



BAIRD & WARNER



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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 189 ↑↑
- Median House Size in Sq. Ft. 3,200

Glenview Single Family Homes

- Median List Price \$672,450 ↔
- Average Days on Market 112 ↑↑
- Median House Size in Sq. Ft. 2,498

Northbrook Single Family Homes

- Median List Price \$679,900 ↔
- Average Days on Market 137 ↔
- Median House Size in Sq. Ft. 2,877

Deerfield Condos and Townhomes

- Median List Price \$290,900 ↔
- Average Days on Market 49 ↓↓
- Median House Size in Sq. Ft. 1,634

Glenview Condos and Townhomes

- Median List Price \$339,900 ↔
- Average Days on Market 72 ↑↑
- Median House Size in Sq. Ft. 1,426

Northbrook Condos and Townhomes

- Median List Price \$361,950 ↔
- Average Days on Market 104 ↑↑
- Median House Size in Sq. Ft. 1,991

Data from Altos Research LLC

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



A+ Reasons To Hire A Real Estate Professional



Paperwork

They help with all disclosures & paperwork necessary in today's heavily regulated environment.



Experience

They are well educated in and experienced with the entire sales process.



Negotiations

They act as a "buffer" in negotiations with all parties throughout the entire transaction.



Pricing

They help you understand today's real estate values when setting the price of a listing or an offer to purchase.



Understanding of Current Market Conditions

They simply & effectively explain today's real estate headlines & decipher what they mean to you.

How to Prepare for a Mortgage Loan Application

Advancing from point A to Z in the home-buying process can be a slog, especially applying for a mortgage loan. To make it easier for your dream of owning a home to become a reality, I've provided—in consultation with Joanna White of Key Mortgage—a list of easy-to-follow steps on how to obtain a mortgage:

1. Qualify for a Loan

This is where you work with your mortgage broker to see if you qualify for a home mortgage, and learn how much you can afford to spend, explains Joanna White of Key Mortgage. Remember that late credit card payments, or even too much debt, can have a negative impact on your credit report. This may affect the mortgage rate you are offered. So to ensure the best possible mortgage rate, try to maintain good credit in advance by paying all of your bills on time and reducing any debt you may have. It's also wise to obtain a copy of your credit report to be sure there are no errors that may negatively affect your chances of being approved for a mortgage. You can get a free copy of your credit report here. AnnualCreditReport.com

2. Shop for Your Dream Home

With your budget in mind, begin working with your real estate agent to find the perfect home within your budget. During this time, be sure not to make any big purchases. Large purchases, especially ones made on credit, may change the terms or amount of your mortgage loan.

3. Negotiate and Get Your Offer Accepted by the Seller

Be patient during this part of the process. Sometimes it takes a little negotiating to agree on the price that is accepted to both you and the seller, White notes. Most often, a seller is open to negotiation. If they aren't willing to negotiate on the price, you may want to try to negotiate on the items such as the closing date, or perhaps on

appliances the seller may be willing to leave in the home.

4. Apply for a Mortgage Loan

Key steps of this process include updating your financial information and locking in an interest rate. Once those things are done, your mortgage broker will send the documents to you electronically for you to sign.

5. Documentation Review

This includes the house appraisal and your loan application. It may sound complicated, but don't worry! Your loan officer will do the heavy lifting and is there to help you every step of the way.

6. Receive Your "Yes" to Your Loan Application

After your loan underwriter and mortgage broker work together to review your documentation, your underwriter will request any additional information anyone involved in your loan

process may need. Be sure to comply with each request as quickly as possible.

7. Loan Approval

Once you have supplied your underwriter with all of the documentation they need, your loan will be closed. Your real estate agent and your attorney will be notified so that everyone can work together to plan the most convenient day, time and location for your closing. You will be notified of how much money you need to bring to the closing, and in what form the funds must be delivered. Most likely, a cashier's check or money order will be required.

8. Congratulations! You're a Homeowner

All of your hard work has paid off. Finding the right mortgage team is critical in navigating you through the loan application process. You are now the proud owner of your new home!



FEATURED PROPERTIES



2419 Saranac Lane, Northbrook

Here is the all brick ranch in Indian Ridge that you've been looking for.



1660 Robinwood Lane, Riverwoods

Beautiful French Provincial home on almost 2 acres, Warm & inviting with endless attention to detail.



1629 Independence Ave, Glenview

Luxurious 5 bed, 5 full bath colonial on best street in The Glen.

For more real estate information contact me at 847-525-2111 or Betsy.Phillips@BairdWarner.com

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