

REAL ESTATE NEWS

Moving? Best get a battle plan

Whether you're moving up, down or just out, you'll want to develop a plan to minimize the headaches of relocating.

"Begin your planning at least one month in advance," said Mary M. Arlinghaus, president of the Birmingham-Bloomfield Board of Realtors.

"Confirm closing dates with your real estate professional before scheduling your moving date. If you're renting, confirm your move-in date. Make a list of all important documents that must be transferred such as children's school records, financial and medical records," she said.

size and fragile items. Move mattresses with care, and use them to provide protection from dirt. An antique floor lamp may best be moved rolled up in a rug, or a crystal chandelier packed in the middle of both towels for cushioning.

Don't let creative packing lead to confusion when unpacking. Make certain all boxes are clearly labeled. For things too precious to risk damage, move by hand, if possible.

Pack separately items you'll need on the road during travel including prescription medication, reading material and toys for children.

List items you'll need to settle in including cleaning supplies, light bulbs and basic hand tools. Pack a suitcase you could live out of for a few days if necessary.

"Keep careful records of all your moving expenses as some may be tax deductible," Ar-

linghaus said.

Two weeks before moving day, contact local utility companies to let them know when to disconnect service. Arrange for utility service in your new home. Plan carefully for the transfer of checking and savings accounts.

If you're taking on the task of moving yourself, organize loading to maximize space in the truck and ensure that the heavy box of books doesn't get loaded on the china.

Amid if it's a short distance to your new digs, consider transferring some staples like pots, pans, silverware, glasses and plates before the main move. That will cut down on work on the big day and give you a start on organizing your tastes.

Upon arriving at your new home, take a quick survey of each room. Is the house or apartment in the condition you were advised?

should make all such improvements," said Bill Deacon, WWOACAR president.

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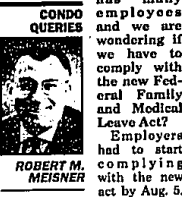
"More importantly, the home should be fairly priced against similar properties in the same general area and above all, should be freshly cleaned with all systems in prime working order," Deacon said.

Home buyers, concerned about today's economic trends, may search more extensively to find just the right property than ever before.

When survey among the WWOACAR's 2,500 members indicates that about 55 percent of buyers look over 10 or more houses before making a decision. Another 26 percent see at least five different properties.

It's compliance time for medical leave act

Our real estate company has many employees and we are wondering if we have to comply with the new Federal Family and Medical Leave Act?



It allows employees to take up to 12 weeks per year of unpaid, job protected leave to care for a new baby, an ailing relative or the employee's own illness. The act applies to those with 50 or more employees including part-timers and temporaries.

which may prolong and otherwise undermine the desired effect, which is to obtain a new and legally sufficient set of documents.

You should list your various concerns regarding your present by-laws, particularly in the area of restrictions, rules and regulations to help an attorney redraft your documents. Your time and effort would be better spent assisting the attorney in determining the problems at your condo rather than trying to redraft it yourself.

I have stayed in a condo in Clearwater Beach, Fla., and wonder how their association's board of directors met despite the diversity of its members' citizenship, both by state and country.

If you are interested in a hotel condo unit as an investment, obtain a copy of the association's by-laws. They would give you some insight as to how the board conducts its meetings. Many boards conduct meetings by conference call or take action by written resolutions. As a practical matter, the managing agent of the condo runs the day-to-day affairs while the board meets once or twice a year.

Robert M. Meisner is a Birmingham attorney concentrating his practice in the areas of condominiums, real estate and corporate law. You are invited to submit questions by writing Robert M. Meisner at 30220 Telegraph Road, Suite 467, Birmingham Farms 48025. This column provides general information and should not be construed as legal opinion. To leave a voice mail message for Robert Meisner, dial 953-2047, mail box 1871.

What home buyers want

Brick exteriors, three bedrooms, two baths and a basement are priorities for buyers in today's existing home market.

That's what members of the Western Wayne Oakland County Association of Realtors indicated when recently surveyed as to the importance prospective buyers place on various home features.

The results showed the ranch to be the most sought-after style, followed by two story and story and a half. Brick was the overwhelming choice for exteriors followed by a combination of brick and siding.

Three-bedroom houses were by far the most popular size. A majority of buyers (55 percent) look for two full baths and more than a third (35 percent) 1 1/2 baths.

A basement is the prime feature most often sought, followed in descending order by attached garages, large lots and fireplaces. In questions on location, rank-

ings indicate that proximity to schools is of greatest concern with freeway access and nearby shopping opportunities following.

Perhaps of even more interest to home sellers, the Realtors were asked to rank the most common failings for listed homes. Overpricing was most frequently cited.

Next came houses in poor condition, houses not sufficiently clean and those not easily accessible for showing to prospective buyers.

What improvements should more sellers consider to make their properties more appealing to buyers?

According to frequency of mention, the listing suggests in descending order remodeled kitchen, new windows, remodeled baths, new roofs, improved landscaping, new driveway, and siding added over wood exterior areas.

"This doesn't mean that sellers

should make all such improvements," said Bill Deacon, WWOACAR president. "The survey suggests these are factors that could make homes more sellable, but such investment may not always be to the seller's advantage."

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Coldwell agents win awards

Five area Coldwell Banker Schweitzer Real Estate sales associates recently were honored among the 1,500 Coldwell agents in Michigan at the firm's second annual Midwest Region Mid-Year Sales Rally.

From the Plymouth office, Chris Knight, Frank Jullian, Judy Rumpel and Lucia Capicchioni won sales awards. Chuck Page was honored from the Troy office.

John Goodman from Northville took first place in two categories.

Coldwell Banker Schweitzer set a company record with \$65 million sold and closed during the month of June.

Advertisement for Coldwell Banker Schweitzer Real Estate agents, listing awards and office locations.

Large advertisement for THE Observer & Eccentric NEWSPAPERS CLASSIFIED ADVERTISING, featuring contact information, office hours, and a map of service areas.

Detailed index of classifications for classified advertisements, including categories like HOME & SERVICE GUIDE, REAL ESTATE FOR SALE, COMMERCIAL/INDUSTRIAL, EMPLOYMENT/INSTRUCTION SERVICES, and AUTOMOTIVE RECREATIONAL VEHICLES.