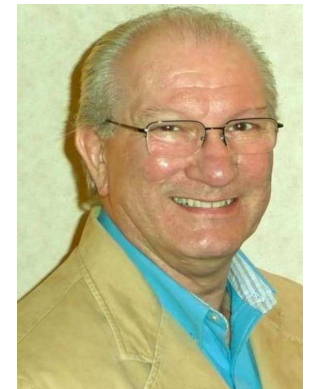


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Real Estate Sales Associate



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Spring Has Bloomed!!

For most of us who have been *hibernating* the past few months, this is an exciting happening.

April is the **key time** to put your home in order for the year—yes Spring Cleaning is upon us!

April is also the **key time** if you are planning on selling your home this year to get it listed with a Real Estate agent (call me!). The peak selling (closing) month of the year is June. If we assume 30 days of showing and 30 —60 days to Closing after agreeing to a purchase contract you can see that April is really the last month to get your property listed to take advantage of this area's peak sales month. (March works even better.)

Before Listing your home, prepare it. Clean, clean, sparkle is the name of the game. De-clutter—remove most knick knacks, extra furniture and anything that blocks the natural interior walk ways of your home. Update decorating if you can do it yourself (do not spend a lot of money). Brighten up the house, real or artificial lighting. Be especially diligent in sprucing up the main entrance way and any viewable area from that entrance—first impression count big! Don't forget *curb appeal*.

HOMES SOLD IN GREATER CHICAGOLAND AREA NORTH*:

STANDARD HOME = Detached single family 4 bedroom, 2 1/2 baths, basement & attached 2 car garage. As of 3/31/10.

PAST # OF MONTHS	24	12	9	6	3	2	1	6 Month Period Trend
# SOLD	2,789	1,461	1,125	659	272	189	109	↓
TIME to SELL (days)	178	183	185	194	194	193	177	↑
SOLD \$	\$387,026	\$366,852	\$365,283	\$356,224	\$343,525	\$322,916	\$292,833	↓
FINAL ASK \$	\$410,550	\$389,407	\$387,819	\$378,004	\$365,172	\$342,864	\$311,789	↓
Sell \$ to Ask \$	94.3%	94.2%	94.2%	94.2%	94.1%	94.2%	93.9%	.
CHNG TM TO SELL	-	5	2	9	0	-1	-16	↓
% CHNG TM TO SELL	-	3%	1%	5%	0%	-1%	-8%	.
CHNG SOLD \$	-	-\$20,174	-\$1,569	-\$9,059	-\$12,699	-\$20,609	-\$30,083	↓
% CHNG SOLD \$	-	-5%	0%	-2%	-4%	-6%	-9%	.
# SOLD PER MONTH	116	122	125	110	91	95	109	↓
CHNG ASK \$	-	-\$21,143	-\$1,588	-\$9,815	-\$12,832	-\$22,308	-\$31,075	.
% CHNG ASK \$	-	-5%	0%	-3%	-3%	-6%	-9%	.
# CURRENT LISTINGS							1,474	↑
# MONTHS SUPPLY	12.7	12.1	11.8	13.4	16.3	15.6	13.5	↑
	4/08-3/10	4/09-3/10	7/09-3/10	10/09-3/10	1/10-3/10	2/10-3/10	Mar-10	10/09-3/10

Inside this issue:

Perna's Corner	2
Home Buyers Tax Credit is Expiring	2

*MLS Areas The Barringtons, Elgin, Chicago Area North, North Shore, and North West Regions & Lake County.



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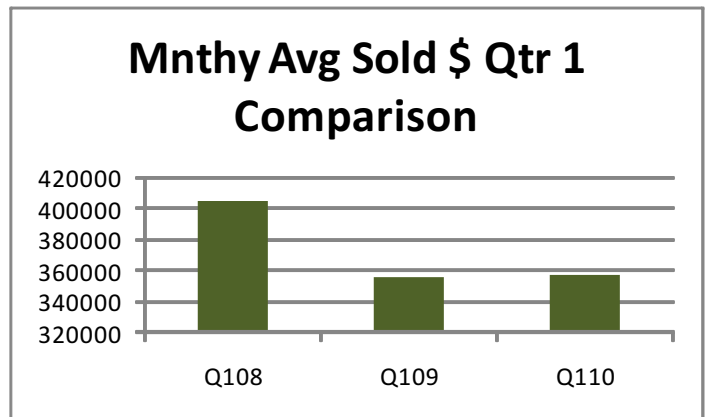
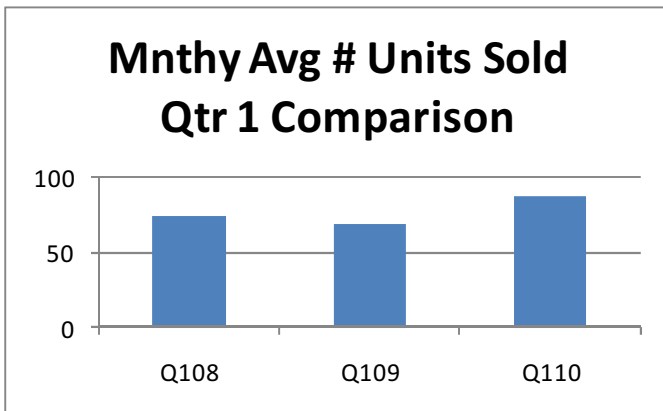
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Service is Our Promise to You!

Perna's Corner

If you have reviewed my market chart on page 1, you probably noticed that March's (month 1) unit sold dollars sharply dropped from February (-\$30, 083). Wow!! The upside is.....well let's take a close look. Units sold these past 12 months compared to the previous 12 months are up 10% and only down 5% in sold @ dollars. Whereas the current month (March) compared to the last 24 month average has the # of units sold down 6% and sold @ dollars down 24%! (Remember, we are only talking about the market I track as represented in page 1's chart.) However, there may be a silver lining in the unit sold price. 2010's Quarter 1 selling price compared to quarter 1 of 2009 are practically identical; \$356,683 to \$356, 335. (Last year the other 3 quarters took a big hit!) Other upsides are that the number of units selling continues to increase; even with the usual spring uptick in listings the higher sales volume has reduced the housing inventory to 13.5 months. For a visual of what has happened in the 1st quarter the past few years check out these charts:



As I said in our last issue, Buyers are demanding *value* on their terms. But they are **buying**. Sellers need to have their property on the market now.

Home Buyers Tax Credit is Expiring

This great Buyer's program is expiring at the end of the month. To take advantage of this program you **must** have a home under contract by April 30th that will close on or before June 30, 2010. **Don't miss out!**

Highlights:

1. **Existing homeowners** who lived in their previous home for 5 out of the last 8 years will be eligible for up to a **\$6,500** credit.
2. The **income limits** have been bumped up \$50,000 to **\$125,000** for individuals and up \$75,000 to **\$225,000** for couples.
3. Those who qualify will have until the end of **April, 2010** to find their new home and have a **signed contract** on it. They will have until the end of **June to close**.
4. **Military, foreign services and intelligence employees** with extended active service may qualify for a few **special provisions**, including an extra year to take advantage and they may not need to repay the credit if they move during the first three years.
5. The home purchased must be **less than \$800,000**.
6. Must be **over the age of 18** and not classified as a dependant for tax purposes to qualify.