



**Betsy Phillips**  
**Broker/Realtor**  
**Glenbrook Office**  
**2731 Pfingsten Rd**  
**Glenview, IL 60026**  
**847.724.1855 office | 847.525.2111 cell**  
**Betsy.Phillips@BairdWarner.com**  
**BetsyPhillipsRealty.com**

# NORTH SHORE

## Real Estate Buzz

### Housing Market Buzz

Real Estate is a hyper local commodity and the exact location, school districts, and other factors dramatically impact market conditions and home values. This update will provide general information.

#### Deerfield Single Family Homes

- Median List Price \$675,000 ←→
- Average Days on Market 200 ↑
- Median House Size in Sq. Ft. 3,200

#### Glenview Single Family Homes

- Median List Price \$699,000 ←→
- Average Days on Market 112 ←→
- Median House Size in Sq. Ft. 2,655

#### Northbrook Single Family Homes

- Median List Price \$698,000 ←→
- Average Days on Market 136 ↑
- Median House Size in Sq. Ft. 2,936

#### Deerfield Condos and Townhomes

- Median List Price \$290,000 ←→
- Average Days on Market 54 ↓↓
- Median House Size in Sq. Ft. 1,765

#### Glenview Condos and Townhomes

- Median List Price \$350,000 ←→
- Average Days on Market 66 ←→
- Median House Size in Sq. Ft. 1,500

#### Northbrook Condos and Townhomes

- Median List Price \$377,950 ↓↓
- Average Days on Market 104 ↑
- Median House Size in Sq. Ft. 1,900

Data from Altos Research LLC

**For more information on your community or neighborhood, contact me.**



### How to Understand and Respond to a Home Inspection

You schedule a routine checkup with your primary care physician. If there are any concerns, you and your doctor will address them. A home inspection is a health evaluation—so to speak—of the home that you want to buy. Once you’ve found your dream home and negotiated a price, it’s time to schedule the inspection. It can be a nerve-racking process, but it’s critical to learn what’s working and what needs fixing. Fortunately, you can lean on your REALTOR® and attorney for guidance on how to proceed.

#### Home Inspection

You have a five-day window to complete the inspection after signing the contract for the purchase of the home. While you don’t have to be present at the inspection, it can be beneficial to hear the inspector’s feedback in real time, giving you a sense of the findings in the forthcoming home inspection report.

The home inspection evaluates the overall safety and functionality of the home and typically includes a review of site conditions, building interior and exterior, structural, electrical, plumbing, and cooling/heating systems.

#### Home Inspection Report

You will receive the home inspection report typically within 24 hours of the inspection appointment. The report can be overwhelming, as it usually contains 60-plus pages, but thanks to the American Society of Home Inspectors, reports are more manageable to read, highlighting the critical elements.

You’ll want to review the summary or primary recommendations section first to see items marked by the home inspector as “Major Concerns,” “Potential Safety Hazards,” and “Items not operating.” The good news is that you don’t have to wrap your brain around this

beast of a document on your own. Your REALTOR® and attorney have years of experience interpreting these reports and will advise you on next steps.

#### How to Respond

Any number of health and safety issues can be identified in the inspection report. In some cases, you may need to hire an expert to investigate the extent of any structural damage.

Work with your REALTOR® and attorney to facilitate a responsible compromise with the seller. Your REALTOR® can negotiate repairs, credits, or a reduction in price for the home provided by the seller. While these are all viable solutions, a cash-back credit at close of escrow can give you more control over repairs rather than relying on the seller’s schedule.

#### Conclusion

The home inspection can feel like an anxious process because it’s part of the emotional rollercoaster of moving. However, it’s important to remember that the purpose of the home inspection is to protect you, the buyer. Leverage the expertise of your REALTOR® and attorney on how to understand and respond to the home inspection report, so that you can move in with peace-of-mind or find a better home.



## What's Hot...

The hottest remodeling jobs of the year aren't all about installing a new kitchen. Instead, it's all about the bathroom.

Nearly a quarter of homeowners plan to remodel their bathrooms over the next year, according to HomeAdvisor's 2018 True Cost report. That is compared with just 15% who plan to upgrade their kitchens.

The current trend is to create a spa like feel in your bathroom at home. Some are trading in their bathtubs for large walk-in showers. Other high-end features being installed are speakers and built-in TVs.

The typical bathroom remodel cost an average of over \$9,000. Homeowners are spending approximately \$6,700 on improvements to their bathrooms in the past 12 months. As the trend continues, it is expected that homeowners spend the same amount or more next year.



## FRESH FROM THE FARMERS MARKET

CHECK OUT YOUR LOCAL FARMER'S MARKET

**Buffalo Grove** | June 17 - October 7, at 951 McHenry Road

SUNDAYS STARTING AT 8:00AM

**Deerfield** | June 16 - October 13, at Deerfield Road and Robert York Road

SATURDAYS STARTING AT 7:00AM

**Glencoe** | June 9 - October 6, at Green Bay and Park Avenue

SATURDAYS STARTING AT 8:00AM

**Glenview** | June 23 - October 27, at Wagner Road and Lake Avenue

SATURDAYS STARTING AT 8:00AM

**Evanston** | May 5 - November 3, at 2024 McCormick Blvd

SATURDAYS STARTING AT 7:30AM

**Highland Park** | June 6 - October 31, at Roger Williams & St Johns Avenue

WEDNESDAYS STARTING AT 7:00AM

**Northbrook** | June 20 - October 17, at Cherry and Meadow

WEDNESDAYS STARTING AT 7:00AM

**Northfield** | May 26 - October 13, at Happ Road and Willow

SATURDAYS STARTING AT 7:30AM

**Skokie** | June 10 - November 4, at 5127 Oakton Street

SUNDAYS STARTING AT 7:30AM

**Wilmette** | April 28 - November 10, at Village Center

SATURDAYS STARTING AT 8:00AM

**Lake Bluff** | June 8 - October 12, at 40 East Center Avenue

FRIDAYS STARTING AT 7:00AM

## FEATURED PROPERTIES

**UNDER CONTRACT!**



**1010 Hazel Ave, Deerfield**

*This Charming Cape Cod, located in the heart of Deerfield, combines old world charm with the contemporary updates demand by today's buyers.*

**SOLD!**



**1856 Pheasant Run, Long Grove**

*Stunning estate located on an elegantly landscaped acre plus. This exquisite home boasts a soaring two story foyer that opens into an inviting family room.*

**SOLD!**



**430 Birchwood, Deerfield**

*Absolutely fabulous, meticulously maintained, 3 bedroom home in coveted Deerfield, close to the elementary school and a beautiful park.*

For more real estate information contact me at 847-525-2111 or [Betsy.Phillips@BairdWarner.com](mailto:Betsy.Phillips@BairdWarner.com)

If your property is currently listed for sale with another brokerage please disregard this mailing.