

Happy New Year, Neighbors!

The housing market in 2024 is showing promising signs, with positive signals pointing towards a stronger market. If you're considering a move, this could be the perfect time!

Interest rates are predicted to drop, making it an opportune moment to sell. Buyers are eagerly stepping off the sidelines, ready to make their move, It looks like 2024 is shaping up to be a fantastic year for real estate!

Whether you're dreaming of a new home or thinking about selling, seize the moment and make the most of the favorable market conditions. We are always here to help with your buying, selling, investing, or relocation needs.

- Jessi Sgarlata and The Southbound Group
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Quarter 4 Comparisons

Average Sales Price:

Wilco: \$1,031,448
Brentwood: \$1,458,749
Elmbrooke: NA

Average DOM:

Wilco: 30
Brentwood: 45
Elmbrooke: NA

Average Price/SF:

Wilco: \$316
Brentwood: \$332
Elmbrooke: NA

Inventory (Active/Closed):

Wilco: 928/1013
Brentwood: 150/120
Elmbrooke: 1/0

Price Change (Q3 2023 to Q4 2023):

Wilco: -16
Brentwood: -4.8
Elmbrooke: NA

List Price Received:

Wilco: 98.19%
Brentwood: 95.37%
Elmbrooke: NA