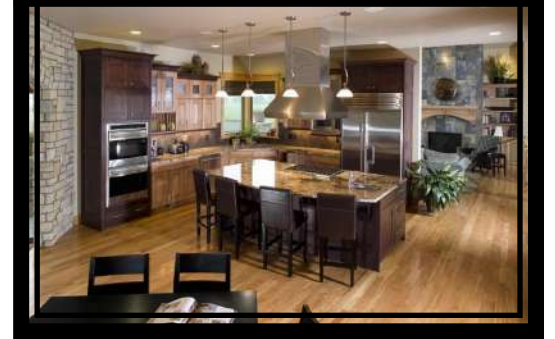


MAY NEWSLETTER

SPRING IS THE BEST TIME TO SELL YOUR HOUSE

Your Homes Top Selling Features:

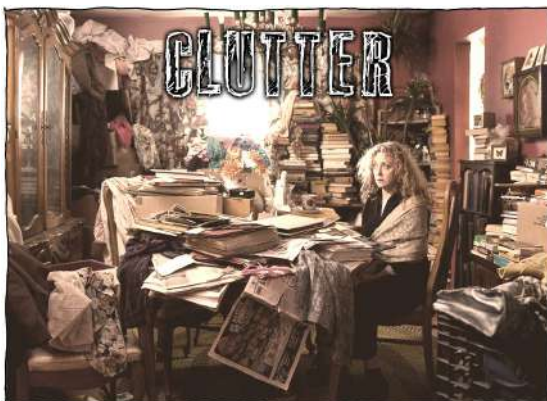
1. Walk-in master closets
2. Energy efficient windows and appliances
3. Large laundry rooms with storage cabinets and counters
4. Great rooms that are multi-purpose rooms
5. Kitchens with islands and granite counters
6. Open floor plans (numerous small rooms or wasted space are a big turn off)



Top 5 Must Knows & Must Do's:

1. Pricing:

1. Determine with your Realtor your ideal sales price
2. Know the lowest price you will accept
3. Think about the repairs, improvements or concessions you are willing to make
4. Understand the normal offer & acceptance price in your area as a percentage of the listing price



2. Clutter & Cleanliness:

The cheapest thing you can do with the most benefit is to have a spotless home. This includes the windows, ceiling cobwebs, dusty fans, all corners, appliances & especially floors. As to clutter, too much furniture hides the homes features and makes the rooms feel small. Too many wall photos, plaques and ornaments takes the buyers attention away from your homes strong points.

3. Dark, Dated Décor:

Buyers may love your area, and even willing to do minor updates like repaint to their preferred colors. What they don't want is a dated- looking home with harvest gold, avocado green, soft blues and mauves paint and old wallpaper. Linoleum and Formica counters, old window curtains, shag carpet and paneled walls all turn off buyers. As they walk through your house, make your house as sunny and bright as you can. Keep all window coverings open and turn the lights on please!!!

BEFORE



AFTER



NOT OK!



4. Deferred Maintenance:

This is a polite way of saying, do not let your house fall apart. Home features wear out, break and weather. Its your job to keep these items in good repair. Codes change, especially electrical and you must make these changes for safety reasons. Examples would be smoke detectors in bed rooms and GFI (Ground Fault Interrupters) plugs in kitchens and bathrooms.

5. Bad Smells:

Smells can come from a number of sources- pets, lack of cleanliness, stale air, water damage, smoking, cooking smells and more. Believe me, buyers will notice these smells and decide this is not the house for them or discount their offer price greatly. Often, you can eliminate a lot of smells with good ventilation, dehumidifiers or store items like "Smells Be Gone." This is extremely important if you want to sell your home near the asking price.



Client Appreciation Picnic:

Yes, our company is inviting all of our customers to get together and meet & greet others while enjoying some fantastic food. This is for the entire family! So put the date on your calendar! Please call Larry at 248-917-2323 or send us an email with the amount of people that will be attending.

To all the MOMs out here ~



Happy Mother's Day

Get Ready For Some BIG TIME Fun!

Mark your Calendar!

ReaLiving®
Kee Realty

Client Appreciation Picnic

Saturday, June 7, 2014
1:00 pm-5:00 pm (lunch served 2-4)

Stoney Creek Metro Park
4300 Main Park Road

At Mount Vernon Beach!

Sponsored By:
PREMIER TITLE AGENCY, L.L.C.
MORTGAGE **GOLD SHIELD SERVICES**

Games!
Food & Drinks

Join us for a fun filled day!



Until next month,

Larry, Marianne, India, & Clarissa

The Williams Team
REAL LIVING · KEE REALTY



Wise Words From India G.

There's no denying that homeownership is one of the most coveted goals of homeowners in the U.S. In 2013 alone, more than 2.5 million people became first-time homeowners and despite what is WAS considered to be a down housing market, the number of homeowners continues to grow each year.

Since homeownership is ranked at the same caliber as a graduation or marriage in terms of life-changing events, it's no surprise that for some, taking the jump into having a home to call their own can be an intimidating process. When all is said and done, homeownership provides a number of benefits that not only enhance quality of life, but also improve financial stability. I've compiled a list of what I consider to be the greatest benefits of homeownership:



1. Increase in Freedom, Security, & Stability

A home is a place where many people express feeling the most safe and secure. Also, homeowners explain that they have more freedom to do as they please compared to living as a renter. This is because homeowners are not subject to inspections on their premises by a landlord and have the freedom to paint, alter, or increase the security of their home virtually any way they wish.

2. Increase in Tax Advantages

One of the immediate monetary benefits of purchasing a home is the ability to deduct most or all of interest payments made on a home loan, property taxes, and loan points. This is because in the early years of owning a home, most monthly payments go towards interest payments.

3. Increase in Home Equity

Becoming a homeowner allows you to dramatically increase your net worth due to home equity from selling your home years down the line. Home equity is considered to be the current market value of a home minus any outstanding liens or home loan balances. The rate of return on a housing investment significantly increases the longer it is held.

4. Increase in Long Term Wealth

Along the same lines of increased tax advantages and home equity, homeownership also allows homeowners to increase their long term wealth drastically more than those who choose to rent. As seen over the past few years, it is evident that fluctuations in the housing market can temporarily decrease the value of a home, but in the long run, investing in a home is a valuable financial decision leading to a significant increase in home value in the decades to follow.

Because of inflation, both rent and home prices will eventually keep rising and because of this, the Federal Reserve Board has found that the average homeowner ultimately develops a net worth of \$184,000 while the average renter's net worth is only \$4,000. Homeownership also allows those who have paid off their mortgage to eventually live a "rent-free" retirement.

For more information on beginning your buying/selling experience with me call... India (248) 558-0230





23552 US-23, Bearinger Twp. 49759

PURCHASE LEASE: SELLER HELPS YOU BUY HOUSE NOT RENT. \$6000 NON REFUNDABLE DEPOSIT. NO SEC DEPOSIT. PURCHASE PRICE \$235,900. SEE MAIN REQUIREMENT IS A GOOD JOB/INCOME. BANKRUPTCY/FORECLOSURE ACCEPTABLE IN MOST CASES. SPECTACULAR LOG HOME W/ CATHEDRAL CEILING IN GR & STONE FP. CUSTOM KIT W/ CEDAR, WOOD FLRS, 2 BRDS SLEEPS 6, 1.5 BATH W/ 700 DEEDED ACRES FOR ATVS, HUNTING, BOATING, BEACH, FISHING & WALKING TRAILS. 2 CAR ATT GAR & STORAGE.

Sq. Ft. 1,500

Bedrooms: 2

Baths: 1.5

2.16 Acres

\$235,900

MLS #213103641



[3066 BELINDA Drive, Sterling Heights 48310-2932](#)

More improvements in process. New Ceramic Tile Floors, New Hardware, New Front Door, Newly Painted Outside. House will be like new. Also numerous updates in 2008, granite counters, maple cabinets, furnace, freshly painted, newer lighting, marble sills, cathedral ceilings, living room with bay window, newer hot water heater, finished garage, epoxy floor, newer carpet throughout, fenced yard & large deck. Must see!!

Sq. Ft. 2,058

Bedrooms: 3

Baths: 2.1

.17 Acres

\$210,000

[MLS# 214032073](#)