

JANUARY 2025

HOUSE TALK

A LOCAL REAL ESTATE NEWSLETTER

NEW YEAR RESOLUTIONS

To help you buy your dream home this new year

MONTHLY HOME MAINTENANCE TIPS

Keep your home in top shape with these tips

A NEW YEAR A NEW HOME

Tips to help you get your home organized



THE KAPPERT GROUP

Connie Kappert & Steve Bennett

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RE/MAX
SIGNATURE PROPERTIES
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NEWS INSIDE

NEW YEAR RESOLUTIONS

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LOCAL AREA MARKET UPDATE

Taking a look back at the last months statistics

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JANUARY

REAL ESTATE NEWSLETTER

HOME UPDATE BY THE KAPPERT GROUP



FEATURED LISTINGS

449 South Railway Street | Mascoutah, IL



Discover the charm of this stunning 2-story, 4-bedroom, 1 1/2 bathroom historic home, nestled on nearly half an acre! This spacious gem boasts huge rooms with so many unique characteristics and tons of natural light throughout the home. The kitchen is a dream, featuring a center island and open layout to the large dining area. Upstairs, you will find 3 roomy bedrooms, a 1/2 bath, and a small loft area. You'll love the thoughtful updates, including newer windows, & new flooring, blending modern convenience w historic charm. The large drop-zone area features the laundry & 2 huge closets that could definitely be used as a pantry. Step outside & relax on the beautiful updated wrap-around porch or in the backyard on the covered deck. Let's not forget the huge yard! Don't miss the one-car two-way garage for added convenience. This is truly a home where history meets modern living!

LISTED AT \$325,000

MARKET UPDATE

NOVEMBER | ST. CLAIR COUNTY

226

**SOLD
HOMES**

-11.7% from
Oct 2024

291

**NEW
LISTINGS**

-9.1% from
Oct 2024

33

**MEDIAN DAYS
ON MARKET**

0% from
Oct 2024

\$206,000

**MEDIAN SALE
PRICE**

+6.37% from
Oct 2024

99.7%

**AVG LIST TO
SALE PRICE**

+.93% from
Oct 2024

Business Spotlight OF THE MONTH



In April 1990, Bob and Kathy Welker established Mascoutah's beloved florist, Flowers, Balloons, Etc. For over 30 years, Kathy's love for flowers, her dedication to service, and her genuine passion for people have been a true gift to the Mascoutah community. Stop by Flowers, Balloons, Etc. at Betty Ann Market to explore their fresh flowers and charming decor! Whether you're looking for wedding arrangements, birthday blooms, special occasion florals, or a thoughtful gift to honor someone, Flowers, Balloons, Etc. has everything you need.

Check Out Our Listings



**449 South Railway St
Mascoutah, IL 62258
\$335,000**



**401 Sage Dr
Shiloh, IL 62221
\$499,900**



**301 Biscayne Dr
Mascoutah, IL 62258
\$175,000**



**515 South Hamilton
Marissa, IL 62257
\$59,000**



**800 Topaz Ct
Mascoutah, IL 62258
\$369,900**



**1156 Widgeon Dr
Mascoutah, IL 62258
\$539,580**



**16 N County Rd
Mascoutah, IL 62258
\$169,900**



**837 Topaz Ct
Mascoutah, IL 62258
\$384,900**



**10958 Upland Terrace
Lebanon, IL 62254
\$259,900**



**3760 Osprey Ct
Shiloh, IL 62221
\$549,900**



**9588 Mallard Dr
Mascoutah, IL 62258
\$529,400**



**208 East George St
Mascoutah, IL 62258
\$219,000**

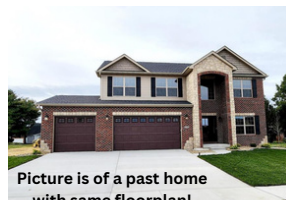


**405 Acorn Way
Lebanon, IL 62254
\$384,900**



Picture is of a past home
with same floorplan!

**6817 Timberstone Dr
O'Fallon, IL 62269
\$500,000**



Picture is of a past home
with same floorplan!

**705 Sturbridge Trail
O'Fallon, IL 62269
\$515,900**



Picture is of a past home
with same floorplan!

**6805 Timberstone Dr
O'Fallon, IL 62269
\$444,900**

Lots for Sale:



**701 Creekside Ct
O'Fallon, IL 62269
\$75,000**



**701 Sturbridge Trail
O'Fallon, IL 62269
\$75,000**



**6825 Timberstone Dr
O'Fallon, IL 62269
\$75,000**



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Get more info on these homes and others at:
KappertGroup.com

Listings subject to change.



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NEW YEAR RESOLUTIONS

to help you buy your dream home

If you are wanting to buy a home in the new year consider following the tips below to start you off on the right track!

- 1. SET YEARLY GOALS/TIMELINES**
Don't be afraid to set up a list of goals or even a timeline plan that will help you stay on track. You can keep it on your phone or even write it out and hang it up.
- 2. DESIGN YOUR HOME WISHLIST**
Start picturing and planning what you want for your dream home. It's encouraging, exciting, and it will make your home search less daunting if you know what you want.
- 3. BEGIN YOUR BUDGET PLAN**
Create a budget to prioritize your expenses and save money for a down payment. While budgets seem limiting, they're designed to help you reach the ultimate goal.
- 4. GET A HANDLE ON YOUR EXISTING DEBT**
Before beginning your journey towards a big purchase like a house, it's wise to know your other outstanding expenses and debt. Consider its impact and how it'll affect you financially in the future.

January HOME MAINTENANCE

- ✓ CLEAN BATHROOM TUB AND SINK DRAINS
- ✓ CLEAN AND ORGANIZE CLOSETS
- ✓ CHECK ROOF AND GUTTERS FOR ICE DAMS
- ✓ CHANGE WATER AND ICEMAKER FILTERS
- ✓ PROTECT PIPES FROM FREEZING



Our January home maintenance tasks focus on some often neglected areas that will really give your home a fresh start in the new year.

Want to know what YOUR home is worth?

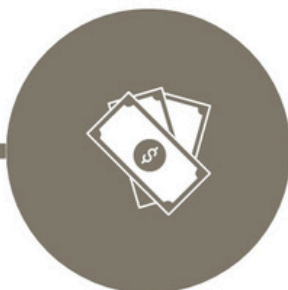
We can provide you with a FREE home evaluation!



To get your FREE home valuation, call or text Connie at 618-567-5429 or Steve at 618-604-4791. We have a quick response time! Find out what your home is valued at in this current market - you might be surprised!



We consider your whole neighborhood. Including the reputation, crime and other factors.



We consider recent comparable sales. This helps create CMA reports to set listing prices.



We consider your home's condition and updates you have made when pricing your home.

Referral CORNER



Thank you, Kari!
We are sincerely grateful for trusting our team! Your referral to the Kappert Group means so much to us, and we deeply value your friendship and ongoing support.

*Thank you for the referral,
Kari Welker!*



Life with the Kappert Group

Connie enjoyed the holidays with friends & family - continuing holiday traditions of a friends' gathering and making gingerbread houses with the grandkids!



Steve & his family enjoyed the holidays with a variety of activities together including volunteer time at the Community Interfaith Food Pantry with agents/staff from our company!



Under Contract



**3514 Chippewa Dr
Shiloh, IL 62221
\$409,900**



**504 Master Ct
Shiloh, IL
\$639,850**



**1504 Autumn Lakes Lane
Mascoutah, IL
\$190,000**



**18819 Maple St.
Carlyle, IL 62231
\$230,000**



**511 Covered Bridge Lane
Belleville, IL 62221
\$549,000**



**700 Creekside Ct.
O'Fallon, IL 62269
\$508,400**



**10 Twilight Dr
Belleville, IL 62226
\$72,500**



**732 Stone Briar Dr
O'Fallon, IL 62221
\$519,900**



**836 Bridgeway Dr
O'Fallon, IL 62269
\$395,000**



**1004 Remington St.
Mascoutah, IL 62258
\$485,000**



**816 Topaz Ct
Mascoutah, IL 62258
\$369,900**



**1975 Nathan Ave
Mascoutah, IL 62258
\$395,000**

Let us help you get your home under contract too!



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New **YEAR** New **HOME**

TIPS FOR ORGANIZING YOUR SPACE

Start your new year off right and get your home organized. You don't need to do it all in one day. Implement a few small changes and over time you will begin to see big results.

MAKE A PLAN

Before you start organizing, make sure you have a plan. Ask yourself what you're trying to accomplish. Setting goals and mapping out the strategy for each room will make it much easier to stay on track and efficient when organizing.

ATTACK ONE ROOM AT A TIME

Rather than tackling the entire house at once, pick one room to focus on first and then move on to the next. Give each room its own strategy, like repainting and redecorating or finding a system that works for the type of items in that room.

CREATE A SPACE SAVING SYSTEM

Now's the time to dig deep and get rid of anything you don't need or don't use regularly. This is the time, to be honest about items that are no longer necessary and don't fit your lifestyle. Create a designated area for donations and garbage and start filling it up!

ATTACK ONE ROOM AT A TIME

One of the most essential things you can do is find ways to maximize your space. Invest in storage options like shelves and baskets to easily access certain items.

Happy decluttering!

Have a happy
NEW YEAR!

As 2023 ends we thank you for your support. We look forward to serving all of your buying and selling real estate needs in the new year!

IHDA SMARTBUY HOMEBUYER ASSISTANCE



SmartBuy is helping eligible homebuyers payoff up to **\$40,000** in student loans plus **\$5,000** in assistance towards down payment and closing costs while buying a home!

CONTACT US TODAY TO SEE IF YOU QUALIFY!

Additional restrictions and requirements may apply



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We understand that consumers face a number of choices when it comes to choosing a mortgage lender. We pledge to proactively communicate with all clients and to continually educate ourselves on the most up-to-date mortgage products available.



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Have financing questions?
Need to get preapproved?

CALL DELMAR MORTGAGE!



1405 Green Mount Road, Suite 110
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Delmar Mortgage NMLS# 30998



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Just Sold

Kappert Group Home Sales



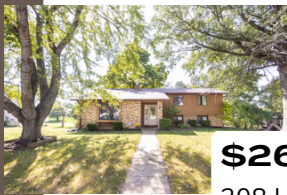
\$121,000

201 Edward St
O'Fallon, IL



\$360,000

11313 Riess Rd
Mascoutah, IL



\$260,000

208 Hall Point
Fairview Heights, IL



\$450,000

531 Pebble Brook Lane
Shiloh, IL



\$420,000

7 7th Green Ct
Belleville, IL



\$220,000

601 W South St
Mascoutah, IL

Want to see your home on this page soon?
Reach out to Connie or Steve TODAY!



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LOCAL EVENTS



JAN 11

The Traveling Salvation Show | 7pm-9pm
Lincoln Theater, Belleville, IL

JAN 15

Poetry Jam & Spoken Word Open Mic Night
5:30pm | Dogwood Social, O'Fallon, IL

JAN 17

Chiefties Trivia | 6:30pm-9:30pm
Weingarten , Belleville, IL

JAN 18

Princess Tea Party | 11am-12:30pm
Eckert's Country Store, Belleville, IL

JAN 18

Taste of the District
116 E 1st St, O'Fallon, IL

JAN 18-19

Flea Market
Belle-Clair Fairgrounds, Belleville, IL

JAN 18

New Genesis Wrestling: Endless Winter
Leu Civic Center, Mascoutah, IL

JAN 24

Grand Allusion: Tribute to Styx at the Hett
McKendree University, Lebanon, IL

JAN 31-FEB 1

Indoor Garage Sale
Belle-Clair Fairgrounds, Belleville, IL

FEB 1

SICW Wrestling
Belle-Clair Fairgrounds, Belleville, IL

FEB 8

Chocolate Rendezvous
Lebanon, IL

FEB 8

BJWC Vendor Fair | 9am-1pm
Breese American Legion, Breese, IL

FEB 15-16

Flea Market
Belle-Clair Fairgrounds, Belleville, IL

MAR 13

National Civics Bee
McKendree University

MAR 16

St. Patrick's Day Grub Crawl
116 E 1st St, O'Fallon, IL

Happy New Year



Join in with local events!