

REAL ESTATE NEWS

REAL ESTATE LISTINGS

Listings features news and notes about suburban real estate. To list an announcement, write: Listings, Real Estate Editor, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150. Our fax number is (313) 591-7279.

PROMOTE OFFICER

Christopher Hoehn was promoted to senior loan officer of Republic Bancorp Mortgage's Plymouth branch. He's responsible for loan origination in the western suburbs with an emphasis on single-family housing. Hoehn also was named to the Chairman's Million Dollar Club for the first quarter of 1994.



HEAD BROKERAGE

The Hayman Co., Troy, has re-engineered its office leasing, corporate real estate services and investment sales division. Peter J. Ulrich, a Birmingham native, will direct Hayman's brokerage operations from the Troy headquarters. He had been senior vice president for Heitman Properties Ltd. in Chicago, where he started a nationally acclaimed marketing and leasing program at Zoro Centre.

LARGE BROKER

Coldwell Banker Schweitzer Real Estate ranks among the top 100 in terms of sales transactions along with six other franchise organizations across the country, according to Real Trends, a national real estate publication.

Coldwell Banker Schweitzer, which has offices in many Observer & Eccentric communities, ranked 99th in the Big Brokers Report with 4,775 residential transactions closed last year.

Real Trends is endorsed by the Realtors National Marketing Institute's Real Estate Brokerage Managers Council.

Coldwell Banker Schweitzer has 17 offices and 500 sales associates serving southeast Michigan. The 250 largest residential real estate brokerage firms in the nation controlled 1.3-million residential sales transactions in 1993. The transactions represent 17 percent of all home sales completed by brokers during the year yet the Real Trends Top 250 Brokers represented less than one-twentieth of 1 percent of all brokerage firms.

The 250 mega-brokers closed \$1.35-million home transactions with a value of \$129 billion during 1993, according to Coldwell Banker Schweitzer.

First impressions sway buyers most

Before you can move into that new home of your dreams, you have to sell your current digs.

Where do you start? Are you going to have to spend a lot of money and time getting your place ready for market?

"First, look at your house through the buyers' eyes to get a feel for what they're looking for," said Robert R. Jones, a West Bloomfield residential builder and president of the Builders Association of Southeastern Michigan.

"This will help you see some quick-fix projects that will sell your home faster. If you don't have time to do the repair work or give it a thorough cleaning, hire a professional. In the long run, it will save you time and money," Jones said.

"The vast majority of homes that have been built for at least 15 years haven't been touched," said Bob Lokoy, an agent with Coldwell Banker Preferred in Plymouth. "They (owners) aren't aware of what they have to do because they live there."

You only get one chance to make a

first impression on prospects drawn to the for-sale sign on your lawn. One way to tackle the project is start on the outside and work your way into the house.

A bad roof can chase buyers away before they even get out of their cars. "Roofs today last 15 to 20 years," Lokoy said. "If it's not done, that's a detriment to the house."

"What I advise people at this time of year is take the opportunity to plant flowers," said Judy Walker, broker owner of Red Carpet Keim-Walker & Associates in Southfield. "It enhances curb appeal."

Here are other guidelines to help make your home a buyer's choice:

■ **Uncutler.** If the house and yard are cluttered, it will give the impression of being small and not very well maintained. Clean out unwanted and unused items with a moving sale or by putting them into storage for a short time.

Clutter also includes excessive family memorabilia. It keeps buyers from imagining themselves in the house.

■ **Clean.** A clean home gives the appearance that it has been well kept and maintained. Clean isn't only having everything picked up and dusted, but also a fresh, clean smell.

"Make sure you leave the home as clean as possible," Walker said. "There is a difference between being late for work today and not making the bed and cobwebs hanging down from the ceiling."

"If you have pets in the house, please remove them," she added. "The weather is conducive."

"A little fresh paint where needed and a thorough cleaning job can make your house look like new," Jones said.

"First paint," Lokoy agreed. "You can buy cheap carpeting for almost nothing and it will return double what you paid for it."

■ **Repair.** Buyers who see something that needs to be repaired generally see lots of dollar signs, more than the repair will actually cost. By making all necessary repairs, you will eliminate the objections buyers tend to dwell on.

"Those things noticed in the house

by you should be the first things rectified," Walker said.

Drippy faucets, faulty on-off electrical switches and chipped or cracked lighting fixtures tend to leave a bad impression.

■ **Finishing touches.** This is the special feature that will stick out in buyers' minds as they shop for a new home. Look in magazines for decorating ideas that sell the product — your home.

It can be fresh flowers in the entry hall, scented soaps or candles in the bathrooms, logs in the fireplace, a basket of fresh fruit in the kitchen or on the dining room table.

"Brighten, cheerier, more open is the way to go," Lokoy said.

"Displaying your house as a product will help you sell it for the best price and in the least amount of time," Jones said.

Some real estate offices have free pamphlets available to help sellers get their property ready for market. Check them out if you feel you need some extra assistance.

Your rights may extend to limiting bird feeding

CONDO QUERIES



ROBERT M. MEISNER

Q. I live in a co-operative. Every summer, I am plagued by bird seed littering my deck from bird feeding stations on the deck above me. It is so bad that I cannot use the deck for fear of having bird seed blown into my hair by the prevailing air currents.

A. This matter has been brought to the attention of the board by me and other shareholders several times. The board tried a few corrective procedures that did not work and then forgot about the problem.

At my own expense, I installed

plywood panels between the floor joists on the deck above with the board of director's approval to keep the bird seed from falling through the cracks. It helped some but did not completely rectify the nuisance.

I am assuming that as long as the board continues to do nothing to alleviate the problem, that anybody in the complex has the privilege of feeding the birds on their deck, regardless of having any consideration for their neighbors below.

I think these birds are creating a nuisance and I have every right to fight back and resort to some method to repel those birds as long as it does not infringe upon the rights of other neighbors in close proximity.

What can I do?

A. It is, of course, difficult to comment with any degree of specificity without reviewing your cooperative documents, including your bylaws.

You must also take into consideration the fact you cannot do anything unnecessarily to harm the birds that would be in violation of any local or state ordinance or statute.

On the other hand, I believe that some rules should be passed in the cooperative that would limit the homeowner's right to feed the birds, to the extent that they cause damage to the common areas of the cooperative project, including your deck.

Perhaps a rule prohibiting bird feed stations to only certain locations would be appropriate. You may well have a good argument that the birds are causing a nuisance.

The problem seems to be that they are causing a nuisance because of the

inability of the board to fashion a rule or regulation concerning the control of these birds.

Therefore, I would strongly recommend that you advise the board of the fact that unless it takes remedial steps to take care of the problem, you will have to assert your legal remedies against the cooperative.

Robert M. Meisner is a Birmingham-area 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, 30200 Telegraph Road, Suite 467, Bingham Farms, MI 48025. This column provides general information and should not be construed as legal opinion. To leave a voice-mail message for Robert M. Meisner, dial (313) 953-2047, mailbox 1871.

CLASSIFIED REAL ESTATE

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301 Open Houses

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First time on the market! This is a beautiful 3 bedroom, 2 bath home with a finished basement. The home has a large deck, a two-car garage, and a finished basement. The home is in a great location, close to schools, shopping, and parks. Call for more information.

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OPEN SAT. 1-4pm

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