



February Newsletter 2017

Quote of the Month:

"The things you are passionate about are not random, they are your calling." - Fabienne Fredrickson

I. Engaged - Getting Married - Looking for a House? Five Important Items to Consider when Buying Your First Home:

A. Location; always think safety first. When in doubt, check with your local police department. Most have records or charts showing the amount of crime in various areas of the city or township you are looking to move to. Talk to some neighbors and usually they will open up on the neighborhood in general.

B. Size of House; things to consider: who will be living in the house with you, such as relatives or parents? Do you already have children or plan on having children in the near future? The number of bedrooms may be very critical or can a bedroom be put in the basement with an Egress window (allow \$3500 to install an Egress window)? Are you running a business out of your home? What kind of space does that require? Will clients be coming to the house to transact business? Do you need a location for the office or workspace near an entrance door? Do you have a lot of parties or family gatherings? Is there room to host them? Do you have or need a finished basement for these events? Project \$80 - \$100 per sq.ft. to add on to a house or finish an unused area of the home.



C. Bedrooms & Bathrooms; how many bedrooms and bathrooms you are looking for is a major consideration in cost and lifestyle. You need to compare the cost of a 2, 3 or 4 bedroom home versus the cost of adding a bedroom. Remember, most additions will cost \$100 per sq.ft. to add on to the house. Will there be a master bathroom? Do you want a bedroom to have it's own bath or will a Jack & Jill shared bathroom work? Is there a bath on each floor of the house, especially if you may have a senior parent living with you?

Is the house size you are looking at comparable to the neighborhood or will you be the largest house in the area? Not a wise decision for re-sale value. Your Realtor will be able to specifically help you in this part of the decision making.



D. Security; once you have chosen a safe neighborhood, there are still things you can do to keep you even more secure in your home.

1. **Locks** - always have a deadbolt installed on your perimeter doors. You must decide on a single or double cylinder. If there is a window in the door or near the door, a double cylinder is suggested but you must keep a key near the door for emergency exit in case of a fire.

2. **Alarm Systems** - these do help but are not full proof as they may complicate your life if you have a lot of people in the home. Proper training on how and when to use the alarm is very critical. You can have a home monitored, where the police will respond (cost varies from \$15 - \$45 a month), or a local sounder only. Make sure the siren is loud enough to scare an intruder away.



3. **Camera Systems** - outside cameras are becoming more popular every day. Some people, with larger homes, even install indoor cameras. You can be anywhere and watch your home via your cell phone. You can be at home with split screen on your TV, have one screen showing the outside of your home. You can do this yourself or have a professionally installed camera system. These systems can also be watched by a professional monitoring company at a reasonable cost today.

4. **Window Security** - casement windows that crank open are the most secure windows unless you have a fixed window. Double hung windows are the least secure so it is important to have a very secure lock on these windows. Many people are concerned about thieves breaking the glass. This can happen but burglars do not like to break glass because there is the possibility of getting cut and leaving blood as evidence to find who broke into the house. If this is your concern, there are window films that eliminate this problem.

5. **Landscaping** - some people prefer privacy where the house can not be seen from the street. Trees and shrubs may be used to enhance this setting. I do not recommend that shrubs be so close to the house that someone can hide and wait for you to come home. Consult with a security professional for the best location to install landscaping around your house.



NOTE: I DO NOT ADVERTISE THIS, BUT I HAVE 30 YEARS OF SECURITY EXPERIENCE, PRIOR TO BEING A REALTOR, IN LOCKS, ALARMS, CAMERAS AND GENERAL ALL AROUND SECURITY. UPON REQUEST, I WILL GIVE ANY CLIENT A FREE SECURITY SURVEY ON HOW TO BEST SECURE YOUR HOUSE. I WAS A CERTIFIED PROTECTION PROFESSIONAL (CPP) AND HAD A SECURITY SCHOOL, AS WELL AS TAUGHT SEMINARS AND CLASSES TO POLICE AND BUSINESS PROFESSIONALS.

E. Hidden Expenses: there are expenses that you may not always think about and should be a part of your budget. Plan accordingly:

1. **Utilities** - Utility bills are continuing to rise. Try to find out there costs.
 2. **Dues** - Are there any subdivision, community or condominium dues?
 3. **Taxes** - Make sure you understand homestead versus non-homestead taxes. These can only change on June 1st and November 1st each year.
 4. **Insurance** - All kinds of insurance can be involved. Condo versus home insurance. Renters insurance compared to homeowners insurance. Insurance for special amenities such as swimming pools or recreational vehicles. Make sure you discuss these things with your insurance representative.
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II. Bad Staging: 5 things that can prevent your house from selling.

1. Alcohol - can offend some potential buyers of your home. If not offended at least they may be uncomfortable for various reasons such as their religious beliefs or recovering from alcoholism. Do not leave bottles or glasses of alcohol out in obvious locations such as living room and dining room tables or kitchen counters. You don't want to do anything to harm a potential offer for your house.



2. Teepee, Tepee or Tipi - this is a cultural symbol and stagers sometimes will put it in a kids room. It must be understood that a Tipi is a very sacred structure used for ceremonies and rites of passages and is very disrespectful for certain ethnic groups. You might not agree with this but it is important to understand that it may raise questions and emotions sufficient enough to prevent home buyers from making an offer on your house.

3. Dead Animal Parts - we often see antlers or even animal heads on the walls, animal skins on the floor, used as a rug, fur throws draped over a chair or pillows from animal furs or skins. At first look many people will not see a problem but there are buyers who are vegetarians, animal right activists or just have a weak stomach and real love for animals. These buyers may be turned off enough to not make an offer on your house.





4. Blow-up Mattresses - blow-up mattresses not only look horrible but they may sound terrible when deflated. It leaves the impression of uncleanliness and even worse, that it may not be possible to get a normal mattress and box spring upstairs and into the bedroom. These mattresses are also unpredictable and the slightest sharp item will deflate them and make them look even worse. Please stay with normal bedroom furniture to help sell your house.

5. Word Art - staging is all about selling homes. Anything that you do that takes away from the homes appeal is not a good thing. We all see signs on the walls of homes we see and guess what, we read them. If the sign or words say something to offend the potential buyer than you have lost that buyer. Stay with decorative art and colors that go with the color scheme of that room. The staging, or the layout or style of the furniture should tell the story of how happy the buyer would be if they bought your house. Do not waste the buyers time with reading your signs placed around the house.



Enjoy the Rest of Winter!!



*Happy
Valentine's
Day ♥*

Williams Team

Larry, Celeste & Jordan

1023 GREENTREE, BLOOMFIELD TWP. 48304

\$ 4000/MO. LEASE OR PURCHASE LEASE: \$649,900



PURCHASE LEASE: Rent to Own, Seller helps you buy house not rent. \$4000 monthly lease. 25% of lease payments returned at closing. \$12,000 non-refundable deposit. No security deposit. Purchase price \$649,900. Main requirement is a good job/income. Bankruptcy, foreclosure acceptable in most cases.

Exceptional 4 BR Unique Brick & Glass Contemporary Home. Custom, light filled home & sunrm that is an architectural gem w/ flexible open flr plan. Completely renovated since 2012, has new roof, remodeled bthrms w/ designer vanities, new kitchen, premium cabinets, breakfast nook & over-sized dining area. Rare wood plank tile flrs on main lvl, newly refinished wood flrs on upper lvl. All 4 Season windows new in 2013, entire house repainted in neutral colors. Huge Mstr wing w/ WIC & Dressing Rm & Mstr Bth. 2nd Lg Bdrm w/ unique area that can be WIC, sitting rm or art studio. 2 Lg Entry Lvl Bdrms plus your own office area, great rm & family rm. Home includes 2 gas fireplaces & Lg 2 Car Garage.

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The Williams Team
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LOOKING FOR BUYER TO COMPLETE CONSTRUCTION OF LUXURY HOME! - SHELBY TWP.



Unique opportunity to own Ultimate Lakefront Luxury Home in Lake in the Woods Community in Shelby Twp. and finish to your desired colors and materials. Owner decided to sell his dream home and will finish as buyer requests. Electrical, plumbing, heat & drywall completed. The sooner you decide, the more choices you will have. Home is in process of being completed daily.

All brick exterior, all the way up to the gutters on all sides, walk-out basement with 2 door-walls and plumbed for bath and 2nd kitchen-bar. 4 bedrooms, 4.5 baths, 5200 sq.ft., large bonus room, dining room, den and fantastic great room with wall of windows.

Includes 3 car garage and premium lake location near waterfalls on the lake. Has double circular staircase to upper level with prestigious custom wood front double doors. Gorgeous Italian tile purchased for main floor. Designer paint colors can still be decided by buyer.

Master bath has custom shower-Jacuzzi installed with multiple jets and shower heads, TV and music to dream for. Call to have your private tour of this exclusive luxury home. We have also arranged unique financing for buyer with sufficient income, deposit and credit score. Price is competitive with houses sold in this subdivision and will be based on appraised price.



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