY's** integrity, honesty, and work ethic. She is a consummate professional who cares deeply about her clients' satisfaction with a sale and/or purchase, and truly does everything to facilitate a move. It is easy to see why she is a top performer.

Thank you, **HILARY**, for your wise counsel during our hectic 2017!"



**Judy and Bill Mishkin 29 Gerald Marblehead &
20 America Way, Salem**

Testimonials



"**HILARY** is exactly the Realtor you want to sell your home for so many reasons but to list a few: 1) she always answers your call or calls you back right away; 2) there is no question she does not know the answer to; 3) she is extremely organized and prepared whether it be for the initial meeting to set price, an open house or a private showing; 4) when you get information or signatures to **HILARY**, she immediately forwards them to where they need to go - there is zero lag time; 5) she keeps tabs on every aspect of the sale and will remind any party (buyer's agent, appraiser, etc.) involved of their outstanding piece of the puzzle until it is complete; 6) she is so friendly to your family and pets! I could go on but in summary, I would recommend **HILARY** as an agent to anyone selling their home."

Val & Chris Smith, 16 Hawthorne Rd. Swampscott



"**Hilary** has great instinct and is committed to working hard for her clients. She hit the ground running as soon as we met and tirelessly continued to show us properties until we found our amazing gem of a property in Marblehead. We are comfortable and happy in our new home and we are so very grateful to have worked with a pro **Hilary Foutes**."

Scott and Abby L, 4 Park Lane, Marblehead



Hilary did a wonderful job handling the sale of our home. Beginning with her suggestions on preparing the home to go on the market, staying steadfast through the tough winter months to finding the perfect buyers. **Hilary** is very knowledgeable about the selling process and usually had answers to our questions or found the answers in a timely manner. **Hilary** has a wealth of knowledge regarding the surrounding areas and holds an arsenal of contacts for any/all services necessary to close on a home. We are happy to have had **Hilary** representing us in the sale of our home. Thank you,

Whitney & Heather Thomas, 8 Sampson Avenue, Swampscott



"I've known **HILARY FOUTES** now for nearly ten years and she is one of the most honest, dedicated and hardest working people I know. I first met **HILARY** when my family moved to Swampscott. Since then she's acted as both a seller's and buyer's broker for us on two different properties and we were very happy with the service, advice and excellent results she provided. When making a major decision like moving it is a tremendous relief to know that you can put your trust in **HILARY** to get things done right, on time and as efficiently as possible. I have referred her to everyone I know who is looking to buy or sell a home in the area. Her experience and instinct are exceptional, and she truly goes above and beyond the call of duty. From following up on the little details that could easily slip thru the cracks, to putting you in touch with the best contractors, mortgage brokers, or movers, to negotiating the best purchase or sale price, **HILARY** is a one woman show you can't afford to be without."

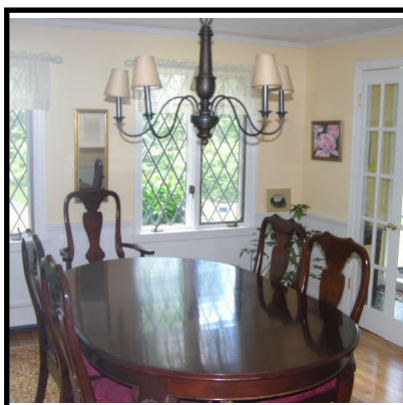
Marc Eichler, 55 Orchard Road, Swampscott

Testimonials



"Choosing **HILARY FOUTES** as our selling and buying agent was the best decision!! Moving is one of the most stressful and emotional life events and having **HILARY** by our side was invaluable. **HILARY** is savvy, astute, tenacious, and always has her client's best interest in the forefront. As a buyer agent, she is attuned to current market inventory, pricing, value and has great negotiation skills. In a competitive market where inventory is low, having **HILARY** abreast of upcoming inventory was essential in getting our new home. We looked at many properties over the years, she was always patient and keeping us focused — we never felt pressured. In fact, one point out of frustration we considered a home that now looking back didn't suit our needs. Putting her personal gain and interests aside, she strongly advised us against settling and reassured us a perfect house would eventually come along. As a selling agent, **HILARY** was instrumental through the entire process – from getting house sale ready to the final stages of closing. In preparation, **HILARY** was extremely quick and resourceful with a network of inspectors, attorneys, tradesmen, etc. as needed. As a recommendation of **HILARY's**, tradesman and professionals would respond promptly - one tradesman came in ten minutes just for a minor fix. We are most grateful for **HILARY's** professional and sensitive handling of the contract negotiations of the home sale. With the buyers being our long time friends, she made what could have been an awkward situation into an easy and non-eventful process. We are so glad to have had **HILARY** through our entire process and without hesitation I strongly recommend **HILARY** as your broker!!

Camay and Matt Pascucci, 41 Morton Rd. & 64 Bradlee Ave.



"Choosing someone to sell your home or find one for you and your family is so important. My wife Susan and I chose **HILARY** feeling that she would always have our best interests at heart and most importantly never felt she put her own before ours. She has a great balance of being personable and at the same time most professional. We could not have chosen a better person to work with and never for a moment did we feel like we were not her most important client. Selling or buying a home is a stressful experience and having **HILARY** represent us and oversee everything from beginning to end brought such comfort. Her knowledge of the Northshore is impeccable and most importantly is her ability to listen and communicate. To say she is excellent at what she does is an understatement. I have and continue to recommended her to friends and colleagues with the glowing endorsement of, "HILARY is the best and there isn't another Realtor I would use!" She will have your interests at heart before her own. She not only sold my home but also found the home that we happily reside in now. I was fortunate to have chosen her to work with and I can only hope my words will help you make the same choice we made."

Matthew & Susan Bergeron, 4 Holly Circle, Swampscott

Testimonials



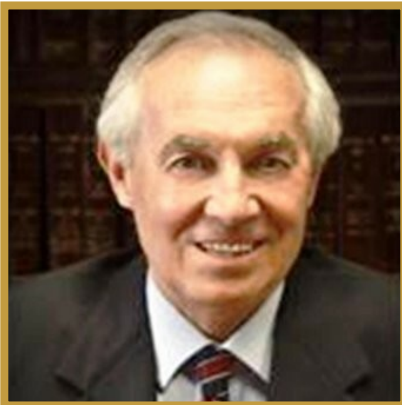
"Writing you from our awesome deck. We're loving our house, thank you again so much for everything. **HILARY** helped us buy our last two houses and we can't imagine ever buying a house in the future without her. Our first home purchase was in a competitive market in Boston, and **HILARY** did everything in her power to make our offer stand out. She is passionate, reliable, honest, and always puts her client first. For our second home she was able to find us the house of our dreams. We were buying and selling on a tight schedule and would not have been able to get it all done without **HILARY** walking us through each step. She is well connected and extremely knowledgeable, so anyone that is new to home buying she is the perfect agent. Thank you, **HILARY**. We are forever grateful.

Yulia & Solomon, 30 Longview Drive, Marblehead MA



This was a letter I received from buyers upon making their offer to my sellers. I represented the sellers in this transaction, which is why this testimonial/letter means that much more to me.... "Dear Mr. and Mrs. Clark, My husband David and I moved to the Boston area from San Francisco with our 1 year old son James about 4 months ago. Since arriving, we have been searching for our new home pretty much nonstop. We had been focusing our search near our office (we both work for Google in Cambridge) until we discovered Swampscott and Marblehead. We quickly realized that this area is the reason we made this big move out east, and that this was where we wanted to live and raise our family. As native Floridians and Californians, there was something so familiar and welcoming about the water, the town and the people we have met thus far. We toured your house yesterday and absolutely fell in love with it. It was the first time since we move doubt there that we truly felt "at home". We feel so fortunate that we met HILARY and discovered your gorgeous home. We are excited to make you an offer and hope to meet you both soon. Thank you so much for considering us. Sincerely The Halloran's."

The Halloran's, 10 Lincoln Circle, Swampscott



"HILARY IS A GREAT QB FOR YOUR TEAM! As a real estate attorney on the North Shore, **I have teamed up with her on many purchases and sale transactions.** **HILARY** is one of the most competent, professional and personable realtors with whom I have ever worked. She knows the market extremely well, understands how to structure a favorable purchase or sale for you, and has excellent relationships with the other professionals who will be involved. If a sticky issue comes up (and they often do these days), believe me, she will have your interests at heart, help you work it through it, and will coordinate with everyone involved to assure that that you close your transaction ON TIME! I love to work with HILARY, she keeps me on my toes. With **HILARY** on your team, you will be sure to have a successful and smooth transaction!"

William F Quinn, Attorney @ Tinti Quinn Grover & Frey



"**HILARY FOUTES** is a true professional. She is one of the most impressive people that I have ever had the fortunate opportunity to work with. **HILARY** gave my wife Andrea and I the greatest experience in both selling and buying our new home. She took the time to sit down with us to find our specific needs, and walked us through the entire process. **HILARY** explained everything to us, and made us feel completely confident and comfortable the entire time. She was extremely informative, thorough, had great attention to detail with everything and most importantly. **HILARY FOUTES** cares. We are extremely grateful to the people that referred **HILARY** to us, and we strongly recommend **HILARY FOUTES** if you are ever in the market to sell or buy a new home." Sincerely, Patrick Downey, Owner Gridiron Training, The Program

Andrea and Patrick Downey, 21 Pitman Road, Marblehead

Testimonials



"Nobody likes the thought of moving - not really. It's undoubtedly one of the most stressful, complicated and unnerving activities we can ever, will ever do. Being a busy professional and father of a small tribe, I for one, was dreading it. - "I don't know the first thing about selling a home or buying a home." - "My house will never sell in this down market." - "I am going to be in over my head." These were the thoughts racing through my head prior to listing my home with **HILARY**. However, from the moment **HILARY** stepped in and took control all of those worries went away. **HILARY** not only sold our home (within 48 hours), not only did she find us a dream home (at a bargain price), but she calmed my nerves and guided our family through the process. Instead of being a difficult, even miserable process, it was exciting, fruitful and in the end it was a delight. The process was inspirational. **HILARY** was remarkable. She is not only incredible at her profession but she is woman of integrity and truly changed our family's life. Sincerely, Baruch HaLevi",

Ariel and Baruch HaLevi, 26 Forest Avenue Ext., Swampscott



"Choosing someone to sell your home or find one for you and your family is so important. My wife Susan and I chose **HILARY** feeling that she would always have our best interests at heart and most importantly never felt she put her own before ours. She has a great balance of being personable and at the same time most professional. We could not have chosen a better person to work with and never for a moment did we feel like we were not her most important client. Selling or buying a home is a stressful experience and having **HILARY** represent us and oversee everything from beginning to end brought such comfort. Her knowledge of the Northshore is impeccable and most importantly is her ability to listen and communicate. To say she is excellent at what she does is an understatement. I have and continue to recommended her to friends and colleagues with the glowing endorsement of, **HILARY** is the best and there isn't another Realtor I would use!" She will have your interests at heart before her own. She not only sold my home but also found the home that we happily reside in now. I was fortunate to have chosen her to work with and I can only hope my words will help you make the same choice we made."

Matthew & Susan Bergeron 40 Crest Road, Swampscott



"Dear Phyllis Sagan, (Owner/Broker of Sagan Realtors) I wanted to let you know that **HILARY FOUTES** has been a great help in the sale of our house at 6 Dodge Road in Marblehead. **HILARY** has been consistently courteous, considerate, and thoroughly professional during this process. She has kept me up to date on all activities involving the showing and sale process. In particular, her compassion and support during this extremely trying time has been of great benefit to my family and I. I'd like to congratulate you on having such an exemplary person on your staff. Best Regards, Joyce Mayer, co-owner/found Cavedog Studio Graphic Design"

Joyce Mayer Clark, 6 Dodge Road, Marblehead MA



"**HILARY** embodies everything you look for in a broker. She is honest, fair, smart and sensitive to the upheaval and turmoil that the moving process can force her clients to endure. During difficult negotiations, **HILARY** remained level-headed and was a calming influence on us. She quickly conveys the feeling that if anything threatens to go wrong, she will take care of it and make things turn out fine. She goes the extra mile to make an inherently unpleasant process . . . far less unpleasant. In my book, that is high praise indeed. I would recommend Hilary for any buyer or seller in any market. She is top-notch."

David Yannetti, 48 Atlantic Road, Swampscott

Testimonials



"**HILARY FOUTES** was my buyer agent when I recently purchased a condominium in Salem. Initially a simple transaction, became a complicated one when certain mortgaging requirements became necessary and matters were further complicated when communications as a result, became more difficult between all parties including attorneys. **HILARY** is a consummate professional with a tremendous knowledge of the real estate business. **HILARY's** communications skills kept the transaction on track and she continually communicated with me to update progress and advise me as to appropriate strategies. No matter how simple or complex the deal, you need **HILARY** on your team - she's dedicated, professional and positive results oriented."

Ron Crocker, 51 Lafayette, Street, Unit 307, Salem



"I've known **HILARY FOUTES** now for nearly ten years and she is one of the most honest, dedicated and hardest working people I know. I first met **HILARY** when my family moved to Swampscott. Since then she's acted as both a seller's and buyer's broker for us on two different properties and we were very happy with the service, advice and excellent results she provided. When making a major decision like moving it is a tremendous relief to know that you can put your trust in **HILARY** to get things done right, on time and as efficiently as possible. I have referred her to everyone I know who is looking to buy or sell a home in the area. Her experience and instinct are exceptional, and she truly goes above and beyond the call of duty. From following up on the little details that could easily slip thru the cracks, to putting you in touch with the best contractors, mortgage brokers, or movers, to negotiating the best purchase or sale price, **HILARY** is a one woman show you can't afford to be without."

Marc Eichler, 95 Farragut Road, Swampscott



"Buying a home for the first time is a stressful experience. We were extremely fortunate to have **HILARY FOUTES** guide us through the process as the seller's agent. We had been looking in the area for several months, and were alerted of a house that seemed perfect for us coming onto the market. **HILARY** arranged for us to see the house on short notice, and then set-up another showing the next day. We decided to make an offer, and **HILARY** helped ensure that everything went smoothly. We found her to be proactive, hard-working, and honest. She was also a wealth of knowledge about the neighborhood and the community. Even though she was not representing us directly, she made us feel as though she really cared about our purchase. As an added bonus, it turns out that **HILARY** lives across the street and is now our neighbor! She continues to help us get integrated into life in Swampscott, and we feel very fortunate to have met her. We could not more highly recommend an agent to work with based on our experience. Sincerely,"

Beth Baron & Josh Baron, 46 Allen Road, Swampscott



"**HILARY** helped us buy our first home. When we found her we had been searching for over a year. We were exhausted and completely disenfranchised by the process. **HILARY** found our perfect home for us in a matter of days! Though our negotiations were difficult and time-consuming, **HILARY** patiently guided us through the process from start to finish and was always available to assist no matter how small or large the issue. **HILARY's** hard work, diligence, and guidance resulted in us being very happy homeowners. We will certainly use **HILARY** in the future and ardently recommend her to others. "

Tara Swartz 62 Farragut Road, Swampscott

Testimonials



"**HILARY**- Your dedication throughout my short sale process was truly commendable. Your professional knowledge and experience, coupled with your spot on instincts was reassuring. Throughout the long grueling process of dealing with Bank of America and Wells Fargo you never gave up. You were fantastic about keeping me in the loop every step of the way and in turn keeping my nerves at bay. As a result, I avoided foreclosure and was able to come to an amenable solution with my lenders. Thank you once again for all you have done. I would recommend you to anyone going through the same. I wish you continued success!"

Shane Codispoti, 175 Aspen Road, Swampscott



"Working with **HILARY** was exactly what we could have hoped for in a buying experience. She took great care to learn about our needs and was patient and selective in finding us the perfect match. In addition, **HILARY** was invaluable for her attention to details in the buying process...details that could have been big problems if she hadn't identified and explained them patiently and thoroughly throughout. We would enthusiastically recommend **HILARY** to anyone that is searching for a dedicated and passionate Real Estate professional that's also an absolute pleasure to work with!"

Paul Grassie, 24 Bellevue Road, Swampscott



"**HILARY** is an incredible sparkplug of a realtor. Moving to Marblehead from DC, we knew little about the local market. **HILARY** was an attentive guide, listening to our needs and making my entire family feel at home. Once we settled on a house, **HILARY** was tireless in her efforts to look out for our interests – minimizing the stress of buying a house from 500 miles away. **HILARY** is smart, funny, and well-connected. But most important of all, she has integrity. Sincerely,"

Scott & Margaret Cody, 7 Oak Street, Marblehead



"Dear **HILARY**, As we turn the page on this transaction I wanted to say job well done "for making it finally happen" . I think you were pretty determined that you were going to be the agent that sold this house and you did! You were able to foresee things that may have arisen and no stone was left unturned . So if I were a Swampscott home owner looking to list my home for sale I would simply say "don't waste your time ... List with **HILARY**, because I did and she was the best! Good luck and thank you,"

Cora and Issam Bahloul 34 Sumner Street, Swampscott

Testimonials

It is with great pleasure that I offer some thoughts to prospective clients of Joy Goldstein and **HILARY FOUTES** as real estate professionals. Their professionalism and willingness to accommodate my needs as a potential client. We set up an appointment to meet at my home in December of 2013, in anticipation of a early spring sale. Our first meeting with Joy was amazing. She came to our home to meet my wife, Sherry, and I, and to talk about the process for a successful sale of the home and to discuss the philosophy associated with creating the right environment to attract potential buyers for our home. She carefully assessed the decor and accessories and suggested to have **HILARY FOUTES**, her partner, as well as a professional home designer join us to make some needed adjustments to the placement of furniture, photos, lighting and accessories, with the goal of creating the perfect look for the type of buyer our home would potentially attract. I have to admit I was a bit skeptical, but the results were incredible. The home took on a new look as a result of their combined efforts. Joy spent a couple of weeks assessing the market and looking for comparable home sales to correctly price our home and allow for substantiation of the price when banks were potentially looking for proper assessed values. She presented her findings in a clear and concise format that made complete sense and helped us develop a comfort level for the proposed selling price of the home. The winter of 2014 was very cold and snowy. It seemed as though the spring market would never arrive. Joy was very patient and very focused on placing our home on the market at the proper time. Too early, and it just sits there adding days on the market. Joy hired a professional photographer to capture the essence of the home on film and presented us the photographs for review, along with the proposed MLS listing details for review. Every detail was perfect. The day finally came in late February to place the MLS listing live online and actively start showing the home. We immediately had 3 potential buyers look at our home. **HILARY** was incredible at making us aware of the times of the showings and giving us feedback from the showings. We had a substantial offer within two days of placing the home on the market. The offer was successfully and professionally negotiated and accepted. Incredible planning and strategizing, along with a little luck, made this all happen in such a well coordinated fashion. Our closing was scheduled for the middle of May, so we had some time to work on moving our personal belongings and taking care of all the details for closing. **HILARY** took care of all of the details to perfection. She immediately arranged for the home inspection and the pre-smoke detector inspection by having a professional first look at the systems to make sure everything was in compliance prior to the Fire Deputy coming to the home. She also arranged for the water department to come into our home for the meter readings. She was personally there for all these meetings and took care of all the paperwork and made sure everyone got copies of everything. Both Joy and **HILARY** were fantastic at communication with every detail of the sale. They communicated effectively with the other brokers, the attorneys and the buyers and sellers to make sure everyone had all the answers needed. Very well done! Both Joy and **HILARY** seem to virtually have unlimited energy and never give up for their clients. They always did whatever it takes to get the job done, and done very well. They completely comprehend what it takes to be true real estate professionals and are both willing to put in the time and effort towards those ends. I highly recommend without hesitation the Goldstein - **FOUTES** Team for all of your real estate needs.



29 Northstone Road, unit #3, Swampscott

Testimonials



"My wife, Kristen, and I were looking quietly for a larger home in Swampscott as our children were getting older and we needed to provide them a little space for their teen years ahead. We found a house on Morton Rd that went up for sale, coincidentally by a friend of ours who was being represented also by our friend **Hilary**. Having known **Hilary** personally and professionally for most of my life I knew that even though she was representing them she would be open, honest and helpful to me as dealing with such important matters with friends can be tricky. However, **Hilary** has been doing this a long time in a small town and she knew exactly how to be helpful to everyone and loyal to her client. The agreement to purchase the Morton Rd. home went so smoothly and so fairly that I of course enlisted her to sell my home on Norfolk Ave. She was incredible in her advice on how to get the house ready to sell as the house did need some work, but the real trick was what were the priorities and good investment to make of time and money to maximize the appeal without breaking the bank. She was masterful in highlighting the priorities and find the service providers who were qualified, pleasant to deal with, prompt in getting the work completed and reasonably priced. She almost seemed more like my general contractor than my real estate agent as she coordinated everything and had it done in what seemed like a flash. WE ended up selling the home right away for well above what we thought was possible initially and there was even a surprise asbestos issue in the attic that no one could have expected that came up at inspection that she helped us easily negotiate and remediate with and for the new homeowners. Needless to say, both ends of a very quick and tricky to navigate transition for our family felt like it went off without a hitch and our friendships with Hilary, our friends the sellers and our new friends the buyers are all a testament to what a terrific Realtor, but even more importantly a fine person **Hilary Foutes** is and always will be. You want her as your Realtor, because if she is not already, she will also end up being your friend. P.S. I still call her anytime I am considering project to seek her advice and often times a referral, She is invaluable in both areas."



Matthew & Kristin Roddy, 41 Morton Road, Swampscott

Testimonials



"Dear **Hilary**, When our beloved Nona passed away earlier this year we were faced with the challenging task of settling her estate which included the sale of her house. The house was in a trust which further complicated the issue. My sister Linda and I, as co-trustees, were greatly relieved when you offered to handle the sale. Your experience in the local real estate market was invaluable. In addition to this experience you brought your reputation for integrity and honesty to the sale. Working together, you advised us of strategies for a successful sale which included preparing the house for market. Your knowledge of contractors who could perform any remedial work on the property as well as understanding the legal requirements involved led to a timely and trouble-free sale. The trustees were very pleased with the results. Once again, we wish to thank you for your excellent work. **Hilary** received a record 31 offers on this house."

Linda Fialkoff ,Trustee of 32 Summit Avenue, Lynn



"This letter will serve to confirm that I strongly recommend Sagan Realtors and Joy Goldstein & **HILARY FOUTES**, in particular, to represent you in either buying or selling your home. This team represented us in selling our home in Swampscott this summer during a very difficult market. We listed the property at what everyone knew was an aggressive asking price in May. On their advice, we agreed to reduce the price in June and by mid July the house was under agreement. We found them to be very knowledgeable and professional in the following areas: - In depth knowledge of the market in Marblehead, Swampscott, and the surrounding area. Strong working relationships with other active brokers in this market -Well thought out strategies for either buying or selling to maximize the transaction for their client -Strong negotiating skills and pricing strategies -Excellent follow-through with all the details leading up to the closing to assure it goes smoothly I therefore have no reservations what-so-ever in recommending Joy and **HILARY** for your residential real estate transaction. If you wish any additional information please do not hesitate to contact me. Sincerely,"

Ray W. Miller 21 Estabrook Road, Swampscott

rep·u·ta·tion

[,repyə'tāSH(ə)n]

NOUN



- the beliefs or opinions that are generally held about someone or something:
- a widespread belief that someone or something has a particular habit or characteristic:
- Taylor Swift's **Reputation** was the fastest selling album in history to reach the #1 spot on iTunes, only six minutes after its release in 2017 :

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