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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 \$649,000 ↔
- Average Days on Market 198 ↑↑
- Median House Size in Sq. Ft. 3,200

Glenview Single Family Homes

- Median List Price \$652,000 ↔
- Average Days on Market 120 ↑↑
- Median House Size in Sq. Ft. 2,435

Northbrook Single Family Homes

- Median List Price \$649,000 ↔
- Average Days on Market 152 ↑↑
- Median House Size in Sq. Ft. 2,741

Deerfield Condos and Townhomes

- Median List Price \$264,950 ↔
- Average Days on Market 59 ↓
- Median House Size in Sq. Ft. 1,490

Glenview Condos and Townhomes

- Median List Price \$320,000 ↔
- Average Days on Market 85 ↓
- Median House Size in Sq. Ft. 1,312

Northbrook Condos and Townhomes

- Median List Price \$389,744 ↔
- Average Days on Market 118 ↑↑
- Median House Size in Sq. Ft. 2,105

Data from Altos Research LLC

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



4 Reasons to Sell this Fall

1 Buyer Demand is Still Strong

Buyers are out in force looking for their dream homes! Buyers are often competing with one another for the listings that are available! **According to NAR, the median days on the market for a listing was only 29 days last month!**



2 There is Less Competition Now

Housing inventory is still under the 6-month supply that is needed for a normal housing market. This means that, in the majority of the country, there are not enough homes for sale to satisfy the number of buyers in the market.



3 There Will Never Be a Better Time to Move Up

Prices are projected to appreciate by 5.1% over the next year according to *CoreLogic*. If you are moving to a higher-priced home, **it will wind up costing you more in both down payment & mortgage payment, if you wait.**



4 It's Time To Move On With Your Life

Look at the reason you decided to sell in the first place and determine whether it is worth waiting. Perhaps the time has come for you and your family to move on and **start living the life you desire.**



To Stage...or Not to Stage? That is the Question!

The National Association of Realtors surveyed their members & released the findings of their *Annual Profile of Home Staging*.

Top Findings from Seller's Agents

- 25%** of sellers paid to have their home staged before a listing
- 50%** of staged homes saw a 1-10% increase in dollar value offers from buyers
- 62%** say staging decreased the amount of time a home spent on the market

Top Findings from Buyer's Agents

- 77%** said staging made it easier for buyers to visualize the home as their own
- 40%** of buyers were more willing to visit a home they saw online if it was staged
- 44%** saw an increase of 1-10% in dollar value on a staged home

Top Rooms to Stage to Attract Buyers

- Living Room
- Master Bedroom
- Kitchen
- Dining Room

Home Design Trends: How Are American Homes Changing This Year?

If you are thinking about remodeling your home in 2018, now is the right time to start planning. Fall is a great time to take advantage of sales (especially the Black Friday discounts). Now is the time to incorporate new appliances, furniture, and technology into your fully refurbished home.

So, how can you make the most of your home design? These are the most popular trends this year.

Colorful kitchens and living rooms

Kitchens full of colors appear as warmer and give a more personal touch. They also make cooking-related stains and damage less apparent. On top of this, a colorful kitchen makes a statement and can bring comfort (especially for the one who's doing the cooking).

Colorful appliances are also a big trend, especially when they are mixed with different finishes – resulting in a style that is ultra-chic.

Aside from the kitchen, colors should be present throughout the entire home. Paying attention to color can make your furniture and decorative items pop. You can focus on adding one statement color that pops out in your living room or bedroom – complemented by the other neutral colors around the home. A great example of that is adding yellow in a otherwise black and white room.

No more white and stainless-steel sinks

Even though steel and white appliances have been popular for years, materials like stone, copper, concrete and granite are becoming popular in 2018.

The new wave of finishes that rival stainless in their appeal also offer more versatility, functionality and unique looks. You can integrate them into open kitchens, floor plans and everywhere you want – resulting in a look that is posh and less utilitarian.

Vintage lighting – from homes to offices

As you have probably noticed, we are seeing more and more vintage lights everywhere – from those Scandinavian-inspired offices to bars and restaurants. The truth is, this style of vintage lighting continues to emerge in the home sector as well.

Aged copper pendant lights are one of the examples which are making a comeback this year – just like the jar-inspired lights, hanging bulbs and minimalist-shaped fixtures.

Wallpaper-like backsplashes

These types of backsplashes can add a compelling compositional element to white walls and are more damage-resistant than wallpapers. Intricate and stylish, they can make any place more lively and functional as well.

Some of the most popular patterns are minimalist, geometric, and single-colored.

As you can see, homes are changing as another year changes too.

From kitchens to bedrooms, the best way to sell a home today is to make it modern, stylish and appealing. All of these trends can help you in that manner – but they also help you to know what to look for when buying a home or looking for an option to rent.



FEATURED PROPERTIES



20 Country Court, Deerfield

Located in popular Laurel Hill neighborhood in Deerfield. This home has a traditional layout with a twist.



1 The Court of Cobblestone, Northbrook

Country club living at its BEST! This immaculately kept end unit in Ancient Tree is just what you've been looking for.



3950 Venice Court, Glenview

What an amazing value...totally remodeled and move-in ready 3 bedroom, 2.5 bath townhouse!

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.