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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 \$649,400 ←→
- Average Days on Market 259↓
- Median House Size in Sq. Ft. 3,219

Glenview Single Family Homes

- Median List Price \$689,000 ←→
- Average Days on Market 181 ↑↑
- Median House Size in Sq. Ft. 2,584

Northbrook Single Family Homes

- Median List Price \$644,250 ←→
- Average Days on Market 182 ↓
- Median House Size in Sq. Ft. 2,840

Deerfield Condos and Townhomes

- Median List Price \$280,000 ←→
- Average Days on Market 97 ↑↑
- Median House Size in Sq. Ft. 1,490

Glenview Condos and Townhomes

- Median List Price \$284,000 ←→
- Average Days on Market 120 ↓
- Median House Size in Sq. Ft. 1,500

Northbrook Condos and Townhomes

- Median List Price \$350,000 ←→
- Average Days on Market 128 ↑↑
- Median House Size in Sq. Ft. 2,040

Data from Altos Research LLC

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



The KonMari Method: Helping You Prep Your House For Sale

One of the biggest challenges sellers face when listing their house is decluttering. Cleaning out some of the more personal decorating choices allows buyers to imagine themselves living in the house.

Those planning to sell soon are in luck! Marie Kondo, the inventor of the *KonMari Method of Tidying Up*, has gained popularity with her new *Netflix* series. She gives some great tips for sorting through years of accumulated possessions that we all collect in our homes.

"The KonMari Method™ encourages tidying by category – not by location – beginning with clothes, then moving on to books, papers, komono (miscellaneous items), and, finally, sentimental items. Keep only those things that speak to the heart, and discard items that no longer spark joy. Thank them for their service – then let them go."

When you subjectively look at all of your belongings, you can sort through the ones that mean the most to you. Not only will you increase space for more joy-bringing items in your new home, but you will also have a much easier time packing remaining belongings!

"Remember, tidying up isn't about getting rid of stuff. It is about creating an environment that sparks joy and improves your quality of life."

When selling your house, first impressions matter! Before you or your agent schedule a photographer to take photos for your listing, make sure to tour your home with fresh eyes. Look for any imperfections that a buyer might notice.

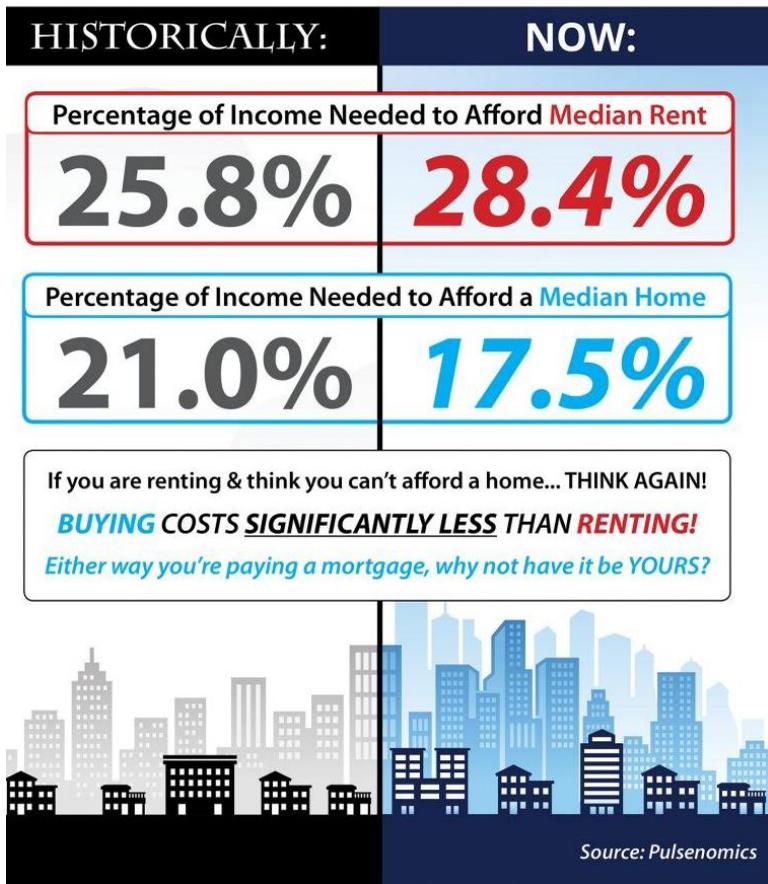
When you sort through your more sentimental items, consider packing them away to ensure that you know where they all are. That way, they are safe during open houses and showing appointments. This will also cut down on the amount of packing you need to do right before you move!

Whether you are selling your house to move up to a larger one, downsizing, or moving in with family, only bring the items that truly spark joy for you. This will not only help cut down on the items you move, but also ensures that you're off to a great start in your new home!



The Cost of RENTING vs. BUYING

Whose Mortgage Do You Want to Pay? Yours or Your Landlord's?



There are some people who haven't purchased homes because they are uncomfortable taking on the obligation of a mortgage. However, everyone should realize that unless you are living with your parents rent-free, you are paying a mortgage – *either yours or your landlord's*.

As *Entrepreneur Magazine*, a premier source for small business, explained in their article, "12 Practical Steps to Getting Rich":

"While renting on a temporary basis isn't terrible, you should most certainly own the roof over your head if you're serious about your finances. It won't make you rich overnight, but by renting, you're paying someone else's mortgage. In effect, you're making someone else rich."

With home prices rising, many renters are concerned about their house-buying power. Mike Fratantoni, *Chief Economist at MBA*, explained:

"The spring homebuying season is almost upon us, and if rates stay lower, inventory continues to grow, and the job market maintains its strength, we do expect to see a solid spring market."

As an owner, your mortgage payment is a form of 'forced savings,' which allows you to build equity in your home that you can tap into later in life. As a renter, you guarantee the landlord is the person building that equity.

As mentioned before, interest rates are still at historic lows, making it one of the best times to secure a mortgage and make a move into your dream home. *Freddie Mac's* latest report shows that rates across the country were at 4.46% last week.

Whether you are looking for a primary residence for the first time or are considering a vacation home on the shore, now may be the time to buy.

FEATURED PROPERTIES



729 E Prairie Avenue, Des Plaines

Gorgeous, remodeled, move in ready Des Plaines 2 story brick charmer. Beautiful upgrades!



2034 Center Avenue, Northbrook

Adorable curb appeal in this amazing location where you can be near everything!



613 Greenwood Road, Glenview

Larger than it looks! Circular driveway for convenience and a big back yard.

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.