

February Newsletter

Winter Blues or Exhilarating??

5 Ways To Help Sell Your Home In The Winter:

There is no doubt that it is challenging to sell your house when it is cold outside and snowy, but there are buyers that need a home in winter, so how do you make your home stand out in this difficult season.

1. Fireplace— If you have a fireplace, be sure and have it on. This gives a cozy warmth feeling to the buyer and welcoming to your home overall. Also, consider some warm apple cider or hot chocolate. This will set you apart from other similar homes.

2. Entryways: Keep entry ways clean and clutter free. Remove your families mucky boots or shoes to the garage area or closet. You do not want any trip hazards. The first impression is the lasting impression.



3. Warmth— Give each room a warm touch. A folded throw over the back of a chair, an area rug by foot of the bed or in hall-ways will warm up a room. Make sure every light is on and the heat is up to 70* or 72*. You want your house to be as bright as possible.

4. Entertaining— Showcase the entertaining possibilities of your home. Winter is prime time for festive parties and get togethers. Set out displays, stacks of plates and fresh flowers on your dining table or kitchen counter with holiday cookies or refreshments. This gives a great feeling to the buyers.

5. Removing Snow— Most Important, Clear all exterior walks of snow and ice. If possible, have a path all the way around the house so they can see the exterior of the house and any outdoor structures or buildings. Provide as much off- street (snow cleared) parking as you can to make things easy for the potential buyer



Closing Day:

Every seller and buyer is looking for the 3 magic words , CTC (**Clear To Close**). This means they have a buyer for their home, they have passed the inspection period and the house has appraised. Now the buyer finally has been cleared by the underwriter to purchase the house. Are you prepared for the closing?

The following 7 Steps will help you go through the closing...

1. Make sure you know where the closing is and the time it starts. Be on time or early. You don't want to miss one of the most important day of your life.

2. **Review a copy of your HUD 1 Settlement Statement.** Your settlement statement will outline the details of the transaction, including how much money you'll need to bring to the closing table and when your first mortgage payment is due. Make sure you understand the information contained within this document and verify it for accuracy. Communicate with your loan officer if you have any questions. He/she will be able to explain what everything means and help you identify any errors that need to be corrected.



3. **Do a final walk-through of the property.** The day before you close, take a final walk-through of the property with your real estate agent to make sure the house is in the same condition you expect it to be. Take time to carefully inspect the house and make sure everything functions properly. Once you sign your name on the dotted line, those issues will be yours to take care of, not the sellers.

4. **Take your time.** Typically, closing will take about an hour to complete. However, it's important that you don't rush through the process. Make sure you fully understand each document before signing.

5. **Rely on your real estate agent and loan officer.** In most cases, your real estate agent and loan officer will be there to provide moral support. Don't be afraid to ask them questions if you don't understand something. They are there to represent your needs and help you make sense of the documents you are signing.

6. **Don't forget to bring required documentation.** On closing day, you will need to bring your drivers license (or photo ID), proof of homeowners insurance, and full amount stated in your settlement statement. These funds can be presented in the form of a cashier's check made payable to the title company, or wire transferred directly to the title company's bank account.



7. **Remember, there may be situations outside of your control that could delay your closing date.** Under these circumstances, work closely with your loan officer and real estate agent to resolve any unforeseen issues. They'll be able to help you handle any unexpected surprised and help you create a new plan of action to put your closing back on track.

I hope you'll put these tips to good use so you can come to the closing table with confidence. Just think, once the house keys are handed over, you'll be able to get settled into your new home.



Exciting News....

As we enter the New Year in 2015, all signs lead to a great year in Real Estate, especially for Sellers. Prices are up and in most areas the sellers are finally able to sell and pay off their mortgages and even put some money in their pocket. As a result of prices going up, more homes are coming on the market and there will be more houses for the buyer to choose from. This is good news for both buyer and seller.



***A Special Congratulations to
Larry Williams and His Team!***



**Larry was one of the Top Ten in Sales for 2014 out of over 170 agents.
He was also awarded for his Premier Service for giving Top Service to Our Clients!
A Huge Thank You To All Our Clients For A Fantastic 2014 and To Hoping 2015
Is Just As Successful!**



The Williams Team
REAL LIVING • KEE REALTY

Larry, Tiffany and Reba





6478 Enchanted Drive, Ypsilanti Twp 48197-6175

SELLER SAID " SELL THIS HOUSE" WILL LOOK AT ALL OFFERS. MUST SEE THIS 4 BR 2.1 BATH BRICK COLONIAL. SPACIOUS KIT W/ISLAND & NOOK. LARGE MASTER BEDROOM W/VAULTED CEILING, WIC & MASTER BATH W/DOUBLE SINK. INCLUDES DINING ROOM + LARGE FAMILY ROOM. PLUS 1ST FLOOR LAUNDRY. FANTASTIC YARD, PROFESSIONALLY LANDSCAPED-LARGE DECK-NEXT TO PARK W/ PLAYYARD. FINISHED BASEMENT W/OFFICE. ALARM SYSTEM, AIR, SPRINKLER SYSTEM. IN PROCESS OF FINAL CLEANING. DON'T PASS THIS ONE UP. POSSESSION- IMMEDIATE. ALSO AVAILABLE AS PURCHASE LEASE FOR \$1650/MO RENT & 25% RENT REBATE TOWARDS CLOSING COSTS. SEE MLS #215009403.

Sq. Footage: 2,072

Bedrooms: 4

Baths: 2.1

MLS# 14103903 or 215009403

Price: \$210,000 or Purchase Lease \$1,650

8646 THENDARA BOULEVARD, INDEPENDENCE TWP



ONE OF CLARKSTON'S HISTORIC TREASURES. THIS UNIQUE ONE OF A KIND LOG HOME IS LOCATED ON A WOODED BLUFF OVERLOOKING BEAUTIFUL ALL-SPORTS WALTERS LAKE. THE MAIN HOUSE HAS A SOARING 16 FT. FIELDSTONE FIREPLACE IN THE TWO STORY GREAT ROOM WITH AN OPEN STAIRCASE AND BALCONY LEADING TO THE UPSTAIRS BEDROOMS. THE HOME HAS PLANK FLOORING, & TWO LARGE DECKS OVERLOOKING THE LAKE. HOME FEATURES ATTACHED GUEST HOUSE WITH 3 BEDROOMS, 2 BATHS, AND AROUND 2,000 SQ FT OF ADDITIONAL LIVING SPACE - PERFECT TO RENT OUT!

PRICE: \$449,000

BEDROOM: 9

BATHS: 4

SQ FOOTAGE: 5,700

LAKE FRONT, HISTORIC, DOCK FACILITIES

MLS# 214126145



290 EASTLAWN Drive, Rochester

Move-In Ready, 4 BR Home, That is Very Close to Shopping, Restaurants & Highways But Still Has Country Sized 1/2 Acre Lot and Privacy. Includes Dining Room, Breakfast Room, Very Large Living Room & Family Room Plus a Den! Full Bath Upstairs & Entry Level Lav is Prepped For a Shower! Newer furnace, New Carpet & Recently Painted. Very Clean. Extra Large (3 Lots) is Great For Motor Home, Boat or Any Large Vehicle Storage. Splits Available if Builder chooses to Build 3 New Homes. Also Includes Large 3 Car Garage. Potential Unlimited & Priced to Sell! The Separate Parcel # that is included in the sale is 1535353034 Lot 91

Price: \$230,000

Bedroom: 4

Bath: 1.1

Sq Foot: 1,814

MLS# 215005223