

# May 2016 Newsletter



## Quote Of The Month

"One small crack does not mean that you are broken, it means that you were put to the test and didn't fall apart." - *Linda Poindexter*

## 8 Huge Homebuyer Turnoffs

Remember, when selling a house, you must keep it clean & neutral in color if you want to maximize your profit!

**I. Pets, Pets & Their Problems:** Nobody wants to see a dirty kitty litter box or a dog bone on the sofa. And as best as you can, get rid of lingering pet smells. (Cat urine on the carpet is one of the hardest smells to remove and even worse, sometimes it can seep into the hardwood floors below.) The most offensive odor is animals and you can plug-in, light up and spray all you want, but it won't completely cover up the smell. Pets should be out of the house during showings. If possible, it's easier to have a friend or relative watch your dog and cat during the entire time your house is on the market. To remove smells from your carpeting use "Odorzout" it won't harm kids or animals. It's a dry product that you sprinkle in the affected area, it absorbs the odor and then you vacuum it up.



**II. Crazy Colors & Wallpaper:** You don't have to paint the whole house, but rooms with bright or unique colors or wallpaper should be covered with something more neutral. Sometimes just unpeeling the wallpaper and repainting everything white would be fine.

**III. Baby Toys, Supplies & All Kids Stuff:** Other parents will understand how difficult it is



to keep a home tidy with kids in the house, but not all potential buyers will be parents. Make sure all toys have a home in a toy chest or closet. If you have a newborn, dirty diapers need to be taken out and breast pumps should be out of sight. Dirty bottles and breast milk should not be left out; buyers may get the impression that the home is not sanitary. In fact, store the clean bottles too and don't leave them on a drying rack near the sink. Give yourself a good 20 minutes to pack up baby items before a showing.

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HAPPY  
Mother's Day

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#### **IV. Cooking Smells:**



The second most offensive smell: Cooking odors. Strong spices, bacon or onions—they all tend to linger long after the meal is over. To diffuse them, leave a window slightly cracked while cooking. After you're done with the meal, boil some cinnamon water to freshen up the house. Plug-ins and sprays can make the problem even worse for people who are sensitive or allergic to the fresheners. At the very minimum use a fan to blow the smelly air out the window.

#### **V. Cigarette Smoke:**

For many, the smell of cigarette smoke throughout a home is a deal breaker and reason to hasten a walk-through. If you're a smoker, seriously, get the whole house painted. Plus rent or buy an ionic air purifier to remove the smell from the house.

#### **VI. Dirty Dishes, Cluttered Counters:**

No buyer will want to see last night's spaghetti stuck to plates in the sink, so that's a given. But clutter on the counters, from the coffee maker to the toaster oven, also will be a distraction making counter space look smaller and your kitchen in general, looking messy. Try creating a special drawer or cabinet for things you use on a regular basis, but need to be stashed away. That will help you quickly find a place for them each day.



#### **VII. Messy Bathrooms:**

Women, in particular, clutter bathrooms with makeup, perfumes and other grooming items. Store everything under the counter and make sure the hair is out of the tub and the toothpaste smears are wiped out of the sink. The last thing you want to hear from a prospective buyer is "I don't know how people live like this." Sometimes you can sense their disapproval through body language, like a nod or raise of the eyebrows with their significant other.

#### **VIII. Dirty Toilets:**

Keep a clean (and flushed) toilet and always keep the lid down. Enough said.

**The flip side of the above: If you're a buyer and can overlook some of these seller faux pa's in a home, you might get a better deal. So while some buyers will be disgusted enough to cross a problematic home off their list, others will see the opportunity of a diamond in the rough and the opportunity to make some money.**



## **4 MOVING SCAMS ANYONE CAN FALL FOR:**

- 1. The Hostage.** A mover will load your items into their truck, drive to the destination and demand more money on the spot before unlocking the truck or unloading your items. *Unfortunately, this is a very common occurrence* says Mike Glanz of "HireAHelper". Stats show that 10% of people moving have this problem. Please get all fees in writing upfront. Ask your Realtor for a reference. This will nearly always solve the problem.
- 2. The Shifty Scale.** Interstate movers charge by weight. An unscrupulous company will quote a customer an unbelievably low upfront price based on their estimate of weight. The scam happens after the movers load and drive the truck to the scale by themselves. They will report back a much heavier weight than the original estimate and demand that the difference in price be paid immediately. Luckily, federal law states customers have the right to be present at a reweigh. So don't pay until you see the weight with your own eyes. Another, weight-based scam is when the movers show up with a weight ticket of the empty truck—meaning a gas tank running on fumes and with only one mover inside. After the pickup, the movers weigh the truck again, this time around with a full tank of gas and the whole crew on the truck. Even additional weight from items from another job or random packing materials might be added to the truck. The movers will then try to trick the customer into paying for a higher weight than that of the actual job. You should always avoid getting a weight-based quote.
- 3. The Broken Broker.** Just like those Nigerian princes who keep emailing you for money, there are many fake moving companies out there. The scammers, known as brokers, quote and book seemingly cheap moves over the phone or online, charging a deposit upfront. The scammers then sell their customers to other moving operations. The move implodes when *that* company—let's call it ZZZ Movers—shows up, unaware of the scammers' initial price quote or upfront fee. So ZZZ demands more money than was originally quoted. When a customer calls to complain, the broker either cannot be reached or offers no help, claiming that the move is now the responsibility of the actual moving company. To avoid this nightmare, we advise consumers to search for registered movers and view their complaint histories before selecting them. We suggest you book with someone that includes insurance. If they don't offer insurance, it may be because they're not licensed to be moving you.
- 4. The Lowball.** Some shady companies deliberately lowball the inventory with an eye toward piling on extra charges on the day of the move. Most customers fall for it and regard it as a cheaper estimate, not considering the consequences on the move date. And then, surprise! On moving day, charges you never knew existed—because they were deliberately hidden—pop up. They include protection of various items such as wardrobe boxes for hanging clothes, TV boxes, mirror and picture protection. Tolls and fuel charge are another wallet wallop. Don't be afraid to ask what is included and, more importantly, what's not included in the move. If someone is saying, "Don't worry, everything is included," that's when you need to be worried. Always get written confirmation, not just verbal confirmation.

Just for the record, we only recommend one mover and they will arrange moving anywhere in the United States. Their claim to fame is professional handling with extreme care of your personal and valuable furniture, artwork and especially all fragile items. They handle small moving and very large moves that use more than one truck. They also have a heated warehouse if you need temporary storage. We highly recommend:



**Changing Places Moving**

Owner: Johnna Struck

Sales: Ron Amandt

Waterford, MI 48329

Office # (248) 674-3937

Cell # (248) 496-8601

We regret to inform you that Jill Kosciolik has decided to leave us and be a full time Realtor, but she will still work at Real Living Kee Realty. She has been great to work with for almost a year. However, we have hired a new salesperson and her name is Jessica Russ. She is hired but does not start until May 16th, 2016. Jill will still be working part time until Jessica starts. Feel free to wish Jill the best! Next month we will give you more information on Jessica.



**Williams Team**

**Larry, Celeste & Jill**

# 61801 CETNOR COURT, WASHINGTON TWP. 48094

\$699,000



Rare find, custom built country estate in the city w/over 6500 sq.ft. of living space, upgraded 2012. Over \$1,000,000 invested. Grand foyer & huge dream gourmet kitchen w/ lg island, Downsview cabinets, honed granite, butler's pantry, soap stone sinks & top grade appl. Lg Mstr Bdrm includes WIC, 2 extra closets & big Mstr Bth w/ new (2013) steam shower. Huge Gr.Rm w/ vaulted ceiling, gas fireplace & wet bar. Lg office plus computer rm that owners will turn into 4th bdrm upon req. Huge Din Rm w/ mini kitchen. Four seasons sunroom w/ Jacuzzi. FFL Rm.2 upper bdrms plus 3 full bths. Updates include windows 2012, roof 2010 (45 yr. warr), 2 furnaces 2012, steam shwr 2013, baths & kitchen 2007. Floors are premium carpet, marble & mahogany. Fantastic finished w/o bsmnt w/kitchen, full bath, gas fireplace & lg sun filled rm under concrete deck. Park like living w/ large pond & fountain, wooded & private lot on 10 ac. 24X48 pole barn w/3 gar drs & loft. House has generator, solid wood doors & ctrl vac.& much more. Ext has maintenance free materials inc. fieldstone, brick, hardy board & cedar.

**Contact Larry Williams for more information or to schedule a private showing .**

**(248) 917-2323**

[asklarrywilliams@gmail.com](mailto:asklarrywilliams@gmail.com)

- 4,110 SQ FT
- 4 BEDROOMS
- 3.1 BATHROOMS
- SUNROOM
- 800' CONCRETE DECK
- 10 ACRES
- POLE BARN
- FINISHED WALKOUT BASEMENT W/ 2400 SQ. FT. ADDITION