

The Williams Team
REAL LIVING · KEE REALTY

2015

Happy New Year....

To All Our Clients, Buyers, Sellers, & Leasees.



All predictions are that 2015 will be a good real estate year. Sellers will be listing their homes, so they can move on with their life. This means there will be more homes for buyers to choose from. Pricing will go up, but lots of price negotiation will take place between buyers and sellers. Buyers will finally be able to have a better selection of homes to decide where their dream home will be. A good realtor can help both the buyers and sellers negotiate a fair deal for both parties.

Buyers Beware: “Avoid These Problems When Buying”

1. Special Assessments:

Sellers must reveal any pending assessments, but any future rumored or not settled assessments may not be disclosed. Talk to the city or to neighbors about any future assessment that may be coming to the neighborhood such as, paved streets, sidewalks, tree planting, new park area, or ponds, etc. These can all be a great addition to your area, but can be an expense you did not budget for.



2. Faulty Siding:

Homes built between the 80's & 90's tend to have siding issues. Problem siding could absorb or trap water against the home and could lead to wood rot. One indicator to look for is, if the siding appears to have been painted several times. This may not be a good home to buy.

3. Water Damage and Mold:

A good home inspection will point out problems that can lead to these issues or discover any current problems. All attics must be checked for mold. The landscaping and driveway must be pitched so water will run away from the house, not towards the home. Eliminating or repairing potential water problems in the basement or other areas of the home now can save you a lot of money and aggravation in the future.



4. Busy or Main Streets:

You may be able to buy a home for less money now if it is located on a main street, but you also will not be able to sell that house for top dollar when you go to sell. You will eliminate a lot of buyers with children and those that don't like traffic noise. You also may not like the noise if you have parties outside or like to cook on your patio or deck.

5. Tough Financing:

Some homes are unique and often buyers find one they really like, just make sure the uniqueness does not affect the value of the home. You may get the home appraised at value now, but will the future buyer be able to get it appraised for what you want to sell it for. Financing a home is of ultimate importance when you go to sell your home. There are very few cash buyers for homes today.



6. Staging: **Does It Help Sell** **A House?**



Before

After



I personally have resisted encouraging sellers to stage their house. It can be expensive, but I do agree with stagers that a well staged house will sell quicker and for more money than a vacant house or home that is over stuffed.

I showed a house today that was perfectly staged. Every room had furniture that fit the room both in size and color. Walls had décor that made the house even more appealing. There is no doubt that this house will sell very quickly and probably for full price or more.

So why do we resist staging?

House inventory has been low and homes for the most part have been selling quickly. As more sellers begin to list their homes, staging is one way to differentiate your home from others. This will mean you will get more money for your home.

Minor home repairs go hand in hand with staging. It is much less expensive to make several home repairs, than to let buyers take away their over inflated cost to make the repairs themselves. They often will estimate 3-5 times the actual cost. So Sellers, please take care of the minor repairs to your home. They will show up on the inspection report if you don't.

Should I Do Any Painting To My House?

The answer 90% of the time is yes. Especially scuffed areas like doors and stairways. Paint with current designer colors if possible! Even if your house is not updated, a clean and well painted house goes a long way in maximizing your price.





Conventional wisdom says to paint everything white when a home is up for resale — but savvy sellers know color can actually be a smart staging tool.

A well-chosen color scheme in furniture and décor can do more than add appeal to rooms — it can evoke strong emotional responses. Potential buyers may find themselves drawn to a home with restful tones in the bedrooms, for example, and with unified access throughout.

1. Keep the colors cohesive: All the rooms don't have to match, but do try to keep a unified sense of style throughout the kitchen, bedrooms, bathrooms, and living areas. Paint the largest spaces soft, neutral hues and use accent colors in smaller spaces — with nods to bolder colors throughout. Match all the molding with a bright white color, or use complementary decorating accessories in all the main living areas in order to create an open sense of flow.

2. Use red color schemes to energize, blues to calm: Red is a bold, invigorating color best used in spaces where activity takes place — the kitchen or the dining room, for example. Blues, on the other hand, work well in spaces where buyers will want to find rest, like bedrooms and bathrooms.

3. Think green for trendy impact: Popular today as [nature's neutral](#), green is hot in staging because it goes with everything from bold yellows to muted grays. Use it in small doses throughout a home — think throw pillows, accent walls or artwork — to enliven drab spaces.

When staging, remember that colors create a sense of style. Choose tones that evoke the responses and feelings you're going for — and help home buyers fall in love with a property.

How do you use color in staging to draw buyers in?

AUTHOR BIO: Lindsey Schroeder is the voice behind all social media accounts and blogs for [Archway Construction](#), home renovators and remodelers that have served Metro-Chicago for over 27 years. She also loves working with homeowners in ensuring that their color choices compliment the overall look of their homes.

We Truly Wish You All A Great New Year

The Williams Team
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Sincerely,

Larry, Tiffany, Ali, & Brittany





5500 BLOOD Road, Metamora Twp 48455-9338

You Must See This Impressive & Impeccable 4 BR, 5 BA Split Level Brick Home on 13 Acres in Metamora's Horse Country. Over 5,200 of Luxurious Living w/ Spectacular Kitchen. That Includes Hickory Cabinets by Grabill, Top of the Line App. Huge Island & Abundant Counter Space w/ Butler Pan. Also Home Features Immense Great RM w/ Gas FP & Oversized Fam.-Sun Room. The Mstr BR is Huge w/ Very Spacious Mstr Bath & WIC. Other Outstanding Features Include Custom Crown Molding, Cent. VAC, Craftline Windows, Alarm System, Intercom, Den-Mud RM & BKFT RM & Huge DR. House Also has 15KW Gen. Outside has Prof. Landscaping, Wooded Wonderland & A Creek on the Property. A 24x36 Pole Barn adds to the 3 Car Gar. for Tons of Storage & Workspace Privacy Abounds, All this Only Mins Away from Oxford w/ Oxford Schools. The Enormous Walk-Up Basement Also Includes 2800sf W/ Full BA, You Can Finish the Base Any Splendid Way that You So Desire. Available on LC Also. Owner Will Convert Upstairs Sitting Room into 4th BR Upon Request

Sq Ft Above 5,200

13 Acres

Bedrooms 4 / Baths

List Price: \$564,900

MLS# 214125284



4540 DANBI Drive, Hadley Twp 48455-9762

Magnificent Builder's own custom built home on 5 acres. Special features make this home one of a kind: 2 master suites, one could be an in-law suite w/ large WIC & custom granite bath. Gourmet kit w/ cherry cabs, huge island, double oven & high end SS Appliances. 5 Bedrooms, 4.2 Baths. Mammoth Great Rm w/ FP off Kit for entertaining. Studio apartment w/ BR, Kit, LR, & Din. Rm. Low Taxes - only \$3300. Wood Boiler + 2 furnaces keeps heating bill extremely low. Lifetime Roof warranty. Pole/horse barn, 4 car gar, plus huge heated & workshop. Finished W/O basement. Please pull up spec sheet to read all the amenities. Purchase Lease also available at \$4,500 mo, plus 25% rent rebate w/ \$30,000 deposit. See MLS #214073288. 2 horses allowed.

SqFt Above: 6,088

Bedrooms: 5

Baths/Lavs: 4 / 2

List Price: \$729,900 or Purchase Lease for \$3,950 month

Acres/Frnt Ft: 5 / 150

MLS# 214073186

WATCH FOR OUR LISTINGS, WE HAVE SEVERAL NEW LISTINGS COMING ON THE MARKET IN JANUARY!!!