

# July NEWSLETTER



## ● ● ● VACATION TIME:

In my later years it has been easy to work and not take a vacation. I have gone to business seminars and conventions. I've thought of them as mini-vacations, but nothing like how a true vacation should be. All of that changed on May 18th, 2014 when my daughter and her husband, Alicia and Chris Russell, had their first baby girl Ella Victoria Russell. Since they live in Florida, I knew we would be going down there in the near future to

see our new granddaughter. This is our third grandchild by the way.

The time has finally come! My wife, 2nd grandchild Janelle, and I will be going to Florida! We will be gone from July 4th, 2014 to July 13th, 2014. However, I am leaving the office in good hands; REALTOR® Tom Schirr will be able to show homes for me and Marianne will be running the ship. She will also be assisted by India & Clarissa. With that said, we will have a full staff available while I'm gone. I have full trust in them doing a great job.



## CURRENT HOME MARKET:

\*The following information is supplied by "NOCBOR", North Oakland Board of Realtors.

**A: Growth is Easing:** After 2 Years of growth, .2% to GDP in 1914, that is 33% less than 2012-2013. This was caused by exceptionally tough winter of cold & snow.

**B: Home Ownership:** Rates are stalled, current rates of 65% dates back to 1990's and we do not see a pick up before sometime next year.

**C: First Time Buyers Are Struggling:** Only 30% of market historically 35%. They are hit with tough credit standards, rough job market, lots of student debt and competition with all cash buyers.



**D: New Building Starts:** Many builders, mostly small and medium size, are having a tough time obtaining financing. Cost of materials are rising and growth will only be 11% this year, down from 19% in 2013. Also, new home prices will continue to rise.



# SEVEN WAYS TO MAKE YOUR

## HOME OFFER STANDOUT: ● ● ●

If you have not been informed about the current market, finding the home of your dreams may be the easy part. Winning the offer is often the biggest challenge to buying a great home. The following purchase ideas may help you be the winning bidder.

1. **Pre-Approval:** You must be pre-approved before you look. You can't afford to lose even 1 day to wait for your pre-approval. We have mortgage loan officers who can get you approved in a day. Make your pre-approval as high as possible, not the price of the house! This indicates a strong buyer.
2. **Cash:** If you are competing with a cash buyer, it will be tough to be a winner because you must survive the appraisal market and the tough underwriting guidelines of getting a mortgage. The only way that has been proven to be successful is to offer a great price and offer to bring cash for the difference if the house does not appraise.
3. **Best Offer:** Make your best offer right up front. Especially if you know there are other offers. Most listing agents will tell us if there are other offers. If they get 3 or 4 offers they will select the best offer not only on price, but ability to get a mortgage and closing details such as date of closing.
4. **Earnest Money:** A large deposit, \$3,000-5,000 or more tells the seller you are a serious and strong buyer.
5. **Extras:** The more extras you agree to pay for, the more likely the seller will take your offer. Examples are; home warranties, closing costs, association dues, well & septic inspection if applies etc.



6. **Home Inspection:** Although we never suggest not getting a home inspection, if you check out a house thoroughly prior to getting an inspection, and you do not make the offer contingent on the inspection, this is a big plus on your side.

7. **Write a Letter To The Sellers:** Tell them why you love their house and neighborhood or schools. If they see you really want this house and are not just buying the first house you see, it may help convince the seller between two similar bids.

These items will help you a lot in the bidding process. Discuss with your REALTOR® and you will increase your chances greatly of being the winning bidder.

Sincerely,

Larry, Marianne, India, & Clarissa



*The Williams Team*  
REAL LIVING · KEE REALTY



## **3066 BELINDA Drive, Sterling Heights 48310-2932**

Newly Renovated, New wood floors and Ceramic tile, also new Hardware and Landscaping. New Front Door, Newly Painted Outside and Inside. House looks like new. Also numerous updates in 2008, granite counters, maple cabinets, furnace, newer lighting, marble sills, cathedral ceilings, living room with bay window, newer hot water heater, newer carpet throughout, fenced yard & large deck. Must see!!

**Sq. Ft. 2,058**

**Bedrooms: 3**

**Baths: 2.1**

**.17 Acres**

**\$204,900**

**MLS# 214042447**



## **27341 TELSTAR Street, Chesterfield Twp 48051-3143**

Must see 3 br, 2.5 ba, brick colonial. Has new granite kitchen with stainless appliances plus granite in both bathrooms. Move in ready mstr br hs wic. neutral colors throughout. new carpeting and cathedral ceilings in great room, includes den with wood floor. 1st floor laundry, natural fireplace in gr rm. back yard has large patio and fenced in yard. Fin bsmt has full bath. 2 car garage, Priced to sell! This house is like new! Includes 1 year home warranty.

**Sq. Ft. : 1,657**

**Bedrooms: 3**

**Baths: 2.1**

**.18 Acres**

**\$189,900**

**MLS #214052203**