



Your South Loop Neighbor and Chicago Real Estate Specialist



Dear Friends

Welcome to the first edition of my Real Estate Newsletter! This is going to be a work in progress and I hope you will find it informative and valuable to help you with your real estate needs.

A home is one of the basic necessities of life. This means everyone—whether they are professionals in the industry or not—will be involved in the industry throughout their life.

As professional Realtors® it is our duty to share our knowledge with the public. With this monthly newsletter our goal is to educate you about your home, your community, and help you track Real Estate trends. Each issue of this newsletter will have various features, such as market trends, tips and tricks, community interest stories, recipes, and my favorite **Client's Corner**. This space will be reserved for you to promote your business. I am very excited about this, it will be wonderful to "grow" together. Please [contact me](#) and we will come up with an article together.

I hope 2010 is off to a great start for you and your families. Let me know if I can help with anything or if you have any suggestions on how I can better serve you.

Thanks for reading!

Terri Buseman



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Meet Molly

I am so excited to introduce you to Molly Heyen. She is working for me as my Executive Coordinator. She has her Real Estate and Broker's License, so she knows what she's doing.

Molly is going to help me grow and build my business. She is also going to help me develop systems that can further help you in your next transaction. She's going to help me get super organized!

If you would like to contact her you may email her at: mollyheyen@gmail.com



Market Trends

According to MLS

South Loop 2 Bedroom Condos December Closings

Under Contract!		Average Price	Median Price
Single Family Home	2008	\$457,042	\$452,900
3b/3.5 ba	2009	\$485,933	\$405,000
\$800,000			

[27 W. 15th St.](#)
[Chicago IL 60605](#)

South Loop 2 Bedroom Townhomes December Closings



Single Family Home
3b/3ba

• 2 car garage		Average Price	Median Price
+ 2 spaces	2008	\$475,750	\$ 475,750
• Finished basement	2009	\$422,266	\$ 405,000

West Loop 2 Bedroom Condos December Closings

• Rooftop deck w/ skyline view		Average Price	Median Price
	2008	\$343,992	\$347,000
	2009	\$334,315	\$351,000

West Loop 2 Bedroom Townhomes December Closings

• 3 outdoor areas		Average Price	Median Price
• Fenced backyard	2008	\$334,900	\$334,900
• Gated community	2009	\$525,000	\$525,000

*The Average is the addition of all selling prices divided by the number of properties.

*The Median is the middle price of all of the properties line from lowest to highest.

For the value of your property [click here](#).

Don't miss your chance to take advantage of the tax credits available to buyers this year. Two types of tax credits are available. With these credits Buyers get a tax break so Seller's can sell their homes. We all win!!

Tax Credits

1st time Buyer Credit

A first time buyer is one who has not owned a principal residence in last 3 years.

Credit up to 10% of purchase price, not to exceed \$8000.

Binding Sales Contract by 4-30-2010

Close By 6-30-2010

Income limits
Single \$125,000

\$995,000

[21 W. 15th St.](#)
[Chicago IL 60605](#)
Take The [Tour](#)

- 2 car garage
- MBR suite w/ luxurious bath w/ heated marble floor
- Eat in kitchen w/ island & granite counters
- LR w/ FP & Bay window
- Finished basement
- Landscaped yard
- Freshly painted & new carpeting
- New hardwood floors
- New Duro Last roofing system



Single Family Home
4b/2ba + 2 1/2ba
\$834,000

[Chicago IL 60615](#)
[1030 E. 50th St.](#)

- Featured in *Images of America: Chicago Mansions*
- Landmark historic built by Civil War Colonel
- Veranda off both LR & DR
- Fenced yard
- 3 FPs
- Seperate studio/garage
- Built ins, leaded glass, mouldings,

Married \$225,000

Home purchase price limit \$800,000

Home Buyer Credit

A move up buyer is one who has lived in his own home for 5 consecutive years of the last 8 years.

Credit up to 10% of purchase price, not to exceed \$6500.

Binding Sales contract by 4-30-2010

Close By 6-30-2010

Income Limits

Single \$125,000

Married \$225,000

Home Purchase Price Limit \$800,000

For more information about current tax credits visit: federalhousingtaxcredit.com

New Movie Theater in the South Loop

By Molly Heyen

The last time I felt so much excitement about going to a movie must have been in Jr. High, when my mom dropped me off at the theater to meet my friends and she didn't come in with us. To me, movie theaters are always sticky places with over priced food, crowded spaces, and not much opportunity to really be social. However, if one *really* wants to see a movie as soon as it comes out what choice is there but to put up with the theater. Naturally, when I learned that a new theater was opening in Roosevelt Station, just a short walk from my home, I was quite excited just like the rest of my South Loop neighbors.

My husband and I decided to go all out on opening weekend and reserve our seats in the 21+ VIP section. We arrived about an hour and a half early to the late-night viewing of *Avatar* in 3-D, so we could spend some time in the lounge.

As soon as we arrived we were greeted by a lovely woman who made sure we had no problems with our tickets and that we knew where we were going. She directed us upstairs to the lounge and assured us we could enter the theater directly from there. At the top of the stairs to the lounge another kind woman offered us menus and directed us to seats at the bar.

The decor of the bar is modern with an open layout



Single Family Attached 2b/2.5ba \$445,000

[1338 S. State St. Chicago IL 60605](http://1338.S.State.St.Chicago.IL.60605)

- 1 car garage + pad
- MBR w/ bath
- Eat in kitchen w/ island
- FR w/ access to private yard
- W/D
- East-West

- arched doorways
- Floors redone
- New roof
- New electric
- New windows



Single Family Attached 2b/2ba \$495,000

[949 W. College Pkwy Chicago IL 60608](http://949.W.College.Pkwy.Chicago.IL.60608)

- 2 suites w/ private bath
- Cook's kitchen
- Granite counter & SS appliances
- Grilling balcony off kitchen
- Rooftop deck w/ skyline view
- Landscaped courtyard



Single Family Attached 1b/1ba \$237,000

[1040 W. Adams St. Chicago IL 60607](http://1040.W.Adams.St.Chicago.IL.60607)

- Parking addnl \$15K - spot stands alone, no other cars on either side!
- MBR w/ organized walk-in closet
- Granite island &

and a wall of windows with a downtown view to the north. My favorite part of the view is that since the lounge is only on the third floor the windows are full of the middle section of buildings. There is no need to look down or up to see the wallpaper of urban lights.

Our bartender was very friendly and patient. He offered us martinis and made suggestions of some different flavored ones that he could make. The menu was full of unique choices. The flatbread pizzas caught our eye and we ordered one with pears and walnuts, it was surprisingly very filling. Our server also suggested another one for us to try next time.

We were asked to order our food and drink at the bar and then bring it in ourselves, so when we were ready to go into the theater we got some bacon popcorn to enjoy later during the show.

The seats inside the theater were very cozy. They were arranged in pairs. The arm rest folds up to make it like a love seat with a table on either side. There was a lot of leg room, we hardly had to move to let people walk in front of us! The floor is carpeted and underneath each table (between pairs of seats) is a great storage space for our bulky winter coats. The screen is also huge, we think it's almost as big as IMAX. We didn't receive our 3-D glasses upon entering the theater, but a member of the staff was more than happy to fetch them for us.

During the movie our neighbors decided to get more drinks. From what we could tell, after placing their request at the bar a member of the staff brought their order into the theater, preventing the customers from missing too much of the movie. The staff was also very courteous and quiet while helping guests during the movie, avoiding any distraction to us.

For a sophisticated night out at the movies complete with hassle-free seating, a warm social environment, and welcoming staff see your next movie at the Showplace ICON at Roosevelt Collection. You may never want to visit another theater again!

For tickets and showtimes visit: showplaceicon.com



Tips and Tricks

Choosing a Real Estate Agent

By Molly Heyen

How can I learn as much as I can about my real estate agent in the shortest amount of time?

At the start of the home buying or selling process one usually chooses a real estate agent to help. The job of the agent is to work closely with the client helping him make informed decisions about this large financial transaction. Naturally when choosing an agent you will look for someone who has experience, is knowledgeable about the neighborhood, is well connected, and most importantly who understands you and has your best interest at heart.

Most agents when presenting themselves to you will tout their experience, knowledge, and connections. By

- exposure
- Gated community
- New water heater
- Close to grant park, lake, loop, museum campus, and trains

- maple cabinets
- South facing loft w/ exposed brick & huge windows
- Bright living area
- Angled HW floor
- Private courtyard building
- 12 FT timber ceilings
- W/D
- Party RM, movie, exercise, & business ctr

Residential Rental
3b/2.1ba
\$2,800

[3117 A N. Orchard St. Chicago IL 60657](#)

- Duplex in East Lakeview
- Garage parking
- New appliances
- FP & balcony
- MB w/ private bath & jacuzzi tub
- Windows on all four sides
- Rooftop deck
- Close to shopping, lake, & restaurants

Residential Rental
2b/2ba
\$2,000

[1536 W. Adams St. #300 Chicago IL 60607](#)

- Massive MBR w/ marble bath and his & her vanities
- Walk in laundry w/ side by side W/D
- Kitchen w/ granite counters & island
- Angled HW flooring
- Huge windows w/

wearing this information on their sleeve the client barely needs to ask about it. But how can you tell how well your personalities will match? By the end of the transaction your agent will know a lot about your personal life. For example, who else will know how much you spent on your house and where that money came from, let alone how you and your family will use the entire space?

Below are a few ideas to consider the next time you interview an agent or anyone who will advise you in major life decisions. These questions and situations are designed to probe the professional's personality, so you can feel assured that she has the potential to be a life-long advisor who will keep your interests in the forefront of any action.

One of the most important traits to consider is how the professional handles unexpected obstacles. This is an action that can often be observed in a restaurant. How does she react if her food is delayed, cooked wrong, or unavailable? If she overreacts to this little obstacle how will she handle a larger one? If she accepts the situation and adapts, then she has a resilient personality that will probably be able to see the positive side of larger obstacles.

A question to ask, which may offer a lot of information is; how do you handle a situation where there is one-sided or mutual dislike between the parties involved? Sometimes in real estate transactions the sellers and buyers can have very different opinions on how things related to the home should be. Her answer to this question should give you a good idea of what kind of mediator she is. Will she help the parties find common ground, or at least a satisfactory solution?

In the ever-changing world of real estate your agent should be able to grow and adapt with the market. One way to test her ability to do this is to ask her to explain a situation that caused her to develop in an unexpected direction. The question should provide you with examples of how she can use experiences from life to make decisions related to other situations. This shows the ability to continually learn and exercise creativity.

By considering these examining questions you should be able to start a conversation with the professional you are interviewing and if all goes well it may feel as if you have known each other for years. When you find that kind of click in an early meeting you will know that you have found someone who will work for you and more importantly who will work with you.

For more research about interviewing real estate agents visit: homebuying.about.com

Monthly Recipe

By Molly Heyen

When I think of the holidays and New Year I always think of these candies my mom used to make. They are lovingly referred to as *Knockout Drops* because as the story goes if you eat too many they will live up to their name.



This recipe is for *Uncooked Fondant and Chocolate*

treatments & 4 exposures

- Exposed brick
- Approx 2200 SF.
- 12ft timber ceilings

1/2 c. butter
1lb powdered sugar
1/4 c. whipping cream
1 scant tsp. vanilla
1/4 c. powdered sugar
8 oz. unsweetened chocolate

*Coating from The
Joy of Cooking,
1964.*

Beat the butter until soft.
Very slowly add the powdered sugar and cream until light.
Add the whipping cream and vanilla.
Work the fondant well with your hands and roll into 1 in.
balls.
Dust your hands with extra powdered sugar to keep the balls
from sticking.
Place the balls on a cookie sheet covered with wax paper,
make sure they do not touch.
Place the cookie sheet in the refrigerator until the candies
harden.
Melt the chocolate over boiling water and dip the balls in one
at a time.
Place the chocolate coated balls back on the cookie sheet and
refrigerate until the chocolate is solid.
These are best served chilled.

Tips:

If you don't have a double broiler melt the chocolate in a
glass or metal mixing bowl over a pot of boiling water.
For variations try adding to the center of the fondant one
raisin, nut, candied fruit, or mix in a scant teaspoon of your
favorite liqueur.

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