



News On The Move

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Spring Real Estate Update

May continued the same core trends as the prior six months with increasing sales and falling inventories for under \$100,000 and the opposite for the above \$100,000. There were some signs of the GM and Chrysler effect. The pace of showings and unit sales did slow, but the first week of June showed a quick rebound in both, again showing the surprising resilience of our market. Our percentage of bank owned and lease sales declined as well in May, reflecting the reduction of bank owned listings in the market. All indications are that it is a temporary shift as banks continue to work through their loan modification efforts to reduce their foreclosure loads. Michigan's new law allowing homeowners an additional 90 days to negotiate a loan restructure will go into effect August 1st, which will help to reduce and spread out the foreclosure inventory even more.

This month, Max Broock will be rolling out a Home Mortgage Protection Program that provides mortgage payment protection should a buyer lose their job, similar to what many auto companies are offering. It is offered through our in house mortgage company, John Adams Mortgage.

All lenders and appraisers are under new federal guidelines, making it more difficult to address low or incorrect appraisals. More than ever it is less what the Buyer or Seller think, but what the appraiser thinks for value. In many cases it may be wise for Sellers to consider appraisals when the home is first put on the market to get an up front feel for any value issues.

For fence sitting buyers who recall high school algebra formulas, this is an important one to keep in mind: Tax Credits + rising interest rates > falling prices. In other words, the value gain received by taking advantage of both the expiring Tax Credits and low interest rates will exceed any gain from waiting for prices to fall.

Click [here](#) to review May statistics

Click [here](#) to review home sale trends from the last 9 months

Useful Real Estate Links

I have compiled a list of web sites that I think you may find interesting for selling, updating and marketing your home. Please click the links below to view this useful information.

[Decorating Tips](#)

[Mortgage quotes, tools and calculator](#)

[Property tax estimator](#)

[Michigan School district information](#)

[Oakland County school district information](#)

[Home improvement ideas](#)

[Home remodeling ideas](#)

Wondering Whether to Buy a Home? Get My Free Guide

In a buyer's market, it's important that your home compares well with other homes on the market. That can often mean making sure it looks its best.

To give yourself a head start, get my free guide, "Great Ideas for Quick, Easy Fixes that Will Help Your Home Sell."

Just call me at 248-408-7811 and I'll send it right out to you.

Why Now Might Be the Time to Get Into the Housing Market

Rising unemployment, sluggish real estate values and uncertain economic times may not seem like criteria for buying a home, but upon closer inspection it could prove to be the winning combination. Here's why.

Tightening Credit Standards: Credit isn't as easy to come by as it once was, and it's expected to get even worse as banks attempt to cut losses. Even if home prices remain stable, rising interest rates could add hundreds of dollars to monthly mortgage payments. Consider locking in prices by obtaining a low fixed-rate mortgage before rates rise. It's one of the best ways to protect your family from an uncertain economic future.

Taxes and Insurance: The lower price of a home benefits buyers in more than

one way: taxes and insurance expenses are also lower. In fact, buying in an area that caps tax increases will likely lead to savings for years to come as you fix the cost associated with home ownership.

Better Negotiation: It's a buyer's market, so sellers are more likely to entertain flexible options or other creative ways to make a deal work. Distressed homeowners are searching for ways to seal the deal, and banks are even getting in on the act. While the media has made a big to-do about private partnerships to help eliminate toxic assets from the banks' rosters, the sad fact is that the average offer from institutional investors is only 30 cents on the dollar. Short sales, option contracts and other lowball offers are increasingly entertained by both sellers and banks.

Tips to a Successful Commercial Real Estate Purchase

Some of you have asked me about investing in commercial property. Here is a brief overview:

Every real estate investor should be well schooled in the benefits of a good location. Site selection does not mean picking the right building, but rather establishing the best location to do business. Analyzing factors such as cost, convenience, facility requirements and zoning allows you to select the best location for the long-term success and housing of your enterprise.

The cost of property is more than the initial purchase price and includes the financial impact on employees. Municipal and state taxes vary from one area to another, and significant long-term savings can be realized by doing a little bit of research into taxation in the area you are considering. The answers will have an impact on the overall long-term cost of any location you are considering.

Convenience can mean something as simple as whether there is convenient parking nearby. Considering the clients you hope to attract will help you establish which conveniences your business will require.

Facility requirements will vary from business to business. Do you have special power needs? Is a meeting space required? Do you require truck-level loading? Does the business require specialized storage? In many ways the facility requirements will dictate which locations will suitably accommodate the business in question.

Zoning is typically dictated by the municipality. Many cities have strict zoning requirements, and it is imperative that you understand the zoning restrictions because they can have a substantial impact on the cost of the location you are considering. Applications for zoning variances can be complicated and costly, and there is no guarantee of success.

Worth Quoting

Here's a sampling of what some famous people said about comedy:

"Comedy is tragedy plus time."

Carol Burnett

"Life doesn't make any sense, and we all pretend it does. Comedy's job is to point out that it doesn't make sense, and that it doesn't make much difference anyway."

Eric Idle

"Life is a tragedy when seen in close-up, but a comedy in long shot."

Charlie Chaplin

"Comedy is simply a funny way of being serious."

Peter Ustinov

"Good taste is the enemy of comedy."

Mel Brooks

"Comedy is acting out optimism."

Robin Williams

Did You Know?

Can you fill in the missing words in these well-known phrases and sayings? (Answers below)

Don't _____ Peter to pay Paul.

Make _____ while the sun shines.

A hedge between keeps friendship _____.

He had his _____ in the door.

Ask no questions and be told no _____.

Pull yourself up by the _____ straps.

Young wood makes a _____.

(Answers: rob, hay, green, foot, lies, boot, hot fire)

How to Make Your Home First Choice for Buyers

Thinking about selling your home but worried about the competition?

Whether you live in a cookie-cutter neighborhood where every home looks more or less the same or you simply need a few fresh ideas to help your home stand out from the rest for sale on the same street, use these simple tips to make it the best on the block.

Tackle Trouble Spots

Like every home, yours has a few trouble spots that you have probably learned to live with.

Unfortunately, time might make the heart grow fonder, but unfortunately it rarely helps sell a home.

Have an independent appraisal performed

and pay special attention to needed repairs, deferred maintenance and any “ugly” areas.

Invest in fresh paint, plants and other quick fixes designed to enhance curb appeal.

Find a Focal Point

Make sure there is something memorable about your home from the moment prospective buyers see the front door until they leave.

Avoid candles, fresh flowers or other potential allergy or chemical sensitivity triggers and opt for neutral yet elegant décor or decorations instead.

Every room should capture attention while inviting visitors to explore.

Make It Theirs

Remember, attract – don’t detract. Clear clutter and make sure each room is open enough that buyers are able to envision their belongings in the room – not yours.

Neutral colors, natural lighting and a casual ambiance combined with simple yet inspiring plants, paintings or other props help create a “special spot” they will want to call home.

Price It Right

Buyers will often look at your house only if the price is right. It’s easy for them to compare the price of your house with the prices of others on the street, so it’s essential to make sure yours is priced competitively.

Be Smart in the Sun: 3 Tips to Help You Glow, Not Burn

It’s important to remember the very real benefits to be derived from the sun. In addition to a healthy glow, vitamin D and gentle levels of UV radiation are associated with everything from hormonal regulation to antibacterial properties. Make the most of the sun this summer without having to swim in an ocean of sunscreen.

Dress Right

Wearing a simple hat, a lightweight shirt and basic protective clothing is the first step in staying safe and comfortable when working or playing outdoors. Don’t scrimp when it comes to comfortable clothing, and always bring extra shirts, shoes and hats when at the beach. It’s a lot easier to wash an extra outfit than soothe a sunburn for the next few days.

Start Slow

Skin builds up a slow tolerance, so be especially cautious the first few times you are out in the sun. Children, the elderly and those with fair skin are especially prone to sunburn early in the season. Make it a priority to keep track of the time and avoid the hottest part of the day.

Ask about Medications

Many medications-including common over-the-counter drugs-can cause sun sensitivity even among people who rarely burn. Ask your physician or pharmacist about sun exposure for any medications you may take.

Birthdays to Remember this Month

William Strunk, who was born on July 1, 1869, is famous as the author of a guide to English usage, *The Elements of Style*. It started as a guide for his students, but subsequent editions went on to sell 10 million copies worldwide.

Ralph Hancock, who was born on July 2, 1893, was a garden designer most famous for his work on the roof gardens of

Rockefeller Center in New York. Some 3,000 tons of earth and 500 tons of bricks were hauled up to the 11th floor to make “The Gardens of the Nations.”

Akhtar Hameed Khan, who was born on July 15, 1914, is credited with pioneering microfinance and microcredit initiatives that furthered rural development in the poorest parts of the world.

Ask the Agent: This Month’s Question

I want to make sure that I am choosing the right neighborhood. How can I decide?

Consider these factors.

- Are there good local schools? Whether or not you have children, good schools increase property values.
- Is the area close to services such as hospitals, public transportation, shopping, parks, and recreational and cultural sites?
- How safe is it? Check with police, and look in the newspaper for crime-watch statistics.
- Are people outside their homes, working in their yards or walking their dogs? Neighbors who interact with one another create a safer and more pleasant environment.
- Is the area popular? Ask your real estate agent, and check the number of “for sale” and “sold” signs.
- What is the neighborhood’s price range? Have average property values gone up, gone down or stayed the same?

Piper & Tuckers Pawspace

Piper and Tucker were very good puppies for our photo shoot!



Tucker on his 2nd birthday with his birthday bone!



Hobbes is a rescue kitty. He is 6 months old and loves to get into trouble!



Piper and Tucker enjoyed a fun day playing at the dog park!

Recipe: Fresh Orange Granita

Ingredients

- 1/2 cup sugar
- 1/2 cup water
- 2 tablespoons orange liqueur
- 1 1/2 cups freshly squeezed orange juice
- 1/2 tablespoon orange zest

Directions

Combine the sugar and water in a pan and bring to a boil, stirring occasionally to dissolve the sugar.

Remove from heat and add the orange liqueur, orange juice and orange zest.

Allow the mixture to cool. Pour it into a shallow pan and put in the freezer.

Stir with a fork every 30-45 minutes until ice crystals form throughout the pan.

Serving Idea

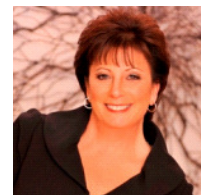
Place granita in a frosted martini glass and garnish with fresh orange slices and sprigs of mint.

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