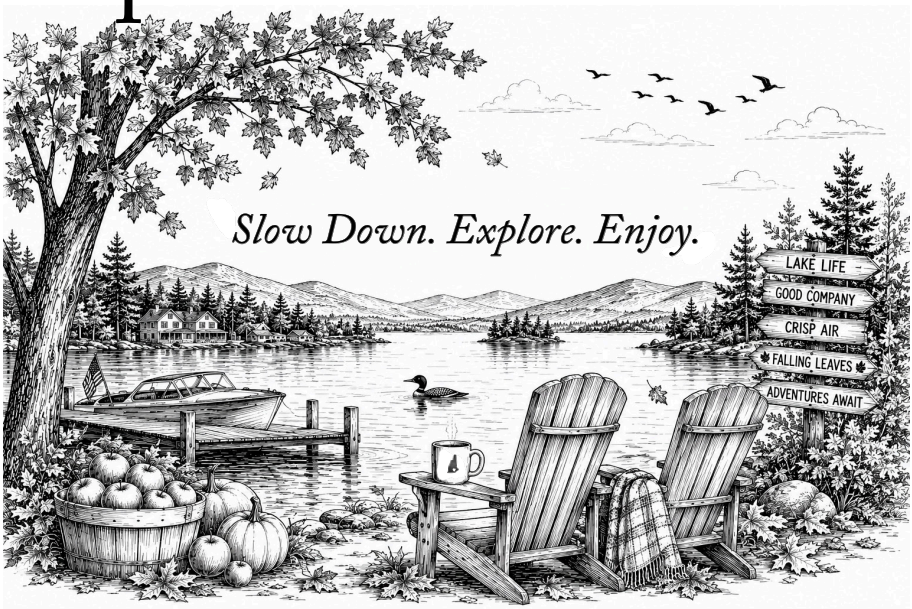
NH HOME

with MICHELLE

COMMUNITY • HOMES • LIFESTYLE

September 2026 - Volume 1, Issue 3

September Edition



EXPLORE THE REGION

- Go apple picking
- Take a hike up Locke Hill
- Drive up to Castle in the Clouds
- Grab cider & donuts at a farm stand
- Harvest the garden, try canning
- Spend quiet time boating
- Visit some of NH's Fairs
- Take a ride to the White Mountains
- Sit out at sunset & breathe the cool air

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Newsletter by email?
michelle@palysrealty.com

A NOTE *from* Michelle

September 2026

Some of my friends are saying, "Oh, I love this cooler weather."

Nope. I'm not ready for sweater weather. How about you?

I'm already missing those long stretches of sunny summer days and jumping off the boat into the water to cool off and float around for hours. Days are getting shorter, and sunsets seem to come right after dinner. They're beautiful, but noticing those little signs makes me slow down a bit and appreciate everything summer brings us here in the Lakes Region. Sunrises are a bit later, and my photographer friend Jeremy and I will get out on the water for a few more of those this fall.

Don't get me wrong, there are still plenty of boating days ahead. Sparkling water, slowly cruising along the shorelines (it's warmer that way, lol), noticing changes from year to year, and finding new favorite places to explore. On a lake this big, that's pretty easy to do.

It's fun to get a surprising flyover, maybe by a cool seaplane, or an eagle looking to swipe a fish, or could be a seagull just checking out our snacks. Hannah my boatdog loves it ALL.

This is actually one of my favorite times to be on the lake. It's calmer and doesn't have quite the same craziness as summer. I miss some of that energy, but it's also nice to just go without wondering whether it's going to be unbearably hot or if we'll be hitting there, big waves in "the washing machine" outside of Weirs Beach. ...yes washing machine is a boating term :)

It really is a beautiful time in the Lakes Region. The trees start turning a little, the air changes, and we get to squeeze out a few more dinners on restaurant decks.

My pumpkin-loving friends are looking forward to all the flavors of fall.

Me? I'm perfectly happy with water, tequila and friends enjoying the scenery from my boat, for *as long as possible.*

The marina just asked when I'd be bringing my boat in for the winter.
I put November 10th. I'm being very hopeful with the weather! LOL And hopefully finding gas!

I hope you're finding ways to hang on to the beautiful summer we've had while enjoying the changes, the scenery, and everything we get to experience here in the Lakes Region and New England this time of year. We sure are blessed.

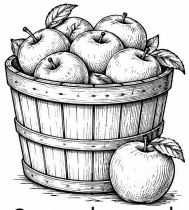
Til next month,
Michelle



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When someone mentions it's time to BUY or SELL . . . be sure to connect them with Michelle.



September Favorites

Delicious Ways to Enjoy Apples This September

September marks the start of apple picking season! A perfect time to enjoy the crisp air and local apple farms. Here are a few ways to make the most of the apple harvest this season.

Homemade Apple Sauce

Ingredients

- 4-6 large apples (such as Fuji, Gala, or Honeycrisp)
- 1/2 cup water
- 2-3 tablespoons sugar (optional, adjust to taste)
- 1 teaspoon lemon juice
- 1/2 teaspoon ground cinnamon
- Pinch of salt

Directions

1. Peel, core, and chop the apples.
2. In saucepan, combine all ingredients and bring to a boil over medium-high heat.
3. Reduce the heat to low, cover, and simmer for about 20-30 minutes, stirring occasionally, until apples are very soft.
4. For chunky apple sauce, mash with a potato masher. For smooth apple sauce, use an immersion blender or transfer to a blender and puree until smooth.

Mulled Apple Cider

Ingredients

- 1 gallon apple cider
- 2-3 apples, sliced
- 2 cinnamon sticks
- 4-5 whole cloves
- 2-3 star anise pods
- 1 whole orange, sliced (leave peel on)
- 1-2 tbsp honey or maple syrup (to taste)
- Additional cinnamon sticks for serving (optional)

Directions

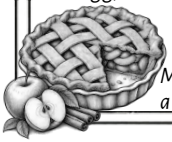
1. Combine all ingredients in a large pot or crock pot.
2. Bring the mixture to a gentle simmer. Reduce the heat to low and let it simmer uncovered for at least an hour. Taste the cider and add honey or maple syrup as needed, stirring until dissolved.
3. Strain out the spices and fruit slices if desired, or serve with them for added flavor. Ladle into mugs and garnish with a cinnamon stick or apple slice if desired. Serve warm and enjoy!



Apple Pie

- 1 package refrigerated pie crusts
- 6 cups peeled, sliced apples
- ½ cup granulated sugar
- ¼ cup brown sugar
- 1½ teaspoons cinnamon
- ¼ teaspoon nutmeg
- 2 tablespoons all-purpose flour
- 1 tablespoon lemon juice
- 2 tablespoons butter
- 1 egg, beaten, for brushing

1. Heat oven to 425°F. Place one pie crust in a 9-inch pie plate.
2. In a large bowl, toss apples with sugars, cinnamon, nutmeg, flour, and lemon juice.
3. Pour the apple mixture into the crust, dot with butter.
4. Place the second crust over the apples. Crimp the edges and cut a few small slits in the top for steam.
5. Brush the crust with the beaten egg.
6. Bake at 425°F for 15 minutes, then reduce the temperature to 375°F and bake another 30 - 35 minutes, until the crust is golden brown.
7. Let cool for at least 20 minutes before slicing.



Michelle's Tip: A mix of sweet and tart apples, such as Honeycrisp & Granny Smith, makes a delicious pie. Serve warm with a scoop of vanilla ice cream for the full experience.

Lakes & Local Legends

The Story Behind the Stone Walls

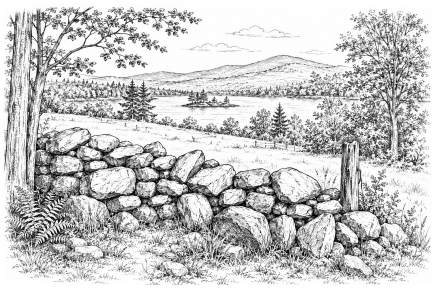
As we start planning our favorite drives to take in the brilliant reds, oranges and yellows of a New Hampshire autumn, keep an eye out for something beneath the trees: old stone walls. They are easy to overlook while admiring the foliage, but these weathered walls tell an important story about the Lakes Region and the people who lived here long before the forests returned.

Much of the land that is now wooded was once open farmland. Early settlers cleared the forests to create fields, only to discover that the rocky New Hampshire soil seemed to produce a never-ending supply of stones. Winter's freezing and thawing brought more rocks to the surface, and farmers moved them to the edges of their fields, where they gradually became walls.

Then, in the early 1800s, New Hampshire experienced what historians call the Great Sheep Boom. Farmers began raising large flocks of sheep for the merino wool needed by the growing textile industry. Stone walls, often three to four feet high when they were built, provided sturdy boundaries to keep sheep in their pastures. By 1836, New Hampshire had about half a million sheep, twice the state's human population.

The Lakes Region was part of that agricultural landscape. Meredith's historical records specifically note that the sheep boom contributed to the construction of the stone walls that became so common throughout the area. Early settlers had established farms along what is now Route 106 as far back as the 1760s, so some of the roads we travel today follow routes through a landscape shaped by generations of farming.

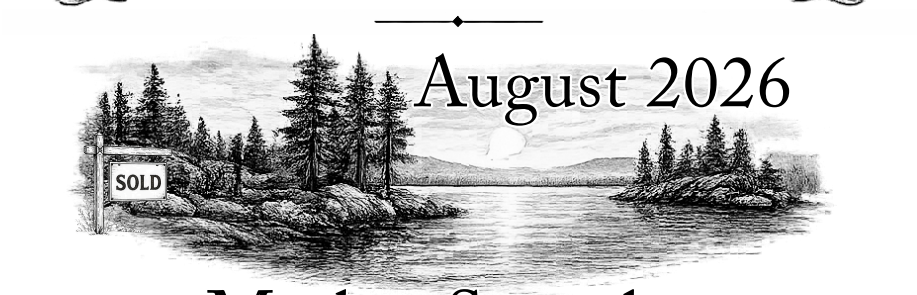
As the sheep industry declined, farms were abandoned and forests gradually reclaimed the fields. The walls remained, often disappearing beneath moss, leaves and young trees. Today, they can be found winding through woods, beside country roads and tucked into properties throughout the Lakes Region.



So, as you head out this fall in search of the perfect foliage drive, look beyond the colorful canopy. The next stone wall you pass may be more than a pretty piece of the landscape. It may be a 200-year-old reminder that the forest you're admiring was once a working farm.

Your friend is moving in six months? Perfect. Michelle can guide & help them to keep the most at closing.

Real Estate & Market



Market Snapshot

A quick look at recent residential activity in Laconia, Meredith and Gilford.

more town stats: michellepalys.com/monthly-stats

August 2026	Laconia	Meredith	Gilford
# of Homes Sold	46	14	28
Average Price	$747,614	$1,207,536	$793,193
Median Price	$482,450	$777,500	$625,000
Average Days on Market	52	38	25
Median Days on Market	23.5	5	15.5
# of Lakefront Homes Sold	3	2	4
% Homes Sold at or Above Original Price	30%	64%	36%
Highest Price	$5,100,000	$3,730,000	$4,700,000
Lowest Price	$65,000	$359,500	$40,000
# of Homes <$500K	25	1	7
$500 - 1 Million	13	9	16
1 Million +	8	4	5

What Stands Out



Laconia led in sales: *With 46 homes sold, Laconia had the most sales and 25 homes sold for under $500,000, showing strong activity in the more affordable price range.*

Meredith homes moved fast: *Meredith had a median of just 5 days on market, and 64% of homes sold at or above asking price, showing strong buyer demand.*

Gilford showed strength in higher ranges: *Of Gilford's 28 sales, 16 were between $500,000 and $1 million. Gilford also led with 4 lakefront sales.*

eXp REALTY

Source: Based on information from PrimeMLS, Inc for the period of 8/1-8/31/26

Homeowner's Tip

A Little Fall Prep Goes a Long Way

As summer winds down, September is a great time to give your home a little attention before cooler weather arrives. A few simple tasks now can help protect your home and make the transition into fall easier.



Clean & Store Your Screens
Before putting screens away for the season, give them a cleaning and let them dry completely. Be sure to store them somewhere dry.



Clean the Windows
It's time to wash away the built up pollen, dust and grime.



Look Up! Check the Roof
Take a look at your roof for signs of mold, moss, damaged shingles or areas that could be allowing water in. Check the attic, too, for signs of leaks or moisture. Catching a small problem before winter storms arrive can prevent a much bigger repair later.



Reverse Your Ceiling Fans
When the temperatures begin to drop, switch your ceiling fans to clockwise on a low setting. This pushes warm air that naturally rises toward the ceiling back down into the living space, helping your home feel more comfortable without turning up the heat.



Hannah's Corner

September from a boat dog's perspective... I'm not ready to give up chasing ducks (from the boat), or bbq's (when you drop scraps... oops) and pup cups do not have to end (even though my friend Frank at Liliuokalini's closes Labor Day). We too miss the long days of relaxing summer sunshine too. So if we seem a little somber, take us for a short walk, and we'll forget all about it for awhile. Each and every leaf that falls off the tree (and gets visited by neighboring dogs), we love it ... there is so much more to sniff!! Fall offers SO MANY sniffing choices.

Did you know?
Even a short walk with lots of sniffs is great brain exercise for us! And it can make us as tired as if we went on a long, long walk. So if every 5 feet we stop to smell the leaves, don't pull us away. We can't tell you, but we thank you for indulging us. We love to get out and explore with you when the days are cooler.

This month's walk: Locke Hill in Gilford is a relatively short hike with an amazing Lake Winnipesaukee view. Dogs should be leashed and don't forget water and snacks for both you and your best friend!

Buying a home isn't so ruff when my mom, Michelle, is your Buyer Agent.

LOOK

MILLION DOLLAR LAKE HOUSES FROM THE EARLY 2000s

SALES RECAP



	ORIGINAL PRICE	CLOSED PRICE	TAXES	#	SOLD DATE
55 Broadview Terrace Gilford	1,695,000	1,600,000	22,427	3	7/26/03
	7,300,000	6,500,000	60,181	380	8/29/09
	4,555,000	4,350,000	67,934	963	10/23/19
95 Spindle Point Rd Meredith	1,495,000	1,375,000	12,855	197	5/1/04
	1,890,000	1,600,000	17,127	191	10/20/17
	2,390,000	1,850,000	21,712	85	6/29/20
118 Pendleton Beach Rd Laconia	1,595,000	1,100,000	20,548	309	12/30/04
	1,249,000	1,150,000	18,552	19	5/15/10
	1,799,000	1,799,000	22,450	40	8/17/18

WORD JUMBLE

1. TUMNAU _____
2. EPRYOTRP _____
3. NIGFISH _____
4. TGENA _____
5. TAGTOCE _____
6. HREOS _____

1. AUTUMN 2. PROPERTY 3. FISHING 4. AGENT 5. COTTAGE 6. SHORE

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