

## Knock, knock!

What *Color* is your Door?



White may be traditional, and beige may be becoming, but the DIY Network thinks you should take your design personality right to the front door. With colors like cool turquoise, energetic orange, and minty fresh, you are sure to make your entrance memorable. *What do you think each of the door colors above would say about you?*

## Bloomington-Normal Residents in a Food Desert

What is a Food Desert? Food deserts are defined as parts of the country void of fresh fruit, vegetables, and other healthful whole foods, usually found in impoverished areas. This is largely due to a lack of stores, farmers' markets, and healthy options. In Bloomington-Normal, two large areas have been designated as Food Deserts. How can we address this issue? First, educate the community about the issue. Second, increase awareness to the issue. Third, work with our local government to create an invisible barrier to the issue or location, even in rural areas, especially in rural areas.

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## The Sales are Normal

According to the Bloomington Normal Association of Realtors, home sales rose 11% in April compared to the same month last year. The largest increase in existing property resales with a year to date increase of 9.1%. However, other indicators show a slight dip in new construction with the average price of new construction down 1% from the previous year.

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## The Crowne Jewel Sales are UP in Bloomington-Normal

May 2016

According to the Bloomington Normal Association of Realtors, home sales rose 11% in April compared to the same month last year. The largest increase was in existing property resales with a year to date increase of 9.1%. However, other indicators showed mixed results with the average price of homes down slightly from the previous year and sales of new homes are still struggling to find momentum with sales down the first four months of the year compared to previous years.

Realtors are still seeing lower than average inventory in certain price ranges but demand is projected to stay strong with low interest rates and affordable financing offerings. Total sales in all categories were up 5.6% compared to the previous year.

### APRIL 2016 YTD COMPARISON (UNITS)



	Pending Sales	New Construction	Resale
April 2015	956	65	715
April 2016	1031	46	755

## A Letter From Our General Manager



I worked for a big company. I learned a great deal and I respect what the company built, the people there and how well it was run. Deep down, my entrepreneur heart yearned to build something of my own. So when the moment of clarity happened, I stepped off the ladder and flew.

What a difference four years has made. Did we have our good days and bad? Yes. Did we persevere and adapt to stay successful? Absolutely. We built a team of fighters. What amazes me most is their relentless pursuit to serve not just our clients but each other. They think about other's needs before

their own. It's my leadership team that views their job as a great responsibility to serve those they lead. It's about giving back to our communities.

It has been a privilege to serve so many great agents and clients, and I am honored to work with the best leadership team anyone could have. To do this for the long haul, you need experienced people who sincerely care about the client experience, and the desire of the heart to do this. But ask any of us, it's well worth it.

**Tammy Carcasson, CRP**  
GENERAL MANAGER/BROKER OWNER

## Crowne Realty LLC Opens Satellite Office

Crowne Realty LLC opened a new satellite office in Clinton, Illinois in the former Sandy Thayer Real Estate office located on the east side of the Clinton Square. This is the first of many satellite offices that will be strategically launched outside

the greater McLean County area and emphasizes the "I'm Local, I'm Global" motto. The satellite office is an extension of the Bloomington-Normal corporate headquarters and will be occupied by two Crowne agents, both local Clinton residents.

## Route 66 Gets a New Addition!



The town of Normal voted to refurbish a gas station built in 1930 along Route 66 to become another attraction to visit when traveling on the historic route. The purchase will include improvements to the

building and replacement of the parking lot. The project will begin in July of 2016. This will be the second attraction to visit in McLean County along with Paul Bunyan and a Hot Dog fiberglass giant located in Atlanta, Illinois.

## Our Community SINGLE FAMILY HOME SALES TRENDS

Want to know which community/neighborhood had the most sales through April? Take a look at the top 25 to see if your area made the list.

Communities	No. of Closed Listings	Average Price	Average DOM*
Clinton	33	\$96,220	66
Founders Grove	14	\$157,150	101
Grove on Kickapoo Creek	13	\$333,905	41
El Paso	12	\$107,484	132
Savannah Green	12	\$135,171	85
Old Farm Lakes	11	\$177,962	73
Illinois State U	10	\$89,565	120
Ironwood	10	\$215,195	113
LeRoy	10	\$149,538	100
North Normal	10	\$116,150	59
Eagles Landing	9	\$233,867	63
Gridley	9	\$114,756	167
Heyworth	9	\$128,378	58
Lexington	9	\$140,920	51
Park Place	9	\$141,989	76
Brookwood	8	\$126,925	100
Holiday Knolls	8	\$99,469	117
Fox Creek	7	\$272,414	94
Hawthorne Hills	7	\$348,925	216
Midlands	7	\$163,728	31
Northpoint	7	\$188,914	38
Pleasant Hills	7	\$159,429	89
Pontiac	7	\$50,715	156
South Hill	7	\$79,343	68
Vineyards	7	\$250,452	209

\* DOM = Days On Market

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