

Newsletter 2017



1—Millennials: Make up 35% of your Home Buyers in U.S. What they want in a home!!

1. **Energy-Efficient Appliances**: 90% of Millennials want appliances that save them money and are updated and preferably stainless steel.
2. **Hardwood Floors**: 82% of buyers prefer Real Hardwood Floors with open floor plans. Carpeting is limited to one or two rooms.
3. **Separated Laundry Rooms**: 92% of Millennials want a separated room to do their laundry . Ideally the room should have some cabinets and hang-up space.
4. **Outdoor Lighting**: 90% of buyers want exterior lighting to illuminate their landscaping and their outdoor entertaining areas. Lighting can really make the exterior house features really stand out.
5. **Big Bedrooms**: many buyers already have their bedroom furniture and if the master bedroom is not big enough for their bedroom furniture, they will keep looking until they find the right house.



Millennials make up 68% of first time Home Buyers and are a major buying force in the home market . They are very serious buyers and know what they want.



II—Entry doors: A lot of sellers under-estimates the importance of an attractive entrance door.



The entryway is a significant space within a home — it's the first thing a potential buyer sees, and it sets the stage for the whole vibe of the home. Buyers can form opinions on a home within seconds of opening that front door. Your clients can make a few simple changes to their entryways to make that important first impression. Here are some hot trends for 2017.

Make the front door a focal point.

The door is the first thing visitors focus on at any home's entryway, so make it impactful. Whether you advise your clients to paint it a bold color or add gorgeous greenery via a seasonal wreath, they can complement the home's style and make a statement within a reasonable budget.

Invest in stylish but functional furniture.

Clients can create a welcoming vignette of furniture that beckons guests to the door. Design a space for dropping keys and handbags, and a place to sit and remove shoes. Think elegant console tables with drawers (that hide the clutter), woven baskets, and an antique rug. Remind sellers that they can take these new goodies with them when they move too!



Add art to the space.

Artwork in an entryway can make a big impact. Hang a beautiful piece of artwork or photography on the wall opposite the door. Choose carefully: You don't want to put off buyers with something overly quirky. A mirror is a great choice and will help the entryway appear larger.



Illuminate the entryway with bold lighting.

The right lighting will give a welcoming feel to the entry, while being highly functional. Add a stylish lamp to the console table, or if the home has high ceilings or a two-story stairwell, go for a beautiful chandelier or pendant light in a timeless style.

Make a statement with striking wallpaper.

Wallpaper in bold patterns is making a huge comeback. Take a cue from designers in 2017 and work with the sellers to choose a striking paper for the entryway. This will add drama to the space and add that wow factor. To appease buyers who may not be sold on the pattern, choose a temporary wallpaper instead, which can be easily removed.

ABOUT THE AUTHOR: Katherine Medlin is an art historian with a keen interest in interior design and antiques. She writes for ApartmentGuide.com and the Southern lifestyle blog Pender & Peony. She is based in Knoxville, Tenn.



III—Luxury Vinyl Tiles: Vinyl has been a great flooring in the past because of its low cost, water resistance, durability and ease of maintenance. But as more stylish materials became popular such as hardwood, ceramic tile and natural stone Vinyl lost its appeal to many home buyers. However, LVT (Luxury Vinyl Title), has come on the market big time because it offers improved durability, easier maintenance, and 35%-50% lower cost and has numerous dramatic new styles. It is also softer and more comfortable to walk on and is completely waterproof if installed properly. LVT has an added wearlayer with aluminum oxide on top of the Vinyl Flooring that offers superior resistance to stains, scuffs and scratches.



Also, if any tiles are damaged, they can be easily replaced and they are easier to install than ceramic or stone. They are available in plank style that looks like hardwood, you must seriously consider LVT on your next purchase of new flooring.



Sincerely,

Larry, Gisele and Agatha

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\$2,000 / MONTH



LIKE NEW- COMPLETELY RENOVATED COLONIAL WITH 3 BEDROOMS AND 2 1/2 BATHROOMS. KITCHEN WAS RENOVATED IN 2013 WITH GRANITE AND BIG ISLAND WITH LOTS OF COUNTER SPACE. BIG DINING AREA ALSO. BATHROOMS ALL UPDATED. NEW CARPET THROUGHOUT. MAIN FLOOR HAS NEWER DESIGNER TILE ON MOST OF FLOORS. BIG OFFICE OR LIVING ROOM. NEW ROOF 2013, NEW FURNACE 2014, NEW AC IN 2009, AND NEW PAINT INSIDE AND OUTSIDE 2017. LARGE GREAT ROOM HAS CATHE-DRAL CEILINGS AND NATURAL FIRE PLACE. ALL BEDROOMS ARE GOOD SIZE AND MASTER BEDROOM INCLUDES BIG WALK IN CLOSET. FIRST FLOOR LAUNDRY. ALL THIS WITH OPEN FLOOR PLAN. BASEMENT ALSO COMPLETELY UPDATED WITH NEW CARPET AND PAINT. POSSIBLE 4TH BEDROOM. 2 CAR GARAGE NEWLY PAINTED. BIG PRIVATE FENCED IN YARD WITH HUGE DECK FOR GREAT OUTDOOR LIVING. DON'T MISS OUT ON THIS GREAT RENTAL IN A GREAT AREA. CLOSE TO EVERYTHING. PETS NEGOTIABLE. \$150 PET FEE AND \$200 CLEANING FEE. MLS# 217043788

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49114 DRIFTWOOD Drive, Shelby Twp 48317

\$425,000— LAKE FRONT



VERY MOTIVATED SELLERS AND WILL LOOK AT ALL OFFERS. Most desirable lakefront on forest lake. Live in luxury w/resort like living in this beautiful 4bdrm 3.1bthrm brick colonial. Includes dramatic circular staircase in foyer, large kitchen w/ island lots of counter space. All appliances included. Formal dining rm & extra-large breakfast rm w/desk area. Huge great rm has vaulted ceiling, wood floors, wet bar & gas fireplace. Has large laundry rm on main floor + 3 car garage. Includes separate liv room w/wood floors & spacious library. Includes master br, dream master bath w/bay window, plus 3large br. The w/o finished basement is an entertainers delight w/ possible 5thbedroom kitchen & bar area. Outside you have huge deck overlooking gorgeous view of lake patio outside of walk out basement. New furnace2014, roof2009, some newer windows in 2017.original owners. 3chandeliers are excluded. #MLS 217067680



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